# HARDWARE AND METAL

Vol. XXXI
No. 39

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

SEPT. 27
1919




THIS TRADE MARK
GUARANTEES
HIGHEST QUALITY AND ABSOLUTE SATISFACTION
TO BOTH
THE DEALER-AGENT AND CONSUMER

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX
ASSOCIATED WITH INTERNATIONAL VARNISH CO., LIMITED

A·G·M·CO
VIKO
ALUMINUM

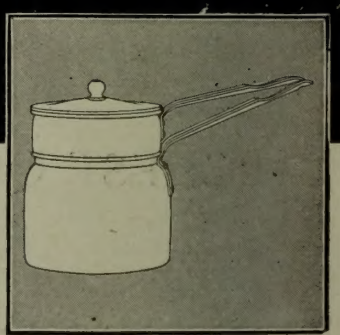
The Sea King invincible!

This stalwart, steel-muscled Norse of the Eighth Century fittingly typifies Viko of today.

Viking and Viko both are of royal lineage, both are magnificent specimens of strength that know no conquerors.

Link your business destiny with Viko — the peer of all aluminum wares. You will find it a profitable undertaking.

ASK YOUR JOBBER



Double Boiler—One of the many Viko utensils

# VIKO

## The Popular ALUMINUM

HARDWARE AND METAL, September 27, 1919. Volume XXXI., No. 39. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

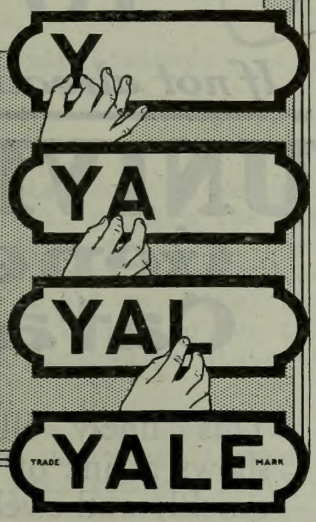
It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

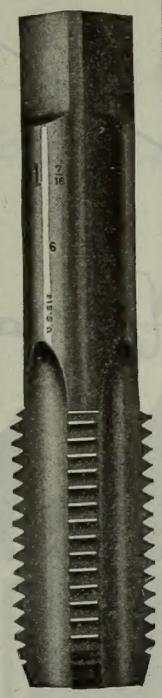
You are invited to inspect our plant at St. Catharines, Ontario.

*"The trade-mark 'Yale' helps make the sale."*

**Canadian Yale & Towne Limited**



# TAPS

Accurate in form of thread and size — a minimum of friction and longest life are stamped "P. & W. Co." Insist on

**"P. & W. Co."**

## SMALL TOOLS

Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

**High-grade Materials**
**Guaranteed Quality**

## PRATT & WHITNEY Co. of Canada, Limited

**Dundas, Ontario, Canada**

**Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.**

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## Now—To-Day—Order Your Fall Stock of

# EDDY'S INDURATED FIBREWARE

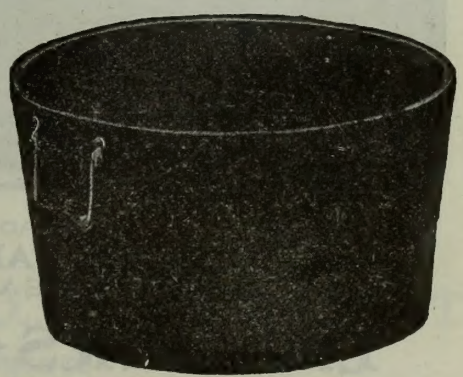
Whatever else happens, Wash Day comes every week. Help your customers to make that day as easy as any other day.

Show them Eddy's Indurated Fibreware. First impressions are what count, and Eddy's Indurated Fibreware certainly does impress one at first sight. But it stands lots of wear, too.

It's SO Light and Clean looking.
Stock it.

You'll sell it—easily.

Our advertising will help you do it. Write us to-day for particulars.



## *EDDY'S MATCHES*

are what most people expect to get when they ask for Matches. Anticipate your customers' wishes. It pays.

## THE E. B. EDDY CO., LIMITED

**HULL - CANADA**

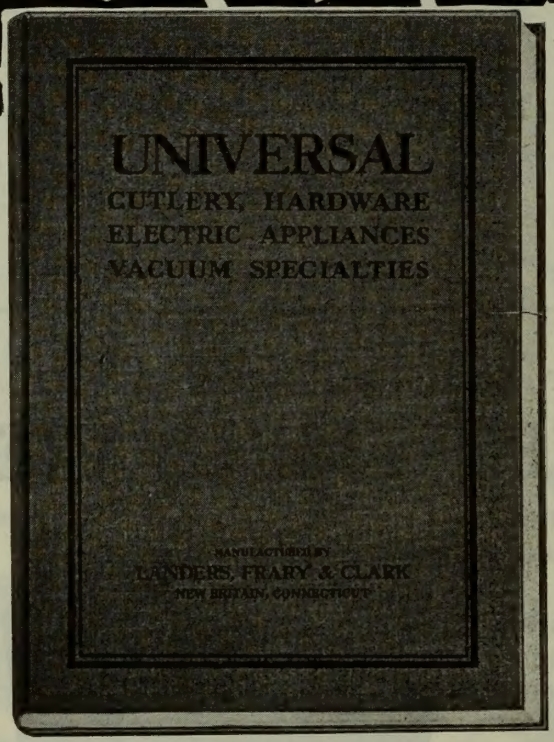


The Trade Mark known
UNIVERSAL
in Every Home

# Free! Write for it TO-DAY

*If not already received.*

# UNIVERSAL General Catalog




This finely illustrated book shows a line of goods that sell quickly and swell the profits in your cash drawer.

Get a copy to-day and even a casual study will convince you of its value. Back of it is an organization with over half a century of manufacturing experience.

Fill out coupon below and mail it to-day.

CANADIAN REPRESENTATIVES
A. MACFARLANE & CO., LIMITED
MONTREAL · · · · QUEBEC

## LANDERS·FRARY & CLARK
· NEW BRITAIN · · CONNECTICUT ·

*Send this coupon to-day*

A. MACFARLANE & CO., Limited 415 Coristine Bldg. Montreal
Please send one of your UNIVERSAL General Catalogs to

Name _____

Street _____

City and State _____

# Take your pen in hand and tell us about Toncan Metal

## Here's what a Hamilton man tells us.



April 5, 1919.

The Pedlar People Limited,
Toronto, Ont.

Gentlemen:—

In reply to yours of March 19th, state that I will let you know when I shall require the #16 ga. Toncan Metal which you have in stock. This firm, the W. H. Freeman Company, will have no other metal. In past years in different parts of their plant I erected pipes made from #16 ga. steel which would last only two years, and eight years ago I erected for the same purpose #16 ga. Toncan Metal pipes, and am pleased to state the same pipes are only now showing rust spots.

I feel sure that Toncan Metal is given the severest test at this factory. Nine years ago I erected a 30" evaporating pipe from Brew Kettle, made from #18 ga. steel at the Hamilton Brewing Association, 50' long. It lasted only 18 months. I then erected a #18 ga. Toncan Metal pipe in its place, and to-day it is still in good condition.

Other firms, such as the B. Greening Wire Co., the H.O.C., the Pure Milk Co., and other customers of mine claim that Toncan Metal has proven to easily stand in use three or four times as long as the same gauge steel, and wherever a customer requires a durable metal, I recommend Toncan Metal.

Yours truly,

(Sgd) G. W. SMITH.

For every severe sheet metal service from roofing to culverts, from tanks to conductor pipe, Toncan Metal offers greater economy and greater satisfaction for your customer. Write to-day for our "Corrosion Book."

## THE PEDLAR PEOPLE, LTD., OSHAWA, ONT.

**Canadian Distributors**

**The Stark Rolling Mill Co., Canton, Ohio, Sole Makers**

# If you've never used Toncan Metal, let us tell you how it Resists Corrosion.




# Display Sells Razors

The cutlery counter in most hardware stores stands near the door, where the customer lingers, looks around, and wonders what he forgot to buy.

Men are always on the lookout for good razors. The GENCO Display Case, sent you with your first order of GENCO Razors, gets their attention.

The handsome case will make them look more closely. Your salesman then simply reaches under its glass top and says: "Just examine the edge on this razor."

In a few minutes your cash register will ring. And your customer will be a satisfied customer. For the GENCO Razor has an edge that we guarantee: "GENCO Razors must make good or we will."

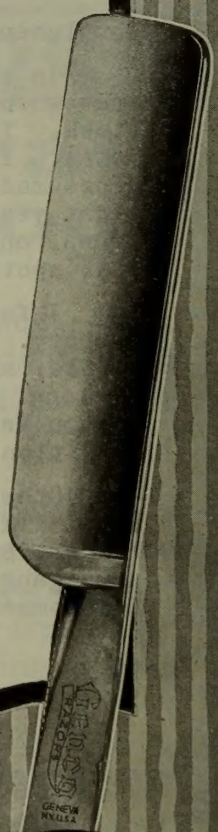
*Write us today for terms and details*

## Geneva Cutlery Corporation

**159 Gates Avenue** GENEVA, NEW YORK

New York City, 160 Broadway Chicago, Ill., 8 So. Dearborn St.
San Francisco, Sheldon Bldg. Winnipeg, Can., 332 Bannatyne Ave.

*Largest Exclusive Manufacturers of High-Grade Razors in the World*



# Genco RAZORS

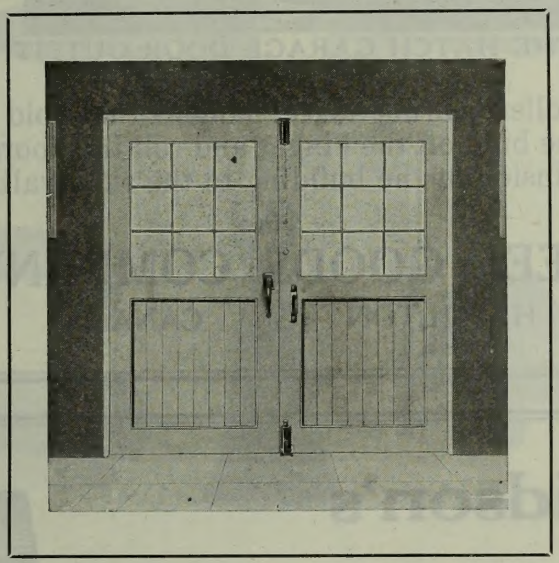
Reg. U. S. Pat. Off.

NATIONAL

# Garage Sets

Swinging door construction has many advantages for garage use. They are close fitting and weather proof. The cost is less than for hanger and rail outfits.

This set is provided with a loose-pin, reversible "T" hinge. This may be used as a full surface hinge, or the "T" part can be reversed and mortised in the jamb. If desired the hinge pin may be rivetted slightly after installing, preventing removal.



One set consists of the following, packed in a neat, strong carton, with screws:

3 pair 8-inch Reversible "T" Hinges.
1 only No. 820 Chain Bolt.
1 only No. 830 Foot Bolt.
1 only No. 5 Door Pull.
1 only No. 29 All-Steel Latch.

Set No. 801, same as above, except a No. 27 Latch instead of No. 29 All-Steel Latch.

The following finishes are carried regularly in stock—Japan, Dead Black Japan, Sherardized, Sherardized and Dead Black Japan.

Weight, per set, 12½ pounds.

## 800-801 Garage Sets

These neat, good-looking and serviceable garage sets are worth immediate attention. Automobile factories cannot keep pace with the remarkable growth of the sales. These sales mean new garages, and garages require suitable hardware. Are you prepared for the inevitable result of this cause and effect?

Are you ready to offer National Hardware to the purchaser that wants to buy **now?**

## National Manufacturing Company

STERLING, ILLINOIS

# ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

**OUTFIT INCLUDES**

- 3 Special Swivel Door Rollers
- 22 Feet of Track
- 3 Pairs Special Garage Door Hinges
- 3 Stay Rollers
- 2 Extra Heavy Door Handles
- 1 Safety Hasp
- 1 Hook and Eye



THE HATCH GARAGE DOOR OUTFIT

**Easy to Apply**

**Complete Directions Packed with Every Set**

**No Sagging or Slamming of Doors**

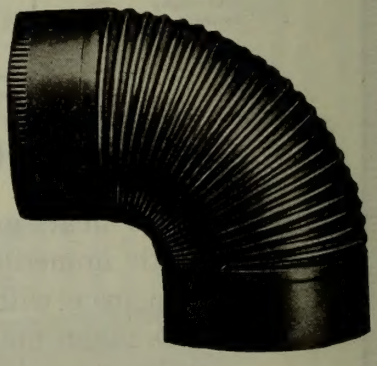
**Snow and Ice Cannot Interfere With its Working**

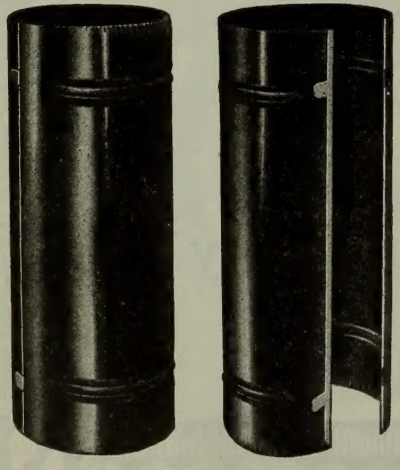
Is fitted with roller bearing swivel hangers that hold the doors in place. Take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

## CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA

# Davidson's "STERLING" PIPE and "EMPIRE" ELBOWS





## *SHOW YOUR CUSTOMERS THAT---*

Davidson's "Sterling" nestable stovepipe is made of the best quality Canada plate; the lock is so simple that a child could put it together. Put up in round cartons with steel ends.

Our "Empire" corrugated elbows are made out of the very finest quality blued steel, by expert mechanics.

These goods are now ready for immediate shipment.

## The Thos. Davidson Mfg. Co., Ltd.

**Toronto Montreal Winnipeg**

CANADA
FOUNDRIES & FORGINGS
LIMITED

# LEST YOU FORGET




# THE VARIED LINE

*PRODUCED AT*

## JAMES SMART PLANT

**Brockville, Canada**



Detroit

# TREE PRUNERS

## The Fall of the Leaf is Your Hint to Stock This Line—NOW

Anticipate the needs of your trade by displaying goods in advance of their particular season—Tree Pruners and Snips, for instance, will soon be needed. By having these goods in stock you can make ready sales and quick turnover. We illustrate herewith the Kansas Patent Pruner, 7 ft. Orchard King, 31½ inches over all, and Detroit 6 ft. to 16 ft. lengths, three well known and very dependable lines. We stock also for immediate shipment Snips in lengths 10 in., 12 in. and 14 in.

**Write us for prices and other details.**



Kansas Patent Pruner

Orchard King

## Taylor-Forbes Company, Limited

*The Largest Manufacturers of Hardware in Canada*

Head Office and Works

**Guelph, Ont.**

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.

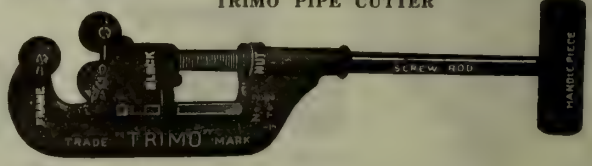
**55-71 Amory Street**
**Roxbury, Mass.**
**U.S.A.**



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



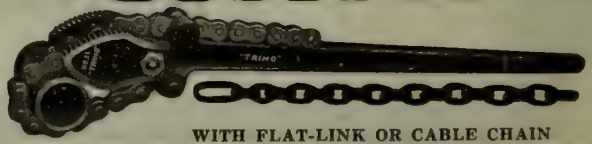
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Service

Railway
Fastenings

Wrought
Pipe

Pole Line
Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

# Tinsmith Tools




## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

## The Brown Boggs Co., Limited

**Hamilton, Canada**

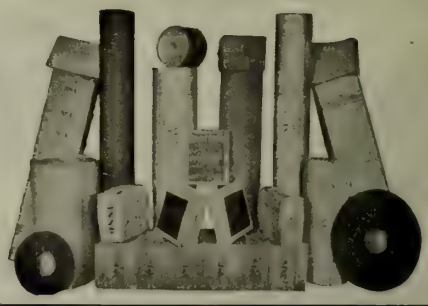
# UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

**Canadian Sales Representatives:**

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.

**Williamsport, Pennsylvania**

# WILT

## HIGH SPEED AND CARBON
## TWIST DRILLS
## REAMERS AND MILLING CUTTERS

## Quality First

**A High Standard** of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters.**

**QUALITY FIRST** is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

**WILT TWIST DRILL COMPANY**

OF CANADA, LTD. WALKERVILLE, ONT.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.

*"Where there's a WILT — there's the Way"*

# Increase Your Sales By Handling The Maple Leaf Line




## The Monarch, a Range of Unusual Value

With plain, handsome design, specially large warming closet, key plate top with broiler lift, tubular towel bar, heavy polished steel body with heavy asbestos lining. Latest improved fire box, with heavy duplex grates for coal or wood, also made with special wood fire box. Burns 27½ in. wood, 20 in. x 20 in. x 14 in. oven, made of heavy sheet steel, the top being made of double thick steel interlined with asbestos, oven thermometer for registering degrees of heat.

**Here is a range of unusual value and a popular seller. Write for catalogue and prices.**

Manufactured by

**THE BEACH FOUNDRY COMPANY, LIMITED**

OTTAWA :-: :-: :-: :-: CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.

# Increase Your Sales By Handling The Maple Leaf Line




## The Maple Leaf Invader

**A QUALITY STEEL RANGE AT A MODERATE PRICE**

With heavy polished steel body, heavily nickel-plated, reservoir and warming closet, standard constructed fire box fitted with duplex grates for coal or wood and flat drop grate for wood can also be supplied. Made also with a special wood fire box. 18 x 19½ x 12½ inch oven, equipped with thermometer, modern key plate top in three sections. Broiler lift, large pouch door. Closet equipped with drop door and combination ventilator and draft check. Range is equipped with sliding direct damper, giving perfect baking control.

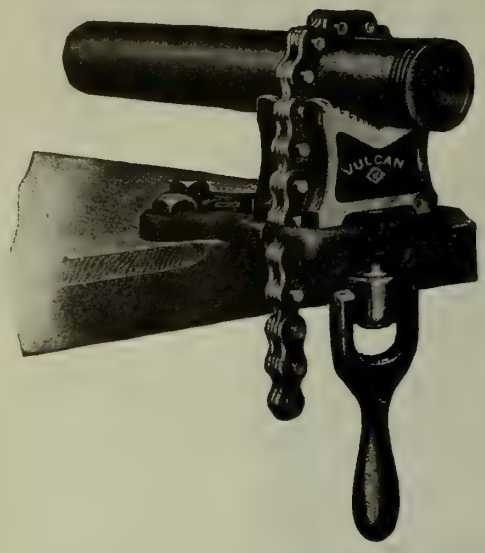
**A ready and quick seller. Write for catalogue and prices.**

Manufactured by

## THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

**Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.**




# Williams' "Vulcan" Chain Pipe Vise

THIS Vise is one of the most remarkable of our products. It is the result of many years of careful study and comparison of many pipe vises—their advantages and weaknesses.

Williams' "Vulcan" Chain Pipe Vise is the *only* pipe vise made wholly of wrought steel and is stronger, lighter and more compact than the old style, conventional cast tool it is rapidly superseding. It embodies all the desirable qualities of a really superior pipe vise for it is unbreakable and combines positive grip, powerful action and rapid adjustment with ease of attachment anywhere.

Three sizes—1/8 to 8-inch pipe. Descriptive booklet free.

## J. H. Williams & Co.

**"The Drop-Forging People"**

30 Richard St.
Brooklyn, N.Y.

30 S. Clinton St.
Chicago, Ill.

THE A. G. LOW CO., LTD., 30 PACIFIC AVE., SASKATOON, SASK.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia




Trade Mark Registered

# The Bull Dog Bite

The "W & B" Pipe Wrenches mind what you say.
Just tighten up on your pipe or rod and there's no shaking or pulling loose until you get around to where you want it. Then—quick release, and you're off.
Full range of sizes—6 to 14-inch, with wood handle grips; 18 to 48-inch, with steel handle grips.
Interchangeable parts. Milled teeth both jaws.
Full polish finish. Prompt shipment from stock.

**The Whitman & Barnes Manufacturing Co.**

Office and Factory: St. Catharines, Ont.
London Office: 139 Queen St., E.C.

# Established 65 Years Whitman & Barnes

## TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

# 40 Pounds More Field
# MORRISON
## Injectors



Experience has taught us much of the needs of a good injector—satisfactory service under greatly varying conditions; **forty pounds more field is a decided advantage.** Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horsepower, and are made in sizes from ⅜ inch to 2 inch.

Their established reputation helps your store and customers' opinions of your judgment.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

**The James Morrison Brass Mfg. Co. Limited**

**93-97 Adelaide St. West, Toronto, Ont.**

# "YANKEE" TOOLS
## PUSH DRILL No. 44
### *Saves Time at Every Turn*

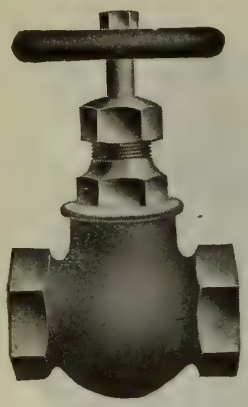
**Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.**

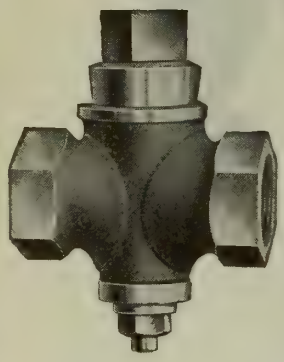



**A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.**

*Your Jobber Can Supply*

**NORTH BROS. MFG. CO.**
**PHILADELPHIA, PA.**





FIVE WORKS---OVER 3,000 EMPLOYEES

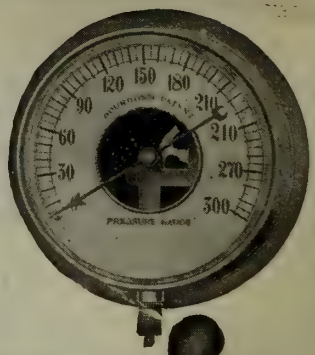
# UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

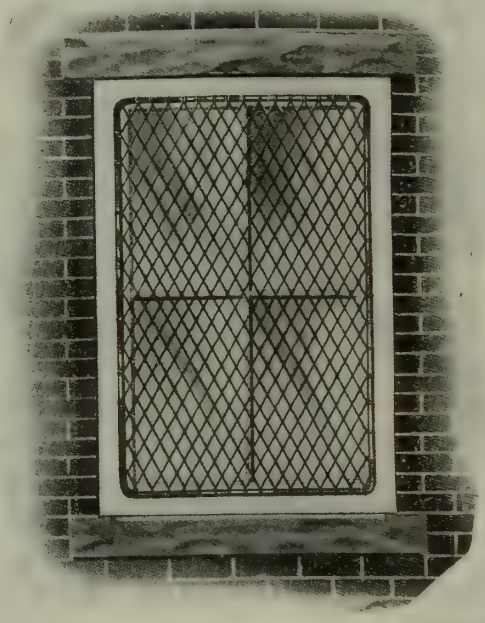
GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.






## "UBEL" POST-WAR SERVICE

**If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.**



# Wire Window Guards
# Wire Balcony Guards
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
## for tool-rooms and stock-rooms
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED

WIRE WORKS: St. Henry, MONTREAL

# "I used to use Gargoyle Mobiloils"

## A remark which dealers almost never hear

THE reason is not hard to find. Users of Gargoyle Mobiloils *always* come back for more.

Hardware dealers have found that their business grows fast when they stock the complete line of Gargoyle Mobiloils and keep their stock complete.

Read what four dealers have said from their own experience:

**Dealer No. 1**—"When we sell a Ford owner Gargoyle Mobiloil 'E' he always calls for it."

**Dealer No. 2**—"I have sold nothing but Gargoyle Mobiloils in my garage for three years. It is a comfortable feeling, when a transient comes in for oil and asks what you have and you tell him Gargoyle Mobiloils, that he invariably says: 'Fill her up. I know that oil is all right.'"

**Dealer No. 3**—"In overhauling cars I have found that in motors which have used Gargoyle Mobiloils the gears are in much better shape, there is less dirt and carbon in the cylinders and the whole motor is in better shape."

**Dealer No. 4**—"We have been selling to our trade and using Gargoyle Mobiloils exclusively for the past four years and have found it to be the best. We are now buying Gargoyle Mobiloils and Greases in carload lots."

ARE you building a secure trade for your store by selling Correct Lubrication?

The Chart of Recommendations and the complete line of Gargoyle Mobiloils are all that you need to get and hold this profitable trade.

GARGOYLE

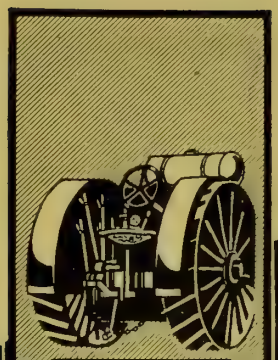
# Mobiloils

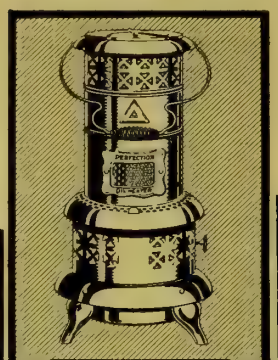
# IMPERIAL OIL LIMITED

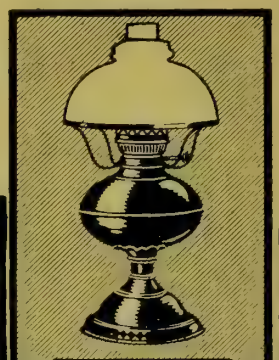
Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

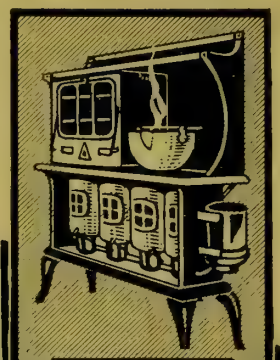
Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES




# BETTER THAN OTHER OILS ~YET SELLS FOR LESS

THERE'S no better, stronger selling combination in an oil than this! **Better quality—lowest retail price.** What more could the consumer want or ask for? Certainly every customer who buys coal oil for heat, light or power wants the best—and at least cost.

Imperial Royalite Coal Oil combines both features. It meets every test that can be applied to oil. It costs the consumer less per gallon. It is pure, high-grade coal oil, highly refined, exactly right for the oil heater, cookstove, lamp and for the farm tractor or stationary engine.

You pay less for Royalite than for other brands. Your profits are greater, because you will sell more individual gallons of Royalite than the higher-priced oils.

When you consider that Royalite surpasses any coal oil marketed in Canada, and would be cheap if sold at the higher price, you get an idea of its great selling qualities.

Imperial Royalite Coal Oil is always available. You can get it any time on short notice. It is advertised throughout Canada. It is the product of Canada's largest, best-known oil company, whose name stands for everything that is best in producing, refining and marketing.

Royalite is worthy of your constant recommendation.

# IMPERIAL ROYALITE COAL OIL




**IMPERIAL OIL LIMITED**

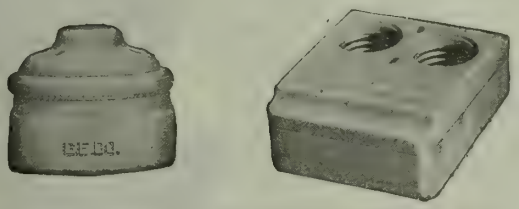
**Power - Heat - Light - Lubrication**

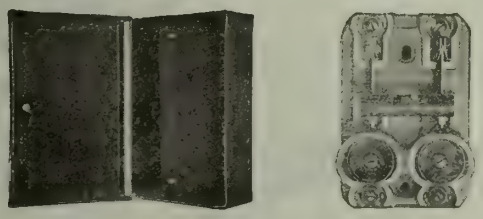
**Branches in all Cities**

# C. G. E.
# Wiring Devices

*"Made in Canada"*











## Quality

Quality is defined in the dictionary as, "that which makes a thing what it is."

That — quality — which has made C. G. E. Wiring Devices what they are — is perfection.

Moreover, the quality is consistent to-day — to-morrow — or next year.

Let quality be your standard and specify C. G. E. Wiring Devices.

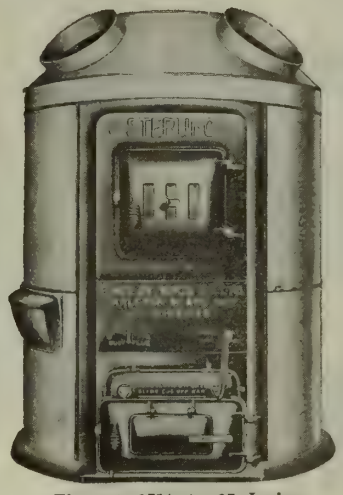
Our nearest Sales Branch will be pleased to give full particulars.

## Canadian General Electric Co., Limited

**Head Office - Toronto**

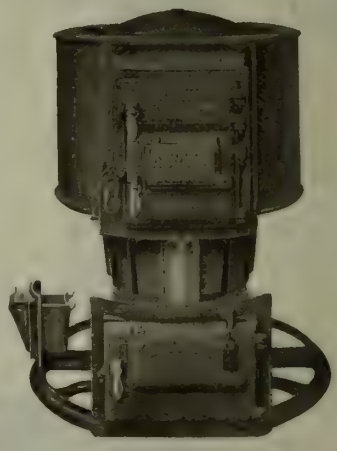
**Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.**

# A Furnace For Every Need and When You Need It.



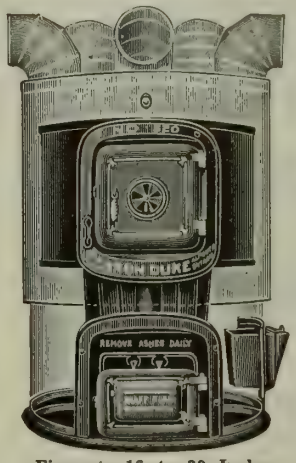
Fire-pots 17½ to 27 Inches

**"The STERLING"**—For the unusual heating proposition that requires a furnace with a large amount of heating surface and one that will deliver large volumes of fresh warm air, the Sterling has no equal. In fact, the Sterling is so unlike other heaters in the results produced that there is no logical basis on which others can compete with it. "It is a fuel saver; nothing better in the field"—writes a customer. You don't have to make promises with the Sterling, but make substantial claims.



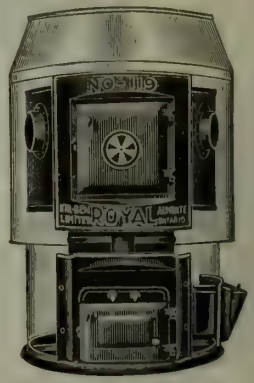
Fire-pots 17 to 29 Inches

**"The KIR-BEN"**—Needs no introduction to most of the trade. It is now a tried and tested product and is known to be a strictly high-grade heater. Dealers in every section of the country are developing a big business with the Kir-Ben. It is easy to sell because one sale invariably leads to another. Satisfied users are your best sale promoters.




Fire-pots 16 to 20 Inches

**"The IRON DUKE"**—A furnace of low construction particularly adapted to houses with low cellars, but equally as effective when installed in houses with high cellars. By installing a furnace of this construction the proper pitch to the hot air pipes may be obtained. The Iron Duke is a medium-priced furnace with all the best features of the better grade of heaters.




Fire-pots 16 to 20 Inches

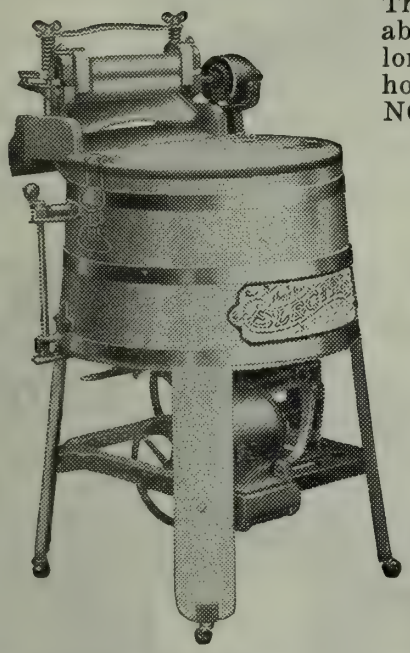
**"The ROYAL"**—After all arguments have failed to talk quality and price, don't "give up." We build this furnace especially to meet competition. And in spite of its low price, it is a far better furnace than most furnaces which sell for more money.

**Write for Booklets and Prices**

MANUFACTURED BY

## FINDLAY BROS. CO., Limited, Carleton Place, Ont.

# Here's a Dependable Electric Washer That Sells at a Popular Price



There is a big, responsive market in Canada to-day for a dependable electric washer that sells at a nominal price. It will not be long before an electric washer will be found in every enterprising home. As yet the demand has only got nicely started. RIGHT NOW is the time for dealers to get in.

## The "AJAX" ELECTRIC WASHER

is an easy washer to sell because it is both highly efficient and moderately priced. **It is the best washer in its class on the market to-day.** It is strongly built in every part, so that it will stand up for years under the heaviest kind of work. Once it is installed there are no complaints or "come-backs" from customers. In fact, every "AJAX" Washer is fully guaranteed by us, so that you take no risk in selling it. And we help you get customers by supplying you with attractive advertising literature.

*Let us send you complete information about the "AJAX," and the handsome profit you can make in your own territory selling it.*

## McDonald & Willson, Limited

**347 Yonge Street** TORONTO

---




## "TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

***Its long life proves its efficiency.***

**Tallman Brass & Metal Limited**

**HAMILTON, ONT.**

---

## *BE PREPARED for*



**FLY SEASON** *with a good stock of Stover*

**Screen Door Hinges**

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as:
Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

## Stover Mfg. & Eng. Co.

**709 East St.**

**FREEPORT, ILL.**

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.

Send undersigned information regarding your .....

Name .....

Business .....

Address .....

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg




**4 Good Reasons --READ 'EM!**

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

**North American Hardware Supply Limited**

222 Notre Dame Street West

MONTREAL - - CANADA

*Eastern Canada Representatives for--*

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

**VOL-PEEK**

**15 Cents**




**60% Profit in this Line**

**Vol-Peek** makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

**Vol-Peek** appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

**PINK'S LUMBERING TOOLS**

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

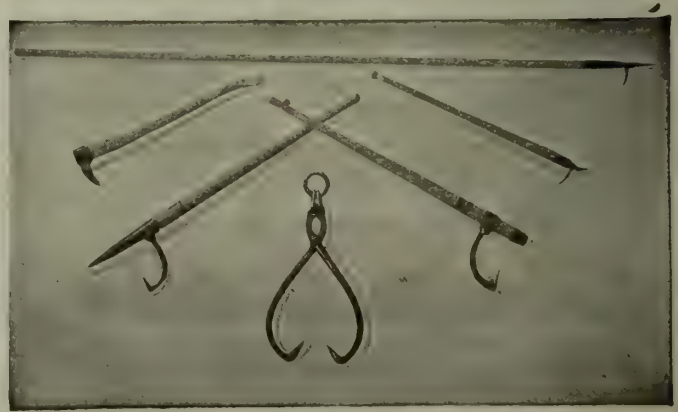
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

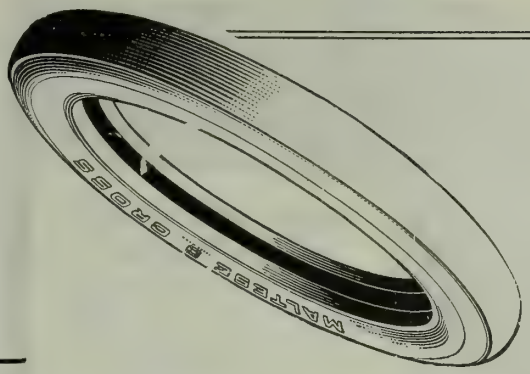
**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario



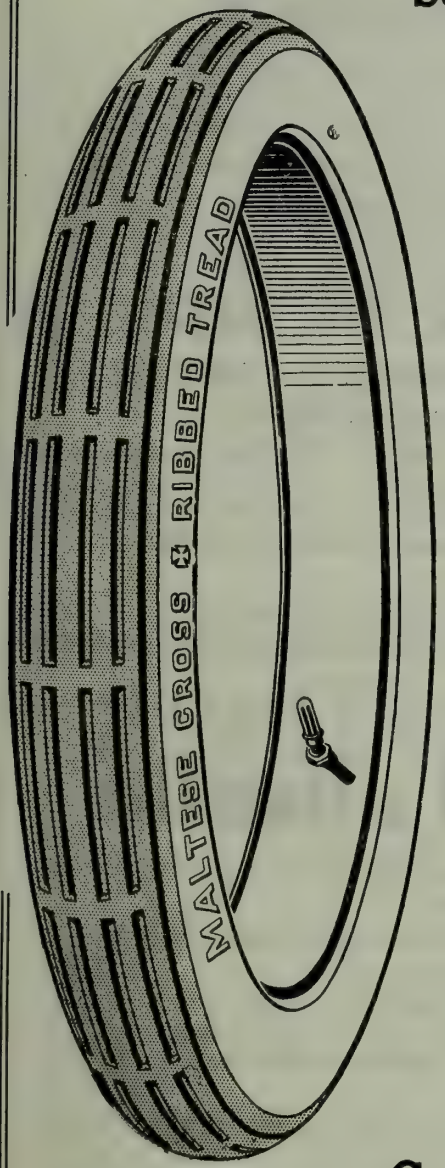



# Satisfaction—
# The Road to Success

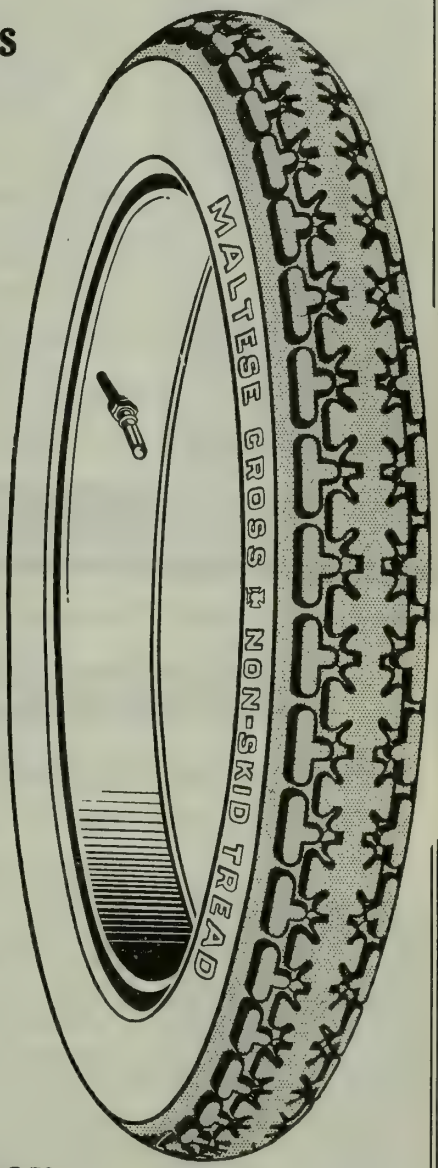
The only positive road to success is by selling tires that will entirely satisfy your customers.

# MALTESE CROSS TIRES




are delighting thousands of exacting motorists daily. Don't gamble with your customers by taking chances on inferior makes of tires. Sell "The Tires That Give Satisfaction" and you are assured of the repeat business that follows when customers are satisfied.

Display Maltese Cross Tires in your window regularly. They make an attractive appearance, and it helps sales.




## Gutta Percha & Rubber Limited

**Head Offices and Factory, Toronto**

**Branches: Halifax, Montreal, Ottawa Toronto, Fort William, Winnipeg Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria**

# KEYSTONE



## HOUSEHOLD BRUSHES

"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

*For prices etc., write*

**Stevens-Hepner Co.**
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**STEVENS-HEPNER CO., *Limited***
– PORT ELGIN, ONTARIO –

METALS · CHEMICALS · GLASS
B&SH Established 1790

# Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

## B.&S.H.THOMPSON
### & COMPANY LIMITED
### MONTREAL

Branches Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

# Satinette

## Furniture Polish · Dust-proof Automobile Finish



*Furniture Polish*

This remarkably popular polish is astonishing customers everywhere because it leaves a surface to which no dust adheres. This accounts for its popularity with automobile owners. It finishes with a hard, dry lustre enhancing the beauty of wood and accentuating the richness of the grain.

**SATINETTE WALL PAPER and KALSOMINE CLEANER**

This useful preparation cleans wall paper, plaster, kalsomine or window shades, leaving a pleasing, satiny finish.

Satinette is supplied in a patented airtight container that insures keeping the contents ready for efficient work. It never dries up or goes musty.

Satinette moves quickly at good profit.

**SATINETTE PRODUCTS MANUFACTURING CO.**
TORONTO, CANADA

QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

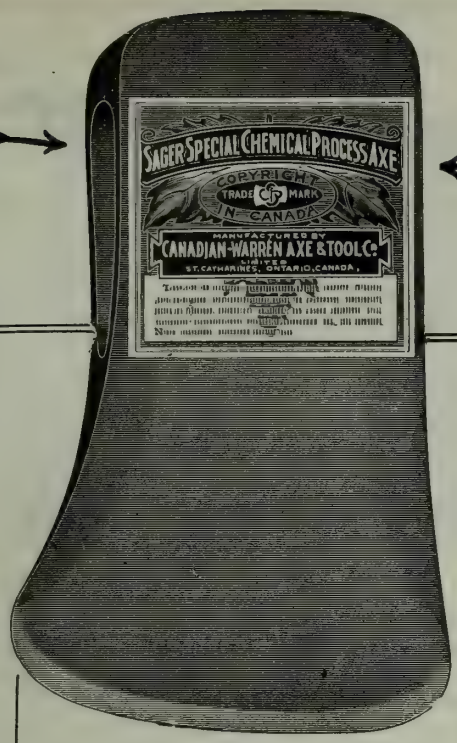
**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**
ST. THOMAS . - ONTARIO




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



**Soo Line Logging Tools**

# Files with a Reputation that promotes Sales

## It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

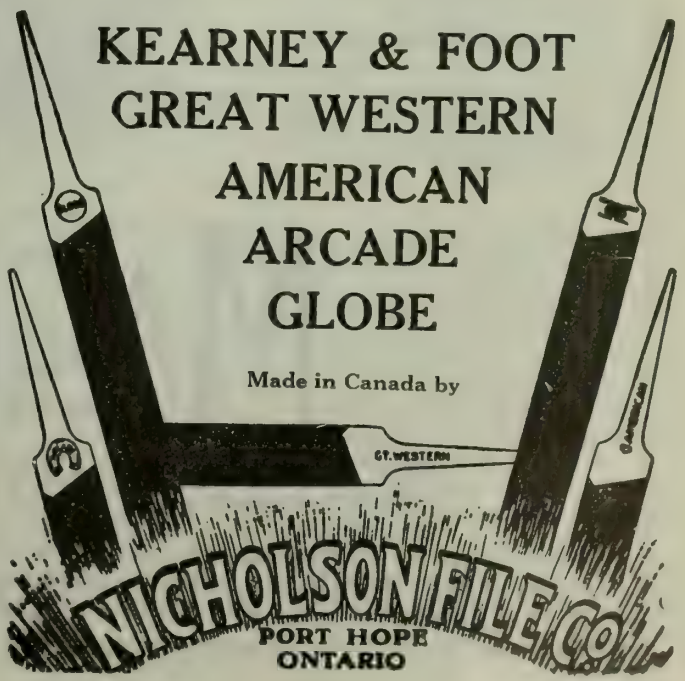
Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by



# Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here told by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

*The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:*

### X "Those Pesky Farmers Out West"

*By Hopkins Moorhouse, Author of "Deep Furrows"*

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

### X "Fifty Years in the West"

*By Professor W. T. Allison*

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

### "Further Discoveries of New Land"

*By Vilhjalmur Stefansson*

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

### X "The Banshee Bell"

*By Edith G. Bayne*

A bright love story laid in the mountains of British Columbia.

## *Other Splendid Features of October MacLean's*

### X "The Turmoil at Ottawa"

*By J. K. Munro*

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the politicial opportunists. It plucks many tail feathers from our party leaders.

### "Spanish Doubloons"

*By Camilla Kenyon*

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

### "The Airy Prince"

*By Arthur Beverley Baxter*

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

### "His Majesty's Well-Beloved"

*By Baroness Orczy*

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

### "Ebb and Flow"

*By C. W. Stephens*

A strong business story laid in the province of Quebec.

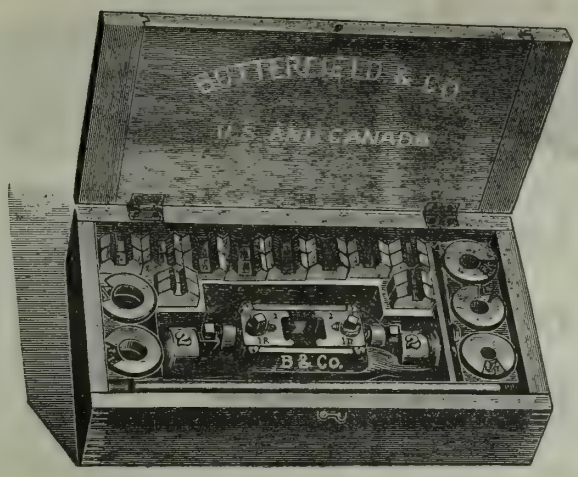
*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

## *OCTOBER ISSUE* *Now On Sale At All News Dealers* *20c*

**If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.**




**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises.**

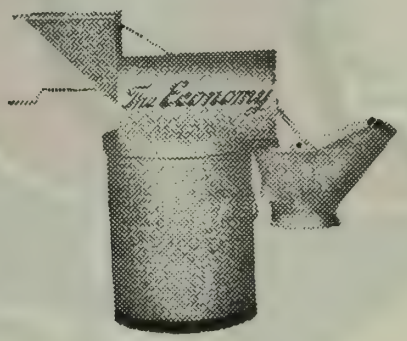
We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

## Rapid Tool & Machine Co. Ltd.

**Lachine, Que.** **Branch: Iberville, Que.**

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

## Geo. W. Reed & Co., Limited

**37 St. Antoine Street, Montreal**

*FISHING TACKLE*

TRADE MARK
"MORRISCA"

## This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

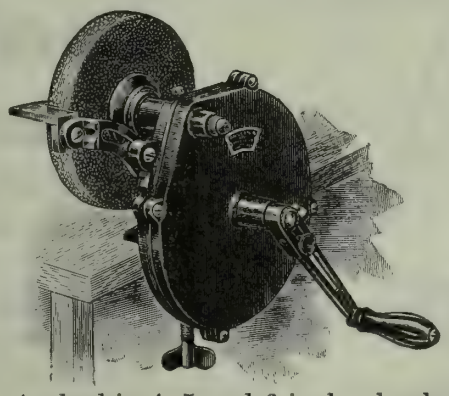
*Our new General Catalogue is now in preparation. May we put your name on our register?*

## Morris, Carswell & Co., Ltd.

*Craftsmen in Silkworm Gut*

**118 Howard Street, Glasgow**
**Scotland** :: (Wholesale only)

*And at Murcia, Spain* *Established 1855*



# GRINDERS

**The Mehasco Line**—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

MEHASCO

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

## MERCHANTS HARDWARE SPECIALTIES LIMITED

**CALGARY**







# Get Your Share of this Year's Bigger Business

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Game is plentiful.

Thousands of returned soldiers, accustomed to firearms, will take up recreative shooting.

Trap shooting will be revived in full force.

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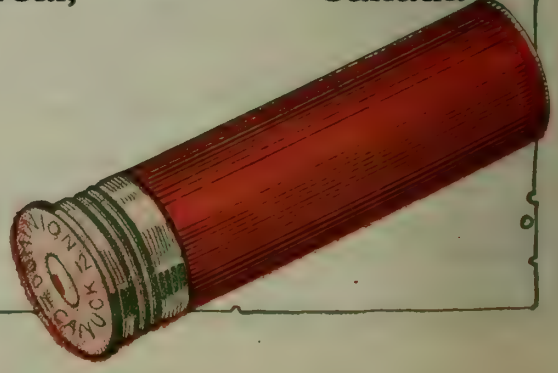
# Dominion Ammunition

will be demanded by the sportsmen of Canada, who have proved its dependability.

Stock up to-day on the big "D" lines —this ammunition that will guarantee you your share of the 1919 business in sporting.

## Dominion Cartridge Co., Limited

**Montreal, Canada**



*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, SEPTEMBER 27, 1919 No. 39

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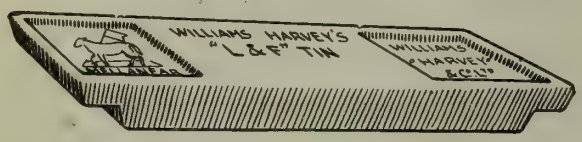
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# INGOT TIN




the best grade of "Lamb & Flag" tin on the market, analyzing 99.60 to 99.75% pure.

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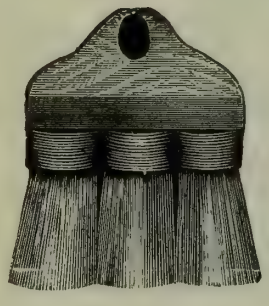
# LYSAGHT'S "SOUTHERN CROSS" STEEL SHEETS

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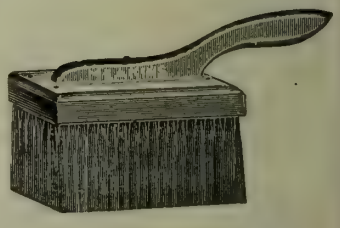
# MEAKINS BRUSHES

## A Brush to Suit Any Customer



and each the best of its kind. Meakins Brushes are made with extraordinary care, of perfect material by skilled Canadian labor.

You can confidently back Meakins Quality, and the customer's satisfaction is reflected in your repeat sales. It's a profitable line to sell.



**Meakins & Sons, Limited, Hamilton, Ont.**

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, SEPTEMBER 27, 1919 No. 39

# How Long Will the Strike Last?

## Views of Men in the Trade as to Effects on Canada—Is Bolshevism Behind the Walk-out?—The Points Demanded by the Men Who Are Out

"HOW long is the steel strike likely to last and what will be the effects on business in Canada?" This is the paramount question in the trade to-day and it is apparent everywhere one goes that hardware merchants and men in the iron and steel trade have it uppermost in their minds.

The first effect of the big walkout has been to stiffen the market and a distinctly upward tendency is expected. Already there has been a rush for sheets and bars that has left many of the jobbers with stocks badly broken up. To replace these, if replacement is possible, they expect to have to pay more money, and this increase will have to be met by the subsequent buyers.

### How They View It

"It is going to be a serious matter if the strike continues for any length of time," said T. B. Williamson, of H. S. Howland Sons & Co., Ltd., Toronto, to HARDWARE AND METAL. "Shipments that are badly needed will be held up and stocks will be depleted without any chance of replacing them. It is impossible to tell anything about how long the tie-up will continue. A great many of the employees of the Steel Corporation are stockholders in the firm and will not go out. The corporation may be able to keep enough men at work to take care of a fair amount of business. If this is the case it will help matters considerably. If the railwaymen and others are called out there is no telling what will happen."

### Rush For Sheets

"The first effects of the strike were to cause a rush of business," said Geo. T. Pepall, manager of M. & L. Samuel Benjamin Co., Toronto. "Some dealers discovered that they were out of certain sizes and at once got busy trying to fill up their stock. The ones who came early got the goods, the others will have to wait, as stocks are nowhere heavy. Business has been excellent and unless it is checked by the strike I think we were entering the greatest period of prosperity Canada has ever known."

### May Help Canada

"The strike may help Canada in the long run," said another man in the trade. "Canadian steel men will perhaps have a real chance to show what they can do. I would not be surprised to see the Steel Corporation proceed more rapidly now with its big new plant at Ojibway. Work has been going along on it steadily for some time and the strike may mean that it will be accelerated."

### Sees Higher Prices

T. P. Howard, president of the Phoenix Bridge and Iron Works, and president of the Canadian Manufacturers' Association, believes that the tendency of prices on steel, particularly structural steel, of which his company uses large quantities, will be upward, and the extent of these advances will depend upon the duration and seriousness of the strike. Mr. Howard stated that, at the present time, it was quite impossible to forecast the probable trend of events.

Asked as to the probable length of time supplies available in Canada would last, should it be impossible to secure uninterrupted deliveries from the American mills, Mr. Howard was of the opinion that these would not last long. Raw material has been pretty well absorbed as received from the big producers across the line.

At the present time, conditions in Canada are fairly satisfactory, Mr. Howard said.

### Plenty of Work

T. H. Diplock, of the Steel Company of Canada, Ltd., is of the opinion that the steel workers will not be encouraged to leave their work in Canada in view of the fact that there is plenty of work available here. The Government action in the States, he hopes, may be of value at this time, and it may succeed in bringing about amicable settlement.

As far as supplies of material go, Mr. Diplock stated that these were fair. Finished products have been moving well, nails have been a big seller and the outlook at this time is quite satisfactory. Much depends, of course, on whether the Government enquiry and action will bring about an early settlement.

### Is Optimistic

W. Beverley Robinson, president B. & S. H. Thompson and Co., Ltd., representing large United States Steel interests in Canada, is hopeful that various lines of steel handled by them, and which form the basis of quite a number of steel products sold through the Canadian hardware trade, will still be available, even though the strike continues for some time. Mr. Robinson pointed out that workmen in some of the mills had not gone out and that unless these mills found it difficult to procure certain raw materials they required from other producers, there would not be any real difficulties at present. Such lines as plates, sheets and some sheet material used in the manufacture of stoves would continue to be available for the time being, at least.

Mr. Robinson is of the opinion that there is not a great deal of material on hand in excess of immediate requirements. Mills are behind on production. The steel men are, of course, hoping for a favorable outcome.

Continued on page 55

### *WHAT THE MEN DEMAND*

*The twelve demands of the steel workers are:*

*Right of collective bargaining.*

*Reinstatement of men discharged for union activities.*

*An eight-hour day.*

*One day's rest in seven.*

*Abolition of the 24-hour shift.*

*Increase in wages sufficient to guarantee American standard of living.*

*Standard scales of wages in all trades and classifications of workers.*

*Double rate of pay for all overtime, holiday and Sunday work.*

*Check-off system of collecting unions dues and assessments.*

*Principles of seniority to apply in maintenance, reduction and increase of working forces.*

*Abolition of company unions.*

*Abolition of physical examination of applicants for employment.*

# Get After Electrical Trade

## Splendid Opportunities in the Fall For Sale of Labor-Saving Appliances — Don't Forget the Presents For Brides—Big Sales of Electric Heaters Are Being Made

THE fall season offers splendid opportunities for business in electrical goods. Electrical utilities such as vacuum cleaners, chafing dishes, percolators, irons, toasters and similar lines make ideal presents for the numerous brides who are starting housekeeping this fall. Besides the Canadian girls who are getting married this fall there are many thousands of soldiers' brides, who are just getting settled in new homes and every one of them is a prospect for the hardware merchant who has electric irons, heaters, and other electrical goods to offer.

Don't wait for these people to come in and ask about the goods. You will sell many times as much merchandise if you let the people know that you have the stock and that they can get it at your store.

### Boosting Business

Take the question of heaters, for instance. There have been some chilly nights recently, and right after the first of them a dealer in a Western Ontario city put in a whole window full of electric heaters. In figures eighteen inches high in red paint, he put "10" on his window and show cards in the window, directed the attention of prospective buyers to the price, to the heaters, to the cool evenings, and to the comfort a heater would bring to any home.

He backed his window display by the following advertisement:

**NOT MANY PEOPLE HAVE MONEY TO BURN NOWADAYS**

and that's exactly what you are doing—BURNING MONEY—when you start a coal fire this early in the season (with coal at $13 a ton and likely to go higher).

**GET A —— ELECTRIC HEATER AND SAVE YOUR COAL FOR THE WINTER**

You will be surprised how quickly one of these little ELECTRIC HEATERS will chase the chills from the room. And they are so handy, too. Can be used in any room in the house that's wired.

**AND THE COST OF OPERATION IS ONLY ONE CENT PER HOUR OR**

**About One-Quarter the Cost of a Coal Fire**

Our —— No. 5 is a dandy heater for this kind of weather and the price is only $10.00.

**LET US SEND YOU ONE TO-DAY**

### Got the Results

Did he get results? He surely did, and is still getting them. He not only sold heaters to a number of people in the city, but to people in outside points, and besides selling the heaters he says that two washing machine sales are to be traced to his advertising, as out-of-town people, who came in for heaters, ordered washers. One of the buyers came from a town thirty miles away.




*Here's a simple little ad. that should bring big results. Its seasonable and convincing.*

With such a tremendous building boom as there is at present there is a splendid chance for the hardware merchant to sell fixtures and lights, as well as the specialties and many merchants are doing this and making some excellent profits.

### Get After Electrical Trade

What the public wants now more than ever before is equipment that will save time, save labor and save money. The answer is found in things electrical and this is the real reason why phenomenal sales of electrical devices of all kinds are being made and why any number of hardware merchants will tell you that handling electrical specialties, supplies and fixtures is not only a profitable business, but comparatively easily handled. A great many of the lines now being offered are so widely advertised, so attractively made and so obviously efficient in operation that they are more than half sold.

### Knows About Them

In nine cases out of ten the prospective buyer knows all about, or at least a good deal about what the goods he wants will do before he or she comes into the store. More women in Canada to-day know that washing machines will help take the drudgery out of washing than ever before. They know because they have read about washers and because they have seen them working, and because they have heard their friends sing the praises of machines they purchased. The washing machine has made good and that is why the manufacturers of washers are finding it very difficult to make enough machines to fill their orders.

This is merely an example of what is happening generally in the electrical field. More vacuum cleaners have been sold so far this year than ever before, and, it is stated, that 1919 will be the record year generally for sales of all kinds of electrical goods. This is because the people know that electricity is quick, it is dependable, it is economical and it is efficient. There is another reason also: The people have the money to buy, and they are going to buy anything that does the things they want done easier and better than they were done by the old methods.




*Here is a simple direct appeal that will be read with real interest by home-makers all over the country. Note the wording, just as if the salesman was talking to the customer, and the prominence given the price.*

# Seasonable Window Suggestions




*It would be hard to find a combination window display that carries more that is of interest to mere man than the displays shown above. Many hardware merchants work on the principle that it is not good policy to mix displays. The two shown above are not mixed. Each is complete in itself. Don't forget price cards when arranging displays of this kind.*



*"Do It Electrically" is a slogan that has taken hold of public fancy and is resulting in enormous sales of electrical utilities of all kinds. With thousands of new homes being erected this fall and thousands of people getting back to housekeeping, there will be a big call for electrical equipment. A window display such as is shown above carries a broad appeal to homemakers.*

# Some Dainty Show Cards

## Many Firms Use the Small Neatly-Lettered Show Cards for Both Store and Window Displays—They May Be Easily Kept Seasonable and Changed Quickly.

By R. T. D. EDWARDS

THE show card writer, whether he is a window trimmer or not, can do a great deal in encouraging the trimming of better merchandise displays by making show cards of such a dainty nature as to compel the trimmer to make better displays in order to be in keeping with the cards. In fact, better card writing in the interior, as well as the windows, encourages the better displaying of the merchandise on the counters.

It works vice versa also. If the cards are inclined to be poorly made the window trimmer can make his displays show up the poor show card so that it is absolutely necessary for better show cards to be made.

### Use Small Cards

The modern method of display demands small cards. Hardware can be displayed in a very neat and attractive manner in windows with small suitably worded cards such as are illustrated. The small cards may be used in a prominent position in the display so that they may be easily read by the customer.

When you look at it in a commonsense way it stands to reason that the small card is better than a larger one. The smaller card takes up less room in the display, therefore, you have more room to show the merchandise.

### Is Easily Read

The smaller card, when lettered neatly, can be as easily read when close up as the large card. Clerks never shout at the customer, so why should a heavily printed large card be used in a good display?

The small show card was first introduced by the department stores on this continent, and have become quite the rule. In fact, large cards for good displays are uncommon and are often looked upon as more or less cheap.

*SEASONABLE SHOW CARDS*

*Are You Going Hunting This Fall? We Have Everything You Will Need. Come In and Let us Supply You From Our Big Stock.*

*One of These Electric Heaters Will Chase the Chills and Keep You Comfortable These Cool Evenings.*

*Let us Show You How Our Washing Machines Will Save Half Your Time and All the Hard, Heavy Work.*

*Now is the Time to Finish Up Your Painting. We Carry a Complete Stock, and Will be Glad to Give You Expert Advice.*

*One of These Stoves Will Give You Years of Real Service and All-round Satisfaction. Come In and Let Us Tell You About Them.*

*For a Real Bargain in Enamelware You Can't Beat This.*

*Our Stock of Auto Accessories is Complete and Our Experience is at Your Service.*

*Your Wife Would Enjoy Using One of These Electric Irons.*

*Our New Steel Ranges Are Beauties. Let us Demonstrate How They Will Save You Money.*

*Seeing is Believing. Can You Beat This Aluminum Ware For Price or Quality?*

The large stores select a rather small card with a design suitable for the season of the year it is to be used, and carry that card all through their windows. Then when a change to another variety is made, it is all done in a day. Uniformity is the idea and so it can be done in either hardware, grocery, dry goods or men's wear stores just the same. The small card has a great advantage over the larger one because it can be carried out in the windows and interior of the store very quickly on account of so few cards being required.

### Are Very Attractive

The examples of small cards illustrated on this page are exceptionally good ones. They are very attractive in design and the colorings are of fall hues.

Both designs are of a conventional order and are illustrative of Fall flowers. The shades used are red, orange, light brown, blue and white, all in opaque colors. These are only a few of the combinations that may be used to produce effective results.

The colors may be changed around so that you get a variety of effects, but still have the same design.

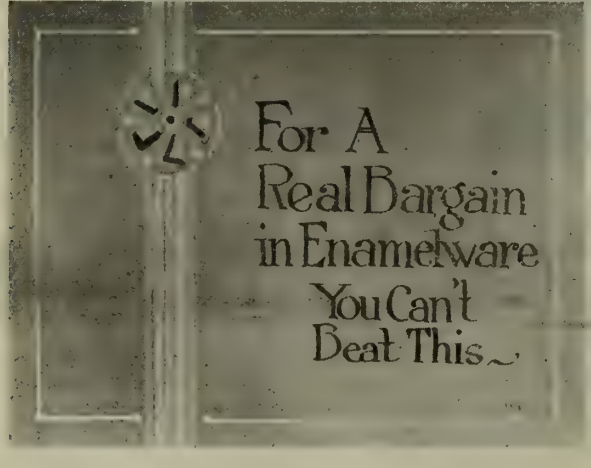
If many cards of one design are desired, make an outline drawing in pencil on a piece of tough paper first. This may be used with the aid of tracing paper to draw as many as desired very quickly.

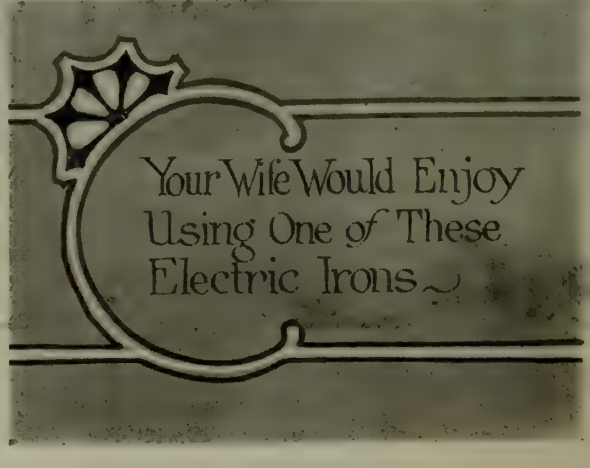
The placing of the opaque colors is a simple matter after the layout is marked out.

Try these designs for your Fall store and show cards.

---

The ratepayers of New Westminster, B.C., carried a by-law bonusing the Canada Western Cordage Co. The firm is capitalized at $300,000, and work will be commenced very shortly on a new plant to cost $80,000.



# Hot Shot for the Advertising Slacker

## An Important Summary of the Situation as It Exists in Many Places To-day With Suggestions as to What Can be Done to Overcome the Troubles Many Merchants Bring on Themselves

AS a representative of the MacLean Publishing Company the writer has just completed a tour of Western Canada, which has taken him to upwards of 100 towns in Manitoba, Saskatchewan and Alberta. He has called on most of the business houses in these towns, and in every case the publisher of the local newspaper. The question of advertising has been discussed with both merchants and publishers from every angle. A critical survey has been made of the display announcements in the various weekly publications.

The outcome of this investigation is the firm conviction that either through negligence or absolute ignorance of modern advertising methods, the merchants of Western Canada are ignoring one of the most powerful weapons they have for combatting the mail-order business.

> "The merchant in the small town is competing against the best brains in the advertising world, employed in getting out great catalogues that are a delight to the eye, with their attractive cover design, their wealth of illustrations, and the cleverly worded and set up announcements that appear on every page. Every page is like a circus bill, to excite the imagination and stimulate a buying impulse that is irresist ible.
>
> "Does the advertising of the home merchant stimulate the imagination? Well not that you could notice, in the average case."

It is almost pitiable to pick up many of the country weeklies and find throughout the stereotyped forms of advertising that have been doing service since the day of the Pharoahs, when they were first chiseled in stone. No punch, no originality, no cuts, nothing spectacular, attractive or compelling. It was in these towns that the merchants said they had little faith in advertising in the home paper, and it was in these towns that they wailed over the disloyalty of the citizens in sending their orders to the mail order houses. With one accord they announced that it was useless to put on a bargain sale in that town.

### Editor's Outlook Limited

Incidentally, the publisher of the newspaper was almost as sound asleep as the merchants. Week after week he allow-




*Thousands of men are already busy with their plans for their annual fall hunting trip. These men will be keenly interested in a display like this and it will bring them into your store for the supplies they need. In the above display note the knives, lanterns, flash-lights and other things useful in a camp as well as the rifles and ammunition.*

ed their advertising to run without change. If they were not enough interested to boost their own business, he should worry. Week after week he accepted their copy wihtout remonstrating with them on the futility of putting in such announcements, or endeavoring—if indeed they knew how, to educate them to more modern methods. Many publishers appear unable to grasp the fact that a merchant who receives returns from his advertising invariably increases his space, becomes an enthusiastic booster for the paper and a permanent fixture in its columns.

> "It is the comment of newspaper publishers in most small towns, that if city stores were to use the advertising methods of the country they would go under in quick order."

The merchants in a town of this kind are competing against the best brains of the advertising world employed in getting out great catalogues that are a delight to the eye with their attractive cover design, their wealth of illustrations, and the cleverly worded and set-up announcements that appear on every page. Every sheet is like a circus bill, to excite the imagination, and stimulate a buying impulse that is irresistible. Does the advertisement of the home merchant excite the imagination? Well, not what you could notice in the average case. Take for instance the big display announcement of a men's wear shop in a Western town. It appears on the front page of the local weekly, and reads like this:

Men's Furnishings
Men's Footwear

Men's Hats and Caps
Men's Clothing

The firm's name

At your service at all hours.

This advertisement had been running for four successive issues. It was practically so much waste space, practically money thrown away. Everybody in the surrounding town and country knew that this store carried these articles. The announcement was run during the month of June when the store was full of seasonable summer goods, but never a suggestion or hint was given of cool garments, of new stock, or of values that made purchasing worth while.

Above this advertisement in the premier position in the paper, top of column, left hand side of front page, was another inserted by the leading firm in town. It bore the caption in heavy type: "Our Ladies' Footwear," followed by the words in 18 point light-face type: "in white canvas or leather will be found comfortable and classy." There followed a straight announcement of various kinds of shoes with their prices. No cut was used in either ad.

**City Stores Would Perish Under Similar Treatment**

One could go on indefinitely. These are typical of announcements that appear in most country weeklies. Scarcely ever is there anything that will make a farmer's wife jump into her car and come into town, even as city housewives flock down to the big stores every day to be present when some article is to be cleared out at a stipulated hour. As a matter of fact the advertising value of an occasional flyer in genuine bargains is very much overlooked in the country, where special offerings of this kind would undoubtedly lead to large sales of general stock. IT IS THE COMMENT OF NEWSPAPER PUBLISHERS IN MOST SMALL TOWNS THAT IF CITY STORES WERE TO USE THE ADVERTISING METHODS OF THE COUNTRY THEY WOULD GO UNDER IN VERY QUICK ORDER.

In the town of Cabri, Saskatchewan, situated on the Empress branch of the C.P.R., two instances are afforded of effective advertising, in which the Clarion, published by Ross & Penny, was used as the medium. In the case of one of these concerns a special sale was put on by a professional sales company, the other is the story of how one merchant has tripled his business in three years by snappy advertising methods.

**$3,000 the First Day's Sale**

In the case of the special selling out sale a page announcement was used in the regular Thursday edition, but it was the most "spectacular" advertising page ever used in Cabri. It was patterned after the page ads used almost daily in big city journals, and a copy of it is reproduced on this page. Its most striking feature was the ten-inch cut of a vigorous man, who with clenched fist, appeared in the act of driving home his arguments. Enclosed in a heavy bordered box to the right was the personal statement of the proprietor setting forth his reasons for selling out, and there was the usual announcement of store closing for two days to arrange and mark stock, also the familiar advertisement, "Salespeople Wanted." The advertisement opened with the convincing statement that "This sale will, without doubt, create the greatest selling activity ever seen in this section. Without a question the finest and most complete stock of merchandise in this part of Saskatchewan, and the people here have never seen such bona-fide reductions on everything to wear, eat and use as will be given here when the sale opens."

In the body of the ad. there appeared seven little boxes across the page, reading as follows:

Every trade report brings notice of higher prices of wool and cotton goods, Think!

Nearly every letter we open tells about the advance in prices. Save while you can.

Our advice is to stock up now for next winter's needs. We'll help you save.

Shoe leather is scarce and going up




This hardware firm is successfully meeting the competition of a hydro shop, and other stores handling electrical goods by aggressive business methods and advertising. Its sales in electrical goods are showing a steady increase. Note the prominence given to prices. The original ad. measured 8½ x 11 inches.

rapidly. Take advantages of these prices.

Women who are handy with the needle should be on hand early.

The high cost of living gets a jolt during this sale. Here are many useful things for the home all at bargain prices.

The lower half of the page contained a tabulated list of goods offered for sale with their regular price and their sale price.

The sale opened on Saturday, June 2, with a rush, and A TOTAL OF $3,000 WAS TAKEN IN THE FIRST DAY. It was necessary to close the store for another couple of days in preparation for the further selling effort that resulted in closing out the entire stock.

### Advertising Draws Trade

Now while it would not be feasible for a country store to adopt tactics of this kind as a permanent thing, the lesson to be drawn from this experience is that the proper kind of advertising draws trade in the country as well as in the city. Had any person told that Cabri merchant that he could sell $3,000 worth of goods in a day by advertising, he would not have believed it possible. The point appears to be that in order to attract attention the small town merchant must adopt unusual methods from time to time. He must put life and fire and action into his announcements if he wishes to arouse his readers to the proper buying pitch. If he could only realize when he puts his advertisement into the local newspaper with a circulation of 500 that he is talking to an audience of over 2,000 people, practically all of them prospective buyers!

### Visualizing This Idea

Suppose for instance that he had such a crowd gathered before him, and that he was able to address them through a megaphone, would he adopt the milk and water style that appears in his advertisements, or would he not rather impress upon them with all the force in his command that a visit to his store would enable them to pick up bargains and values such as they had not dreamed of? He would tell them frankly and convincingly of his efforts to purchase goods that would give them service. He would tell them of odd lines to be cleared out, and new goods coming in, and how absurd it was for them to send away to the mail order houses when they could get just as good service at home. He would make his personality and friendship count for something, for sentiment goes a long way in a country district. How long would he hold his crowd if he started in to tell them that "Our Ladies' Footwear will be found comfortable and classy."

Ask the publisher of any country paper and he will tell you that he is almost distracted every week trying to get the merchants to change their announcements. He finds it a hard job to get them to write copy, and he must hound them and worry them continually to help themselves. In too many towns the attitude of the merchants is that the paper is helping to serve the community, and therefore, from a charitable standpoint, should be given a little assistance.

### Grocer Nearly Triples Business

But with regard to the second instance of effective advertising at Cabri. Arthel Simard, a general merchant there, purchased his present business three years ago. Prior to the time he took it over the greatest business conducted in any one year amounted to $39,000. Since 1916 his progress has been so rapid that his turnover last year amounted to $89,000. He attributes this largely to his advertising methods, although he has adopted a system of selling groceries in carload lots direct from the track to the farmers at harvest and threshing time, which is another story.

Mr. Simard began his advertising with a six-inch space, but he used that space intelligently to attract people to his store. His advertising from the first has been changed completely from week to week, for as he says an ad. run the second time is stale and the mark of a stale business. He has endeavored at all times to use originality in his captions, and has not been afraid to "boost" himself, his values and business to the limit. He goes by the principle that the man who displays confidence in himself and his store begets confidence in others. He had adopted the slogan: "You generally pay less at Simard's."

The advertisements of this store are patterned after those of the city stores. The articles offered for sale in each department of the store are grouped together and tabulated in ten point type, with the price printed in black. Every article advertised has its price mark, and in many instances there is a brief word of description, such as: "Our prints are all imported and guaranteed fast colors," or "White voile, just the thing for hot weather wear," "lovely pattern," "made of the strongest material," etc.

Mr. Simard has gradually increased his space until he now occupies five columns, 12 inches deep. While his announcements appear in the weekly paper on Thursday, his prices continue during the following week, for there are many farmers who do not get their mail until they come to town Saturday night.

### Sincerity Essential

"The country paper is a wonderful medium if it is used right," said Mr. Simard. "Out on the farms the people have plenty of time to read, and if an advertisement is attractive or is designed as mine are to create the impression of lists of bargains they study every word. Even in the heat of summer they watch the advertisements, and I know that I am constantly getting direct results for they come into the store and say: 'I see you are selling ———— for such a price.' The great thing is to be absolutely sincere and honest in advertising. It might be possible to put across a fake once or twice, but a lost customer is the penalty." This merchant says he tries to find time on Sundays to write his advertising, at which time he can concentrate on it, but in any event he takes the utmost pains to have his copy to the newspaper in good time, and planned out in a way to draw trade.

Where other merchants are continually marking up their old stock in accordance with the latest wholesale prices, Mr. Simard believes in taking advantage of his early purchases to announce special bargains. There is no better form of advertising, he says. In July he was selling old stock prunes for $2.00 a case that were then costing him $2.80 wholesale. At certain times of the year, notably in the fall, he takes a half page of space to announce his sales on the track.

### Merchandising Cuts Needed

It would seem that the Western Canadian newspaper field was ripe for a cheap service of merchandising cuts. These could either be sold direct to the newspaper or through them to the merchants, most of whom are in a position to pay and pay well. It might be feasible also to supply country newspapers with a small stereoptying outfit for moulding a service of matrices into casts. At the present time there are practically no cuts used whatsoever except in the case of certain implement firms who are supplied by the manufacturers.

It would also seem feasible for some enterprising publisher to supply to country merchants through the newspapers a miniature advertising course, setting forth in one publication the rudiments of the craft, and giving a great number of display advertisements as texts for their own announcements. Any efforts of an educational nature such as this will assist very materially in helping to fight the mail order houses.

### Hurry in Ad. Writing Costly

James Penny, one of the proprietors of the Cabri "Clarion," stated the other day that they experienced great difficulty in getting merchants to change their advertising from week to week. In many cases, he said, this was hurriedly done, "just to get it over with," and with results that can be easily guessed. At times, he says, from a purely defence standpoint, they have changed the advertisements themselves on the front page, for they were so glaringly the same as the former week as to rob the paper of freshness. Frequently, says Mr. Penny, the advertiser requests the publisher to make the change as he is "too busy." However, no matter how intelligent a printer may be he cannot possibly be expected to know what the advertiser wishes to lay before his readers. "Advertising space costs money, every inch of it," says Mr. Penny, "and some advertisers may as well throw their money in the gutter for all the good it accomplishes in trying to keep money at home where it rightfully belongs."

One day the proprietors of the 'Clarion' made the proposal to an advertiser that

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# Hours of Work a Point Not Settled at Ottawa

## Labor Delegates Were the Orators, While the Employers Seemed to Have a Greater Array of Facts and Statistics at Their Disposal —Summary of Industrial Conference

By T. M. FRASER, Ottawa Representative of MacLean Papers

OTTAWA.—It was the intention of the Government, in order that there might be no appearance of capital and labor being drawn upon opposite sides with the suggestion that they were in hostile array, that the delegates to the National Industrial Conference should take their seats in chance fashion; but the sheep and the goats automatically sorted themselves, the representatives of capital occupying the seats on the left of the chairman, Hon. Senator Gideon Robertson, while labor faced them on his right. Down the middle of the Senate Chamber were grouped the representatives of the Governments. Such of the common people as could get room hung about the door of the chamber, though there were few of these.

The daily proceedings of the conference have been so fully reported that it is not the intention here to do more than mention a few of the interesting features and side-lights. How much, if anything material the conference may accomplish will not be known immediately. Broadly speaking, the expectations of the different parties to it might be summed up sufficiently well by an examination of three or four of the principal speeches delivered. As. Hon. W. L. Mackenzie King very ably pointed out in the able speech he delivered on the opening day of the convention, the parties to industry and its problems are not the two, capital and labor, most commonly mentioned; they are four: Capital, labor, management, and the community. And of these, the community is the most important and the most interested, in that it embraces the other three as well as the people in general.

While the two main parties to the conference came together with as much diplomatic courtesy as could be expected, and while the proceedings and debate suffered nothing from comparison in this or any other respect with any debate in the House of Commons, it would be only camouflage to say that capital and labor were not very far apart on their conception of what was rightfully due to each. Self-interest rather than pure reason has dominated the councils of both for so long that it is vain to expect that now or, probably, for a long time to come shall we find either being distinguished by a spirit of "sweat reasonableness," or see self-interest give way to self-sacrifice. On the first day of the convention, if we could have read the mind of those who looked across at each other, we might have found distrust, resentment, and the sense of being subjected to tyranny. It was plain that each expected more from the party in the middle (the Government) than from the party opposite.

### The Two Attitudes

The attitude of Labor at the convention was one of aggressiveness. Capital typified resistance. Labor said: "How much can we get?" Capital pondered: "How far can we afford to go?" And if the resistance of capital to the demand, for instance, for a 44-hour week was strong, it must be borne in mind that that, in the words of one of the labor representatives, was "not an ideal, but a compromise." And when Mr. Tom Moore, president of the Trades and Labor Congress, and chief labor representative, exclaimed heartily, "Hear, hear," those present were reminded that he himself, in a speech at Toronto not long ago spoke of a 36-hour week as about right. Capital, recognizing the necessity of production, sees the hours of labor heading towards an impossible minimum, with overtime, the handmaiden of the "shorter working day," reaching an impossible maximum. Capital believes, and not without justification, that the ideal of the vast majority of working men is to cut the length of the "straight" working day as short as possible in order that more overtime, with its enhanced rates, may be secured. The plea of certain of the speakers among the labor representatives that, with the present working hours, there is no time left to the workingman for "improvement," is sufficiently refuted by figures which the Minister of Labor introduced for the purpose of showing that the shorter day already obtains in large measure in Canada. Forty-seven per cent. of the working men of Canada already work eight hours or less.

### The Farmer's Status

This question of the reduction of the hours of labor—a constant scaling down of the length of the "straight" workday, then, is the big point—at least the big controversial point—of the convention. As stated above, it obtains so commonly that employers must, on the whole, be far from making much fight against it, but the object of labor is to have it made a statutory matter for the whole of Canada. I think the final quietus was put on this in a brief and moderate speech by Hon. Charles A. Dunning, Minister of Agriculture, and in charge of labor matters in the Government of Saskatchewan. He desired to have it made plain in the status of the farmer, who was in a sense both a capitalist and a laborer, and who represented probably the largest industrial element in the population of Canada, under a statutory standardization of the hours of labor. "It seems to me," said Hon. Mr. Dunning, "as a farmer of very long experience, that until it is possible for you to legislate to control the sun and the winds and the clouds and the rain, it is impracticable for you to legislate to effectively control the hours and the distribution of labor in agriculture."

It seems scarcely probable that agricultural labor, even if omitted from the operation and benefits of any possible 8-hour or other day which might be made law, would long rest content under this exclusion, or that organized labor could refuse to support the extension of the principle to them. As was also pointed out by Mr. Dunning, if working conditions are to be made still more attractive in the cities by shorter hours, the difficulty of getting men for farm work would be almost insuperable. The consideration of possibilities of this sort struck the members of the convention very forcibly.

### Eloquence vs. Facts

What would strike the impartial observer of the proceedings was that the right side of the assembly seemed to have almost a monopoly of the eloquence. There was scarcely a man among the many who spoke for labor but could present his arguments in well-chosen and grammatical language, and without a trace of diffidence; there were some who were speakers of a very high order, while the speaker with perhaps the most distinct enunciation, the most clear-headed manner of thinking, and the most fluency in the whole assemblage was a tailoress of Vancouver —Miss Gutteridge. She is an Englishwoman—and here it might be noted that the great proportion of the representatives of labor present were not Canadian-born. In fact, very few were. Perhaps the other ninety per cent. of labor in Canada, which was not represented at the convention, belong largely to that class. I mentioned to a representative of the manufacturers this striking fact that the speaking ability was so largely confined to the other side. "Naturally," he replied. "They spend most of their leisure time at it, and practice makes perfect. We have been too busy trying to raise the payroll to have had much time for practising oratory."

I think it would be fair to say, however, that if the position of the labor

representatives were represented with words, the so-called capitalists had almost a monopoly of the facts and statistics given to the assembly. Labor argued from what it had been able to force on capital in the past in Canada and other countries; capital presented the statistical position of the different industries, produced evidence to show what had followed the introduction of the minimum hour day in other countries, and the present position of industry in Canada. And labor listened with smiling tolerance.

### Threats Were Few

Only in a few cases was the note of intolerance struck, and it was mainly in the case of some more or less notorious labor delegates such as James Winning, one of the leaders of the Winnipeg disturbance. There were threats of what would happen if the 44-hour week did not come; but mainly labor seemed to have a supreme confidence in its strength to secure its desires.

On the whole the conference should do good. It will be an expensive matter. With about two hundred delegates, with an expense allowance of $10 a day each, and an average of about ten days from the time they leave home until they return, the "indemnity" will run into a matter of close on to $25,000; but it will have been well spent if labor and capital can be brought to see each other's problems face to face, and to learn the necessity of give and take, and of increased production to help meet Canada's enormous commitments and debts. —T.M.F.

## HOT SHOT FOR THE ADVERTISING SLACKER

Continued from page 37

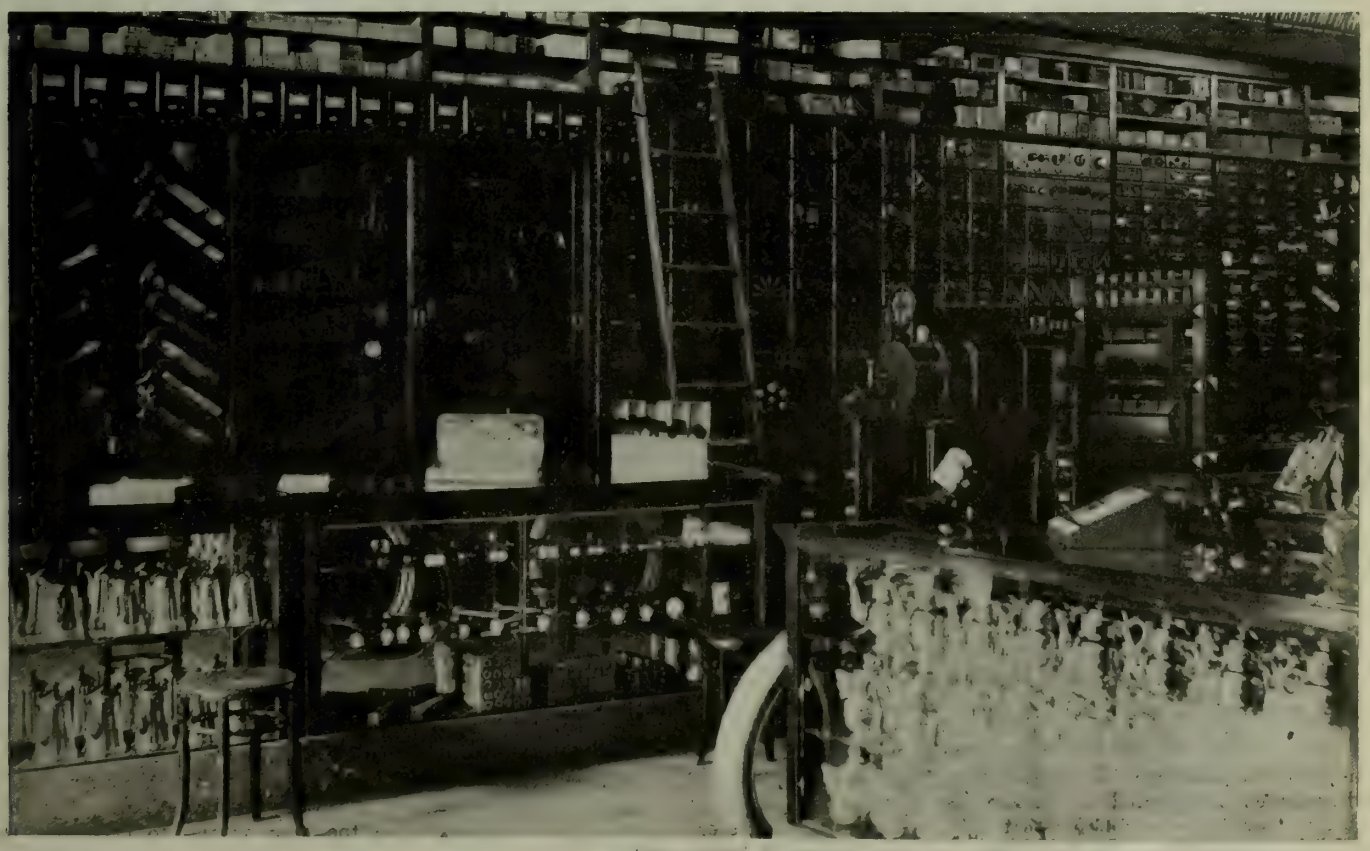
instead of using general terms in his announcements that he use his space once a week to clear out odd lines. This the merchant began to do, with such, to him, wonderful results, that he has developed into a consistently good advertiser. The story was told of another merchant who used a half page space to announce a special bargain sale, and who went further and decorated the exterior of his premises to make it appear something unusual was happening. This effect was achieved by taking large colored posters, cutting them in half, and making each half sheet into the form of a pennant with the paper cutter. On each of these paper pennants was printed the one word "SALE." Varied colored paper was used, and the plate glass windows decorated in such a way as to not affect the window dressing.

The Clarion is a good instance of a healthy country paper, and its service to advertisers has placed it where it is with a circulation of 1,050. Its advertisers are increasing their space to such an extent as a result of their success that they are automatically being forced off the front page, and it is the intention of the publishers to present a solid news front on page one just as soon as present contracts expire.

## ALUMINUM WARE INDUSTRY OF BIRMINGHAM

The development of the aluminum ware industry in Birmingham, England, is proceeding with rapidity, and city expects to rank soon among the world's chief centres for the production of aluminum wares. Before the war the metal was largely used in sheet form for the manufacture of motor bodies, and in ingot form for the production of cylinder castings, while the manufacture of spun and stamped hollowware was also carried on in the district to a fairly large extent, but the exigencies of war diverted the metal and its alloys from those uses to purposes of a military character, and the pioneers in the industry temporarily lost touch with the commercial world. But with the release of the material from war purposes there has come a rapid revival of interest in the trade. Many firms had been taught by their experience during the war something of the properties and uses of the metal, and a good proportion of these are now turning that knowledge to account and making aluminum articles of diverse kinds for general purposes.

A. H. Fraser, manufacturers' agent at Winnipeg, has been appointed sales representative for Canada for the American Grinder Co., of Milwaukee. Mr. Fraser will open an office in Toronto shortly.



*Keeping lots of merchandise out where people can see it and keeping it clean and attractively displayed is the secret of increased turnover. Many hardware merchants state that silent salesmen pay for themselves in a short time in increased sales besides keeping the stock in A1 condition and always on display.*

# EDITORIAL COMMENT

## *EDITORIAL BRIEFS*

THIS much seems certain, the longer it takes the world to settle down the longer it is going to take for it to settle up.

* * *

DON'T allow your clerks or anyone else to remove anything from a window display unless it is at once replaced with something else.

* * *

SUCCESSFUL advertising is frequently the result of knowing what should remain unsaid. Don't try to say too much. Get at the points that are essential and that will arouse interest.

* * *

THE rapidity with which the Belgians have got on their feet again suggests that they did not sit down and haggle about how many hours a day they should work.

* * *

THE best goods bring the best profit to both buyer and seller. Thousands of merchants and customers are realizing this now as never before.

* * *

BUYING for cash and selling for cash makes for better business all round.

* * *

A SATISFIED customer always talks, and in ninety-nine cases out of a hundred brings another.

* * *

THE man who does not advertise because he tried one ad. and did not get results should throw away his cigar because the match went out.

## *THE STEEL STRIKE*

THE greatest test of strength that has ever taken place in America between labor and capital commenced on Monday when a general walk-out of the union men in the employ of the United States Steel Corporation was ordered. More than 300,000 men, it is stated by the union officials, ceased work. It is impossible for an event of this magnitude to occur across the border without Canada being affected. It is too close to the starting of the strike now to even guess what the effects will be. One of the first results in this country was a rush on the part of some firms to order sheets and bars. There was not nearly enough to go round, and jobbers state that when they replenish stocks they expect to have to pay higher prices, if they can get the goods at all. If the strike is of short duration other businesses may not be materially affected, but if the battle runs into months and the labor men fulfill their threats to call out the railwaymen and other workers, the effects on Canadian business will undoubtedly be serious. The basis of settlement will, of course, have a great deal to do with the future prices of iron and steel goods and those in the trade are not looking for any reductions for some time. Hardware merchants generally, and those men who are in the iron and steel trade, declare that if the strike had not been called at this juncture Canada was just entering the greatest industrial boom it has ever known. They expect business will remain excellent but that its development may be checked if the strike extends over months and there is difficulty in obtaining supplies. These are needed and needed badly to meet the demands of the trade. Business in Canada is on a sound basis, in fact it has never been better and there is every indication that this will continue. There are those who see a short strike, basing their prediction on the fact that it takes enormous sums of money each week to provide the needs of 300,000 men and their families. They question whether the strikers' funds will permit them to remain out of work for any long period. There is also the fact to consider that 80,000 of the company's employees are shareholders in the firm and very few of these went out. The latest developments indicate that the Steel Corporation will centre its efforts on keeping a few of its plants in operation and running to capacity.

With winter coming on and a slackening up of building operations, the firm expects to be able to pick up quite a number of unskilled laborers. As far as bookings are concerned it has enough work on hand for six months.

## *HELP THIS GOOD WORK*

THE Canadian Government, by proclamation, has designated Thursday, October 9, as "Fire Prevention Day," and people all over the Dominion are being asked to make a close investigation of their premises with a view to discovering and removing all possible causes of fires. Merchants are vitally interested in this matter not only personally but from a community standpoint. Many firms realized long ago the dangers that lie in piles of rubbish in cellars and back yards or other places. Their neighbors do not always take the same view

and a little personal talk on this question may be the means of saving thousands of dollars from the fire demon. Statistics prove that Canada's enormous fire losses are due not to the fires that originate in the homes but to the destruction of stores and factories. Every time a large store goes up in smoke the loss runs anywhere up to a million dollars. If a home burns the loss seldom exceeds $5,000. The great quantities of goods that are destroyed every time a store or a factory burns means an absolute loss. They cannot be replaced. Due to fires of this kind and to forest fires, Canada's per capita loss has grown to be the largest in the world. The great majority of the costly fires are traceable to carelessness. It is to bring home to people the seriousness of the situation and to impress them with the need of being careful that the Government has instituted "Fire Prevention Day." October 9 was chosen because it was the anniversary of the great fire in Chicago which started when a cow kicked over a lantern in a barn. Every merchant can do something to lessen the fire loss in Canada, and it is his duty to do it and lend all the support he can to a movement that will make things better for the entire Dominion. Another matter in which the merchants can help is in seeing that the building by-laws in their community are so altered that fire dangers will be reduced to a minimum. In many towns and cities the building by-laws are obsolete. In others there are good regulations but they are not lived up to. Every effort should be made to see that situations of this kind are corrected.

## *BUYING FROM GERMANY*

THE first great industrial fair to be held since the close of the war is now in progress at Leipsic, Germany, and Associated Press cables indicate two noticeable features of interest to the commercial world. One is that the low value of the German mark is attracting numerous buyers from neutral countries. Many of these buyers, it is understood, are acting as middlemen for Entente purchasers. Some of their purchases, it is likely, will before very long find their way into the Canadian markets. Another feature shown by the cabled dispatches is the absence of substitutes. At all the Leipsic fairs held during the war period special comment was caused by the great number and variety of substitutes. This in itself was eloquent testimony to the effectiveness of the British blockade in completely shutting off supplies of raw materials. German industries were famishing for these materials. The extent and variety of the exhibits at this year's fair, together with the absence of substitutes, is an indication that German manufacturers are making every effort to recover not only their former positions but their former markets. Prices, it is stated, while much higher than those of pre-war days, are considerably lower than those prevailing in many other countries. The cables so far say nothing about the quality of the goods.

## *LET THEM TALK*

"IF a customer does not ask questions I know I am not interesting him," said a hardware merchant to HARDWARE AND METAL recently. "One of the biggest points in salesmanship is to hold the interest of people. There are times when it is necessary to talk briskly in order to get people started, but I find that the majority of customers, especially women buyers, want to hear all about whatever they are planning to buy. Salesmanship is a real art and the man who succeeds best must use his own judgment when to talk and when to listen. Some salesmen think they have to overwhelm prospective buyers with a flood of talk. This is a mistake. I have obtained the best results by letting the buyer ask questions and then answering them carefully, never trying to force matters."

## *POOR TELEPHONE SERVICE*

POOR telephone service, especially after being promised better service after the rates were raised by the company, is annoying. Business men have been complaining bitterly about long delays in getting calls through, being given wrong numbers repeatedly and similar annoyances. As far as Toronto goes there is apparently some justification for the complaints. It is extremely annoying for anyone who wants a number in a hurry to wait anywhere from three to five minutes before the 'phone is answered, and then to be given a wrong number. When he gets wrong numbers three or four times, with the usual delays in getting an answer at all, the party who is trying to 'phone is exasperated. It is just as annoying after one has given a number and waited some minutes without results to be asked by some sweet-voiced young thing: "Were you wanting a number?" and yet this sort of thing is happening dozens of times every day. If the statements of business men are even anywhere near correct there is ample room for improvement in the telephone service.

## *COURTESY IN BUSINESS*

DON'T regard the traveller as an intruder. Modern commercial conditions have made him almost as important a factor in the business world as the retailer. His business is honorable and he has a legitimate claim on your time and is entitled to be received courteously. If you do not have time to talk to him just when he calls tell him so and tell him in such a way that he cannot help seeing that you would gladly talk to him if you could. Make an arrangement to see him later. If he has a new line, listen to him for there may be some good profit in it for you. If he has goods that you do not need you can tell him so courteously.

# EVENTS IN THE TRADE

## Business Changes

Toronto, Ont.—The Majestic Electric Heater Co. has been taken over by the Renfrew Electric Co.

## New Firms

Under the firm name of Johnston & Richardson, Messrs. A. P. Johnston and J. J. Richardson have commenced business at Walkerton, Ont., and will handle plumbing work as well as hardware goods.

## Fire Losses

H. B. Brigham, hardware and implements, Alderson, Alberta, sustained a fire loss.

W. Howey, hardware merchant, sustained a loss in a blaze which swept away six business places at Port Rowan, Ont.

## Obituary

James Hillis, of Hillis Sons, Ltd., Halifax, N.S., foundry and stoves, died at Halifax, N.S. He was 80 years old.

Alpin J. Grant, of A. J. Grant & Co., hardware, died at his home in Halifax, after a long illness. For many years he travelled through eastern Nova Scotia and Cape Breton for the firm.

The death occurred suddenly at Flint, Michigan, of B. D. Harris, formerly superintendent of the Welland Vale Bicycle Works at St. Catharines, Ont., and recently mechanical manager of the Buick Auto Works at Flint.

## Personals

W. George Hillier, manager of the Halifax branch of Brandram-Henderson, Ltd., was a caller at the Toronto office during the week.

Emory S. Rockwell, who has been manager of the Chicago office of the Cook Paint & Varnish Company this week went to New York to assume the position of manager of the export sales department of this Glidden Company.

C. S. Sturges has been appointed sales promotion manager of the Glidden Co., of Cleveland, Ohio. He was formerly associated with the Eagle Picher Lead Co., and the Sherwin-Williams Co.

Paul Whitney, of Toronto, who served overseas for four years with an infantry battalion, and later with the engineers, has been appointed manager of the B. Blair Tile Manufacturing Co., Ltd., of Woodstock, Ont. He is a former resident of Prescott, Ont.

## Trade Notes

The Shawville Motor Co., of Shawville, Que. has been succeeded by P. B. Moyle.

Paul Turgeon has been appointed curator of the St. Paul Hardware at Montreal.

W. T. Eggins, hardware and harness, Bruderheim, Alberta, is disposing of his business.

W. W. Watts has purchased from H. G. Fraser the business of the Automotive Supply Co.

A charter has been granted to Automobile Batteries and Engineering, Ltd., of Montreal.

Cameron & Fraser, wholesale paper and twines, have moved to 107 Front Street E., Toronto.

The Taylor Forbes Co., Ltd., of Guelph, Ont., is erecting an addition to its foundry to cost $9,000.

The Premier Paint & Varnish Co., Ltd., E. Maples, president, has been registered at Montreal.

Bergeron & Pelletier, auto repairs and supplies, has been registered at Montreal by Henry Bergeron and P. Pelletier.

The Hochelaga Carriage Co., of Montreal, has been dissolved and is succeeded by the Hochelaga Carriage and Garage Co.

Comte & Bernier, manufacturers of phonographs, has been registered at Montreal by Henry C. Comte and L. P. Bernier.

The Sta.Brite Mfg., Co., Ltd., John McNaughton, president, manufacturers of furniture polish, has been registered at Montreal.

The Renfrew Electric Products, Ltd., has purchased the Majestic Electric Supplies, Ltd., of Toronto, Ont. The headquarters of the firm will be at 29 Richmond Street W., Toronto.

According to press reports, Messrs. N. Jamieson and John Barnsley, of Galt, Ont., have purchased from T. Davis the Preston Polishing and Plating Co. at Preston, Ont.

C. W. Sherman, president of the Dominion Foundries and Steel of Hamilton, went West earlier in the month, and while in Vancouver decided to establish an agency there for shipbuilders' and railway supplies.

The Imperial Oil Company, Limited, has been granted permission to subdivide the existing five hundred thousand shares of its stock valued at $100 each into two million shares having a par value of $25 each, and to change the name of the company to Imperial Oil, Limited.

The McClary Manufacturing Co. of London, Ont., which recently commenced work on an extension to its plant to cost $45,000, has decided to practically double the size of the building, which, when completed, will be five storeys in height.

The machine tool requirements of the General Motors Corporation for its Walkerville, Ont., plant constitute the most important activity in the machine tool markets. Purchases will total, it is stated, $2,000,000 to $3,000,000, and most of the orders will be placed at Detroit and Cleveland.

The annual convention of the travellers of the Canada Foundries & Forgings Co., Ltd., held at Brockville, Ont., was attended by men representing the various units of the firm. A number of matters in connection with business were discussed. P. J. McCormick presided and addresses were given by Messrs. J. H. A. Briggs, James Arnold, William Irving and T. H. Webster.

## Montreal News

Mr. Thompson, of Benjamin Moore & Co., was in Montreal last week.

D. G. Smith, of Smith and Hemenway, New York, called on the Montreal trade this week.

R. W. Shannon, with the Thermos Bottle Co., Ltd., Toronto, called on the trade this week.

L. H. Laythe, Sr., of Butterfield and Co., Inc., Rock Island, Que., was in Montreal this week.

C. E. Peabody, representing C. E. Peabody and Co., New York, was in Montreal last week.

William W. Anderson, of the Nicholson File Company, Port Hope, Ont., was in Montreal this week.

Wm. H. Simpson, of Wm. H. Simpson and Co., Inc., New York, was a Montreal visitor during the week.

Mr. Levine, representing the Superior Electric Co., Pembroke, Ont., called on the Montreal trade recently.

J. R. Latta was a Montreal visitor in the interests of his principals, L. J. Mueller Furnace Co., Milwaukee.

Mr. Tom Monypenny, Imperial Varnish & Color Co., of Toronto, was in Montreal attending the paint meeting.

T. Tully, Riverside, Ills., representing Joseph Gundry and Co. of Bridgeport, Dorset, England, and also S. Allcock and Co., Redditch, England, called on the trade this week.

Charles Hickman, of Ottawa, representing the Ottawa Paint Works, was in Montreal last week attending the paint meeting.

Andrew E. Hay, of Pratt and Lambert, Inc., attended the Canadian Paint, Oil and Varnish Association meeting last week.

W. W. Becker, of Berry Brothers, Walkerville, Ont., was in Montreal last week and attended the paint makers' meeting.

A. C. Ransome, represented Ault-Wiborg, Ltd., Toronto, at the meeting of the Canadian Paint, Oil and Varnish Association, held in Montreal last week.

L. C. Stephens, of George F. Stephens and Co., Ltd., Winnipeg and Calgary, attended the meeting of the Paint, Oil and Varnish Association held in Montreal.

The St. Paul Hardware Co., Ltd., St. Paul St. West, Montreal, has gone into liquidation, the assets being offered for sale by the assignee.

An office has been opened in Montreal by Marcus E. Reich, Trade Commissioner for the Republic of Czecko-Slovakia. Mr. Reich is located in the Southam Building and will act as medium between buyer and seller.

## Incorporations

John Bishop & Son, Ltd., capital $100,000, head office Brantford, Ont., plans to deal in hardware and implements.

Liberty Oil Refining Co., Ltd., capital $1,000,000, head office Toronto, Ont., plans to buy, sell and deal in petroleum and its products.

Non-Twist Canopy Ring Canada, Ltd., capital $500,000, head office Toronto, Ont., plans to manufacture and deal in all kinds of lighting and heating fixtures and accessories.

Wm. A. Kribs Co., Ltd., capital $250,000, head office Hespeler. Ont., plans to manufacture and deal in all kinds of goods, ware and merchandise.

United Home Builders, Ltd., head office, Windsor, Ont., capital $50,000, plans to manufacture and deal in builders' and contractors' supplies.

The Lufkin Rule Co. of Canada, Ltd., has been granted permission to increase its capital stock from $100,000 to $150,000.

General Wholesalers, Limited, capital $50,000, head office Toronto, plans to carry on a general business in machinery supplies.

Leger Lavoie, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in automobiles, motor vehicles and supplies.

Dominion Railway Appliances Ltd., capital $10,000, head office Montreal, plans to manufacture and deal in special accessories for railway equipment.

Association of Canadian Building and Construction Industries, head office Ottawa, plans to extend construction and improve conditions in the combined industries.

Canadian Fabrikoid, Limited, capital $3,000,000, head office Montreal, plans to manufacture and deal in all kinds of merchandise.

# Hon. Frank Cochrane Dies at Ottawa Following A Long Illness

Following a long illness with arterial trouble, the death occurred at Ottawa on Monday of Hon. Frank Cochrane, former Minister of Railways and Canals, and president of the Cochrane Hardware Ltd., of Sudbury, with branches at North Bay, Sault Ste. Marie, Copper Cliff, Ont. Mr. Cochrane, who was 67 years old, was born at Clarenceville, Quebec. More than forty years ago he was entrusted with an important mission by the Hudson Bay factor in Northern Ontario, and later became one of the best posted men in the province on matters pertaining to the north country. His knowledge was so extensive that in 1905 he was appointed



*LATE HON. FRANK COCHRANE Former Minister of Railways and Canals, and head of the Cochrane Hardware, Ltd., of Sudbury, Ont.*

Minister of Lands, Forests and Mines for Ontario by Sir James Whitney. Later he was elected to represent Nipissing in the Ontario Legislature by acclamation. In 1908 he was returned for the newly-created electoral district of Sudbury. In 1911 he was called to the Cabinet formed by Sir Robert Borden, and became Minister of Railways and Canals for the Dominion. He resigned his portfolio when the Union Government was formed, and was appointed Minister without portfolio in that administration. He held this position at the time of his death. During the absence of ministers he acted as Minister of Railways and Secretary of State.

Mr. Cochrane had been ill for many years. In 1904 he was injured in a railway accident at Wahnipitae, Ont. As he grasped the handrail of a moving car he swung between the cars and slipped to the tracks, the wheels passing over his foot and leg. He maintained his hold on the handrail, however, and managed to swing himself on to the platform of the car. The train had gone some distance before he was discovered and removed to a hospital. In the meantime he had rendered first aid to himself with a handkerchief and stopped the flow of blood.

Although a man of quiet habits he was very popular, and his splendid ability was acknowledged by members of both parties. The death of his son, Ogden, who had served overseas, troubled him greatly, and hastened the end. He is survived by his wife, one son, Wilbur, of Ottawa, and one daughter, Miss Edith, of Ottawa. The funeral was held on Wednesday, the remains being sent to Toronto for interment.

### ROBERT MILLER WEDDED

Robert—"Bobbie"—Miller, of wholesale hardware firm of Starke-Seybold, Ltd., Montreal, was married in Montreal on Wednesday afternoon, Sept. 17, to Miss Edith F. Hale of the same city. Bobbie has a host of friends that will wish him the best of good things in his new home. Appreciation was shown him in a tangible way by the presentation of a purse by the firm. Mr. and Mrs. Miller will reside in Montreal.

### HARDWARE WHOLESALERS TO CONVENE

The Canadian Wholesale Hardware Association will meet in Montreal for its annual meeting on Monday and Tuesday next, September 29 and 30. Rumor has it that this year's entertainment will be a royal one, and there are matters of interest that will doubtless bring out a good attendance from all sections of the country. President Jos. Dowling of Montreal will preside.

### OPENS DETROIT OFFICE

The Carborundum Company announces the opening of branch offices and warehouses in Detroit, Mich. The new Detroit quarters will be located in the Burkhardt building at Second and Larned Streets. The Detroit branch is under the management of Anthony Dobson.

### ENJOYED INFORMAL DINNER

Members of the Canadian Paint, Oil and Varnish Association and a few friends enjoyed an informal dinner at the St. James Club, Montreal, on Thursday evening, Sept. 18. This was tendered them by Mr. George Henderson, president of the association, and the visitors from outside as well as those attending from the city report the dinner a decided success. To HARDWARE AND METAL one officer of the association expressed his great satisfaction with the excellent spirit which prevailed among the paint makers on this occasion. It afforded the members an opportunity of closer acquaintance, a feature which cannot always be developed during the strenuous work involved in a formal gathering.

# Shortage of Phonographs For Fall Trade

## Only 50 Per Cent. of Deliveries to Western Dealers, Says Winnipeg Manufacturer—Solid Woods and Veneers Very Scarce and High Priced—Canadian-Grown Oak Higher Priced Than Imported Mahogany

THAT little more than fifty per cent. of deliveries will be made to Western hardware dealers who placed orders for phonographs for Fall delivery, is the opinion of J. W. Poisson, manager of The Canadian Phonograph & Sapphire Disc Co., Ltd., of Winnipeg.

Mr. Poisson stated to a representative of HARDWARE AND METAL that all raw materials entering into the construction of phonographs, apart from the mechanical apparatus, have been taken up since last June, and that the market is practically bare of the various solid woods and veneers which are required by manufacturers of phonographs. There has been a marked scarcity of solid oak owing to the fact that there have been practically no lumbermen in the bush for the past two years. An indication of the heights to which the price of oak has risen is found in the fact that while oak is a Canadian grown wood it is much higher in price to-day than mahogany, which is imported. Oak and mahogany are the two principal woods used in the manufacture of phonographs.

### Doubled in Price

The present market quotation on undressed oak is $337 per M. This quotation is more than double the price of two years ago, and is considerably higher than the ruling quotation per M. on mahogany. Mr. Poisson states that two and a half years ago he paid only $165 per M. for select white oak.

While a marked scarcity of solid woods and veneers exists, it is significant that the mechanical apparatus used in phonographs is in good supply. Practically all such apparatus is manufactured in the United States.

Looking back over the history of the phonograph on the Canadian market, Mr. Poisson states that the demand for the present type of machine has been steadily increasing since February, 1914, when patent rights on the disc type of machine expired. Since the expiration of these rights—which had reserved for one or two influential manufacturers the right to market machines of this type—many small manufacturers have entered the field. A number of these were of mushroom growth and disappeared as quickly as they appeared, principally owing to the fact that they installed a poor type of mechanical apparatus in an imposing looking cabinet and sold the machines at prices which could not be equalled by the established companies. The misrepresentation was soon discovered, however, but too late, for the manufacturers were out of business and the discrepancy could not be made good. Mr. Poisson states that competition has not only wiped out the irresponsible type of phonograph manufacturer, but has resulted in a general improvement of the machines from every standpoint.

# West Has Increasing Demand For Builders' Hardware and Supplies

## More Activity in Building Industry—Municipalities Plan Steps to Relieve Housing Shortage

DEMAND for builders' hardware is steadily increasing in Winnipeg and district owing to the fact that there is a little more than ordinary activity in building. The total volume of building is not, however, very large at this time.

E. L. Sauder, of the Winnipeg Paint & Glass Company, states that in one residential district of Winnipeg there is nearly half a million dollars' worth of houses in course of erection. Another district comprising houses of a cheaper grade boasts one hundred thousand dollars' worth of house construction now under way. Better class houses are in good demand, and it is feared that at the end of the season this demand will be still unsatisfied to a great extent. Jobbers and manufacturers look for a large amount of building to start early next year providing labor conditions are such as to justify this action.

### Use Government Money

At the present time the City of Winnipeg has a building scheme designed to utilize the money provided in the Government loan. Furthermore, a guarantee fund has been raised by the business men of the city to guarantee the city against loss in the venture. Of late the scheme has been coming in for some criticism, as it is held that the number of houses which would be erected under the plan would be very small when compared to the number required to lighten the present burden. Under the scheme the applicant must deposit 15 per cent. of the total value of the house and lot. On a $4,000 deal this deposit would amount to $600. It is contended that very few of the families which should be benefited under the plan would be able to advance this amount.

Should the high cost of material continue to prevent the resumption of house building in Winnipeg and other Western centres by private parties, it is very probable that the various civic Governments will be forced to take action in building homes for rent.

# CATALOGUES and BOOKLETS

**National Steel Tank and Mfg. Co.**

Price list No. 9, issued by the National Steel Tank and Mfg. Co. of Bradford, Illinois, lists the lines of pneumatic and storage tanks manufactured by the firm. It is well illustrated. Copies of the price list will be sent to readers of HARDWARE AND METAL who are interested.

* * *

**Plymouth Cordage Co.**

A booklet in connection with dealers' co-operative service for the season of 1920 has been issued by the Plymouth Cordage Co. of North Plymouth, Mass., and Welland, Ont. It is printed in colors. Copies will be sent to readers of HARDWARE AND METAL upon request.

* * *

**Kraeuter & Co., Inc.**

Kraeuter & Co., Inc., 569 Eighteenth Ave., Newark, N.J., have issued a catalogue of the tools manufactured by the firm. The listings include pliers, wrenches, chisels, automobile tools, machinists' tools, ticket punches and other lines. The catalogue contains sixty-four pages, and is most attractively printed and illustrated. Readers of HARDWARE AND METAL may obtain copies upon request.

* * *

**Climax Baler Co.**

The Climax Baler Co., of Hamilton, Ont., has issued a catalogue in which are shown the various lines of balers the firm manufactures. Hand power, belt driven, and balers operated by being direct connected to motors are shown. The catalogue is splendidly illustrated. Any reader of HARDWARE AND METAL may obtain a copy of the catalogue upon request.

* * *

**J. Wiss & Sons Co.**

J. Wiss & Sons Co., of Newark, N.J., Canadian office 62 Temperance Street, Toronto, have issued a 92-page catalogue, in which is listed the full line of Wiss products, shears, scissors, razors, tinners' snips, orange clippers, pruning shears, and razor strops. The catalogue is most attractively printed on glazed paper, and is profusely illustrated. The same firm has also issued a 24-page book

of advertising suggestions. Copies of the above will be sent upon request to readers of HARDWARE AND METAL, also window display suggestions which are issued by the company.

## RAZOR COMBINE ALLOWS BIG ITEM FOR GOODWILL

The new American Safety Razor Corporation, which is a combination of the Star, Gem and Ever Ready corporations, has issued a balance sheet as a preliminary to trading in its stock which was begun on Thursday on the New York curb. Current assets amount to $3,299,111, to which are added the items of plant, etc., $819,386, organization expenses and deferred charges, $238,111, and goodwill, trade marks, etc., $8,596,305, to make total assets of $12,965,716. Current liabilities amount to $2,165,715, which includes the items for reserve for advertising, taxes and contingencies $1,660,714, and reserve for organization, capital, stock stamps, etc., $200,000. To this is added 400,000 shares of $25 par capital stock, issued at $18, making $7,200,000, and 400,000 shares of the same par value carried at $3,600,000 to make total liabilities. The item of "good will, trade marks, etc.," represents approximately two-thirds of the total assets, it is stated.

In a report accompanying the balance sheet, President Joseph Kaufman estimates net earnings for the current year will be at least $1,500,000, and for 1920 not less than $2,000,000. He estimated the combined companies will sell 2,000,000 safety razors and 105,000,000 blades.

## GOES TO MONTREAL

R. T. Kerr, chief accountant at the Toronto branch of Brandram Henderson, Ltd., has been transferred to the head office in Montreal. His place is being taken by C. H. Smyth, formerly accountant for the Mathewson Hardware Co. of Toronto.

## MAY ERECT MONUMENT TO MERCHANT MARINE

The Montreal Harbor Commission will, it is stated, erect a monument to cost about $50,000 to the memory of the British Merchant Marine for their great services during the war. This monument is to be erected on the Victoria Pier, and H.R.H. the Prince of Wales will probably lay the corner stone during October.

## J. C. NORTHCOTT BEREAVED

The sincere sympathy of his many friends in the trade will be extended to John C. Northcott in his sad bereavement caused by the sudden death of Mrs. Northcott, at her home in Toronto last week. "Jack," as he is familiarly known to the trade, is one of the best known members of H. S. Howland & Sons' travelling staff. The funeral, held on Monday of this week, was attended by many friends connected with the hardware trade.




Ralph & Wilson, Dundas, Ont.—Will you give us address of manufacturers of children's tables and chairs, also rocking horses?

Tables are manufactured by Schultz Bros., Brantford, Ont., and Henry Wise & Co., Palmerston, Ont. Rocking horses are made by the Gendron Mfg. Co., of Toronto, and the Dominion Toy Co., Victoriaville, Que.—Editor.

* * *

J. M. Adam, St. Marys, Ont.—Kindly advise us if there is anyone in Canada who handles the No. 1386 Blue Bird wick used in the short chimney "New Process" wick oil stove.

No. 1386 Blue Bird wick may be obtained from the Thomas Davidson Mfg. Co., Ltd., Toronto.—Editor.

* * *

### Fire Extinguishers

The Toronto, Hamilton and Buffalo Railway Co., Hamilton, Canada, Geo. W. Holmes, purchasing agent. Please advise if the American La France Fire Extinguisher Company have started a branch in Canada to make fire extinguishers.

The American La France Fire Extinguisher Company have a branch in Toronto at 195 Weston Road.—Ed.

* * *

### Kero-Gas Burners

Thompson and Sutherland, Sydney, N.S.—Will you please advise us who makes the Kero-Gas oil burner?

This burner is made by the Hiram Walker Metal Products Company of Walkerville, Ont.

* * *

C. B. Brown & Co., Aylmer, Ont.—Could you tell us where the Home Comfort Meat Chopper is made? We wish to get a repair for H. C. No. 2 Chopper.

We do not know this line of meat chopper, but it is believed that this was a premium given by some at present unknown company, some years ago.

* * *

The Cochrane Hardware, Limited, Sault Ste. Marie, Ont.—Kindly advise if possible the name of makers of Lennox Hack Saw Blades?

Is it not possible that this name is confused with Enox? Enox Hack Saw Blades are made by Fry's, Limited, 46 Upper Thames Street, London, E.C.

* * *

Thomas McCosh, Melfort, Sask.—Kindly advise us where we can secure power skate sharpeners?

These may be procured through H. W. Petrie, Limited, 131 Front Street West, Toronto.

J. W. Crowley, 323 Notre Dame Street West, Montreal.—Kindly advise me if there is any brass coated tubing made in Canada, and if so, where?

Brass coated tubing is not manufactured in Canada. Drummond, McCall & Co., Limited, Mark Fisher Bldg., Montreal, could no doubt secure some of this for you. Brass coated tubing is manufactured in the United States by Rome Mfg. Co., Rome, N.Y.; Phoenix Tube Co., Brooklyn, N.Y.; Waterbury Mfg. Co., Waterbury, N.Y.; Jackson Tube Co., Brooklyn, N.Y.

## READERS SHOULD BE MARKED

There is a practice that is becoming quite common among some papers, viz., running paid-for readers without any distinguishing marks. It would not be a hard matter for the average reader, not familiar with the way of doing things in newspapers, to wonder why the paper should go out of its way to give such publicity to a certain line of business.

Office rules and practice should make it necessary and obligatory that advertising marks should be placed on all these readers. Many of them are such palpable puffs for the line under question that no one will be deceived. The word "Advertisement" on top or bottom relieves the paper of much of the responsibility for all the nice and flattering things that are poured and dumped over the merits of the article in question.

## GET INTO SELLING END OF YOUR BUSINESS

Continued from page 47

become a salesman merely through energy, confidence, and a certain amount of "cheek." These are all desirable assets for a salesman, if you put a reasonable restraint on the cheek, but there is, as I have intimated, just as much study necessary to become a first-class salesman as there is to become a first-class engineer.

My message is not to tell you how to become a salesman, but to direct your attention to the thought that, from the standpoint of earning an income, there is a greater opportunity for you in the selling field than in other lines of effort. Even though you may have graduated from college with an engineering or any other degree there is, I believe, a greater income to be made by devoting the technical or professional knowledge obtained at college to the support of the selling of that line of products, or of effort. The man with a technical education has a greater advantage over an untrained mind in selling articles or ideas of a technical nature.

Don't get the idea that I am preaching money as the most important thing in life; there are, of course, many things more important, but to a young man starting in life, with the prospects of a family to support, the daily income must be considered first. To those young men who can afford it, I say by all means pick out the most congenial work, that which will bring you the greatest amount of happiness. To those young men who must make money to take care of responsibilities and support a family, I again say, "Go, sell."

Donnell, Carman & Mudge (Canada) Ltd., capital $40,000, head office Toronto, Ont., plans to carry on the business of merchants, tanners and dealers in leather and leather products.

# THE CLERKS DEPARTMENT

## Get Into Selling End of Your Business, Says Irving T. Bush

### The Opportunities For Making Money Are Greater and the Competition Less, Declares Founder of Big Terminal Company

IRVING T. Bush, president and founder of the Bush Terminal Company, New York, employs more than 10,000 people and has a plant covering over 200 acres. A year ago the firm opened a sales building which cost $2,000,000 and more than a thousand manufacturers have engaged space in it. Mr. Bush has much to say to young men that is of interest, and his story in the American Magazine is as follows:

Every man who has got a little way up the ladder of success without barking his shins too severely is asked by young men just starting in life how to pick a business career. That, at least, has been my experience, and as soon as I developed gray matter enough to reason the proposition out to my own satisfaction, I began to answer my young friends by saying:

**Become a Salesman**

"Become a salesman." I did not mean literally to get behind the ribbon counter, or to start on the road with a trunk full of samples. I meant to advise them to get into the selling end of whatever business they eventually determined to try out, and I usually qualified this advice by saying that I assumed they must possess, or could develop, some of the instincts of salesmen.

Any young man who chances to read this article may at least feel that I am a physician who is willing to take his own pills. I began the development of the Bush Terminal when I was about twenty-five years of age, and when I was forty-seven I suddenly waked up to the fact that, while I had for years been advising young men to "become salesmen," I was a hired man myself. The Bush Terminal had been an operating organization. It had been paid to store merchandise, to load it into freight cars, to cart it into the city, and to lighter it about the harbor. It is true that it had built up a unique industrial development where nearly three hundred manufacturers had located to increase efficiency, but, after all, it was an operating proposition, and brought only the limited reward due for such work.

**Was Too Close**

Why I didn't see that before, I don't know, unless it was because my nose was so close to the grindstone that I couldn't get a proper perspective. When I did get it, I said to myself—Well, no, I think I won't repeat what I did say to myself. It wasn't flattering, at any rate, and I determined to take my own advice even if I was some ten years late, and "become a salesman."

Through the medium of the Bush Terminal Sales Building in New York I am now engaged in an endeavor to turn the Bush Terminal Company into one of the biggest selling organizations in the world. I have already gone far enough to realize that my advice was good and my reasoning correct, and that the reward for selling is much greater than that for operating.

**In Every Business**

There is a selling end to every business. In some it is called "business getting"; but, no matter what the name, it is the job of securing new orders and it is the work for which the world pays the best salary. The world is willing to pay for salesmanship, because everyone who owns a business hopes to increase it. If an American merchant sells one hundred thousand dollars' worth of goods in a year, he hopes to sell two hundred thousand dollars' worth in the next year, and the man he is looking for and is willing to pay a good salary to is the man who can help him to do this. Go through any industry and you will find that the same grade of intelligence is better paid in the selling force than it is in other departments.

**Have No Prospects**

There are exceptions, of course, and there are embryonic young Edisons in every community; but the country is full of young men with college educations who are holding down operating positions paying them one thousand five hundred dollars a year, with little prospects of advancement. A salesman, if he has any selling sense, will command this to begin with, and he has constantly before him the stimulus that his salary does not depend upon any cut and dried formula establishing the value of the position he holds, but will increase as his customers grow in number. He knows that he can raise his salary by his own efforts and that his employer has an exact method of measuring his value, by the business he brings in.

**Many Opportunities**

Opportunities for selling jobs are ten to one in other fields. The world needs salesmen. This is supposed to be a day of labor surplus, but look over the advertisements of any daily paper and see how many salesmen are needed. There seems no surplus there. Compared with the openings in any other line, the call is ten to one.

Selling is not difficult after you have taken the first plunge. The idea that men can sell and can't sell is popular superstition. Selling has a shock to it like a cold bath or the first attempt at swimming, but after the first try the shock lessens gradually until there is no shock, unless it is a pleasant one. A man can learn to sell, even if it is not his natural bent.

**Tried Him Out**

I remember a man we employed whom we called the human jellyfish. You can imagine why. Nobody thought he could sell, least of all the man himself. He was back in the business, several miles back as far as importance went; but he had certain qualities that made us believe that if he got the backbone a jellyfish lacks he might sell. We had a talk with him, and he agreed to try. He told us the story of one of his first calls on a firm of wholesalers. He went down to the place, looked at it, and took a walk around the block. Then he looked at it again, and took another walk around the block. The third time he hesitated a little longer, and then took a third walk around the block. The fourth time he faced the door of the place he didn't dare to hesitate—he bolted through.

**He Learned How**

"I don't know why I'm here," he said truthfully to the head of the firm; "but everybody else has tried to get you and I've got to." He got the firm; he learned how to sell. To-day he is making four times the salary he earned when he was a jellyfish, and when you meet him on Fifth avenue you see his chest first, and his backbone is as straight as a ramrod. He'll never be a jellyfish again.

If this man could learn to sell there are few men who could not. Salesmanship is a profession. A man expects to give four years to study a profession; he expects to become a salesman in about four minutes. As soon as he has an outline of his material and a slight knowledge of it he expects to go out and sell. If the average man would put one-half the time and energy that he is willing to give to a technical education into studying selling, I'd guarantee that he'd become a salesman. The minute he is a salesman his chances for making money are unlimited.

**Difficult to Measure**

Have you ever stopped to think how much more difficult it is for an employer to measure the value of the services of the operating man? An engineer in charge of a plant is on duty a certain number of hours each day. He has a number of assistants, and uses each month a certain amount of supplies. He may do excellent work, and save money for the man he works for, without his employer's being definitely conscious of the fact. If, however, a salesman brings in double the number of orders this year that he did last year, the knowledge of the increase is at once present in the employer's mind, for the psychology of business effort is that the eye of the business man is always directed toward an increase in volume.

**May Be Wrong**

This may be wrong, for while it is of the first importance to increase the volume of a business, many enterprises fail because the attention of the executive is directed solely toward increasing business, and the leaks in the operating department are overlooked. But even if this unfortunate condition exists, it illustrates the fact that the character of the work done by a salesman is known at once, and if his services deserve a higher salary he is in a position to ask for it, and to give a good reason why he is entitled to it.

**Can Ask for It**

I am talking to ambitious and energetic young men, for without ambition and energy success is impossible except by accident.

The man who became a salesman from a jellyfish had somewhere in him latent ambition and energy, or we would never have got him started out. Every once in a while an accident does happen and somebody is struck by lightning, but in the long run success comes to the man who is ambitious and who works hard. When the longshoremen at the Bush Terminal were finishing their new club building they asked me to get them a quotation to put over the fireplace. I hadn't time to hunt up Shakespeare, so I wrote them one, which they accepted and used:

"Success is not an accident; it comes to the man who does his job a little better than the other fellow."

### A Little Better

And it isn't much better, either; it doesn't have to be. It's just a little better. But the young man who isn't ambitious enough to want to do his job a little better than the other fellow shouldn't take my advice to "become a salesman," for the same reasons which might put, face up, on his employer's desk the result of good work, might bring into the relentless limelight the fact that he is loafing on his job. A man in an operating position may go on for years, enjoying a comfortable sinecure and letting George do it for him, but a salesman cannot camouflage the situation. He either produces or he does not produce. He has the advantage of carving out his own future and of getting the reward for his efforts, but as an offset to this he faces the fact that he must "walk the plank" if he does not make good, and he cannot disguise a failure.

### Is More Stimulating

Not only is a salesman's job better paid in actual salary return for the effort expended, but it is more stimulating mentally. It brings him into contact every day with new people, new ideas, and new problems. I am not thinking, as I write, of the unusual mind of the genius, but of the mind of the average young men who starts life with a desire to succeed and a willingness to work. It may not be possible to make a dull mentality brilliant, but even a slow mind will develop if it works amid stimulating surroundings. This does not mean that a young man must necessarily attach himself to a big organization such as our own, for if a big firm is stimulating in itself a small one presents even greater stimulus. A man in a small firm may not find opportunities for rising within the walls of the firm, but he does get into contact personally with his boss and he gets the boss' ideas. The boss is usually a bigger man than he is, or a more experienced one, and so he gets into direct contact with a bigger and more mature mind.

### Often Unacquainted

Executives in a big firm are often unacquainted with their men. They need shocks of discovery. We get used to thinking of our boys as filling some particular kind of job, and we have trouble in waking up to the fact that they may fitted, or have fitted themselves, for something different. We try, always, to look out for deficiency and ability, but we are likely to pass it by despite our care.

Not long ago one of our heads was taken sick. His assistant jumped into his place and filled it better than his superior. He did not know he could do it, neither did we. Often the men themselves need this shock of discovery, the shock of a new stimulus. Changing from smaller firm to smaller firm gives this just as surely as a big firm presents opportunity in itself, and often results come more quickly through the smaller firm.

### Don't Be Too Smart

I don't want to make any young man over-confident. One of the most frequent faults among young men engaged for "business getting" is that they try to be too smart, and over-reach themselves. The too-smart-Aleck is of two kinds: One kind blows up; they are traveling on sheer nerve and have nothing to back it—neither ability nor energy, nor willingness to do real work. The other kind consists of the brilliant fellows who think just a shade too much of their own gifts. I know of one such man now, a man of very brilliant parts, a graduate of a college of technology. He is bright enough and capable enough, but he has such an enlarged ego that he will never be any good in business until he has been up against it good and hard. He is swelled up with his own importance; he needs hardship to bring him down. Why, we are just praying that he will get it! We want him! The best thing I ever heard about men like this was said to me just the other day by an Irishman, a man with little education but a sure perception of truth. Speaking of a man we both knew, he said:

### All Have to Grow

"He isn't big enough to be small enough to be big." I'm going to hold on that, it means just what it says. If you're big enough you will consent to go through the growing process.

The best salesman makes his customers feel that he treats them honestly, and is interested in selling them goods which they can sell again at a profit. If he consistently pursues this policy, he creates for himself a clientele which is in a large measure a personal asset. If he disagrees with his employer there is always some other man in the same line who will be glad to hire him to sell his goods. The operating man has no such advantage. While it is true that his capacity and ability grow with experience, he cannot bring to a new employer a line of friendly customers who have confidence in him.

### Can Go Back Again

The most successful salesmen realize that their success is not based on their ability to talk a customer into the purchase of one bill of goods. It is based upon an ability to go back to a customer and sell him again and again. Too many salesmen create unsuccessful customers by talking them into buying more goods than they can sell. An unsuccessful customer is not an asset to anybody. Every young salesman should paste that thought in the top of his hat where he can read it when he makes his opening bow. When he calls again, he will not wish to be remembered as the man who sold goods which are still on the shelves. The door is always open to the salesman whose goods carry with them the pleasant memory of a profitable resale.

### Not Good Business

This seems a perfectly obvious statement, but many salesmen think they have done a clever thing when they have sold a customer a bill of goods he does not need, and many a good story is told in the smoking compartment of how Smith or Jones was landed. In reality, such a sale is a liability to both the salesman and his employer. Many a customer has been made a friend for life by being restrained by the salesman from buying at an inopportune time.

A certain assistant salesman once welcomed a merchant who ran a store selling women's ready-to-wear clothing. He wanted to pick out a line for his store. The assistant salesman found him very easy to please. He was decided in his tastes. He liked certain styles and certain garments and selected them, laid them aside and admired them. The assistant salesman knew that he was selecting stock that had not sold well that year, but it was an easy order and his customer had a mind of his own, so he held his tongue.

### Made a Change

As the deal was being closed the head salesman happened along. He ran over the models selected, and knew that the combination would result in just one thing—full racks for the merchant at the end of the season. He paused and tactfully admired the merchant's taste. He went over garment after garment. But somewhere in his admiration he inducted the reminder that women's clothes are not sold on taste, but on style for the season, and after a time he had the merchant's confidence enlisted to the point where he could take him into his office and show him the repeat orders for that season.

When the merchant left there had been a complete change in the bill of sale. It had taken more than double the time of the first sale and a good deal more work. The sale was smaller, if anything; no gain was obvious. But—the next order that merchant sent in he did not even come to the city. He telegraphed the head salesman to select a line that would sell as well as the first had.

### Double Obligation

A young man who wants to sell must go into selling with the idea of a double obligation, not only to the boss but to the customer. He must go into it determined not to undertake to sell anything he does not believe in. Among the advertisements I recommended reading in the dailies are always a certain number of fakes. There are always a certain number of articles sold for far more than they are worth. If a man tackles these, he ought to fail. And if he succeeds, one fake connection—one connection selling something that isn't worth the price asked for it, from bogus mining stock to buttons sold for twenty-five cents and worth five—will stamp his whole career with the wrong impression.

### Is Still True

It's old and it's hackneyed, but it's just as true as ever that honesty is the best policy, and I never make a speech or write an article that I do not try to work that fact in. Honest salesmanship brings the rewards.

It requires a much higher order of ability to become a successful wholesale salesman than to be a success as a retail salesman; but even the retail salesman who makes good will make more money than other men holding positions in a retail store. The important difference between the two is the attitude of the buyer. A retail salesman is approached by a man who comes in a buying mood. The problem of the wholesale salesman is much more difficult and it requires a much greater ability for a young man to take a case of samples, a list of securities, and, most difficult of all, an idea, and get the attention of a possible customer, in his office, surrounded by the perplexities of business and perhaps in an unresponsive mood.

### Must Use Judgment

One of the first things that a young man trying out salesmanship has to learn is when not to try to sell, for there is nothing more fatal than to attempt to sell a man when he is in the wrong mood. The enthusiasm of many a young salesman has carried him "over the top" when the odds were ten to one against him; but he soon learns, if he is a success, to stay in his trench until the going looks good.

I remember one old and experienced salesman who told me very early in my business career that he never attempted to sell a man "on a rainy day or with the wind in the east." I have often thought of that remark, and many a time when I have been trying to sell an idea to somebody I have cancelled an appointment when the weather was bad. The reason underlying this is not foolish or superstitious. Selling ideas is the most difficult of all salesmanship. A man will take a chance on a clear, crisp day that he will not take in an atmosphere which is cold, raw and depressing.

### Should Study Work

This is not, however, an essay on salesmanship, but is intended as a word of advice to young men to aid them in the picking of a profession. If you decide to become a salesman, by all means study salesmanship. Do not think that you can

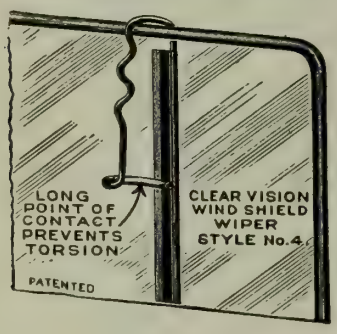
Continued on page 45.

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### WIND SHIELD WIPER

No. 4 Model Clear Vision Windshield Wiper, manufactured by the American Automatic Devices Co. Products, Chicago, is claimed to be the easiest operating windshield made. It is stated that




*Wind Shield Wiper*

it is made of tempered spring wire with indestructible pure rubber squeeze securely fastened in flexible steel frame, scientifically constructed. It is stated it has a high grade baked enamel finish and that it will clean the entire glass with but slight effort.

### STEEL HEATER

No. 8XX Clark heater, the Duchess, manufactured by the Chicago Flexible Shaft Company, Roosevelt Road and Central Avenue, Chicago, it is claimed, is the handsomest heater ever built. It is stated that it is covered with plush in blue, green or maroon shades, that




*Clark Heater*

it is extra wide, highly finished, nickel plated and flanged at both ends. It also has, it is stated, extra heavy body construction and insulation. All outside parts, it is claimed, are quadruple nickel plated, de luxe finish. The heater, it is stated, has side and end heat controls to give perfect heat regulation. There are two fuel drawers, one in each end, to use double charge of fuel if wanted in extreme weather. The heater, it is stated, is twenty-four inches long and weighs twelve pounds.

### "W. & B." WRENCH BOARD

The Whitman & Barnes Manufacturing Company, St. Catharines, Ont., are putting out an attractive new board for displaying their drop forged wrenches. The background, it is stated, is light golden oak, the display card is black with gold lettering.

The wrench board is designed, it is stated, to be of greatest assistance to both the dealer and the purchaser. Each wrench number is plainly marked in red, and wrenches, it is stated, may be had either semi-finished or black enameled finish. As the new board is only 8 inches wide by 28½ inches high, it may be used to advantage, it is claimed, in the window as well as in its more usual location on store column or walls.

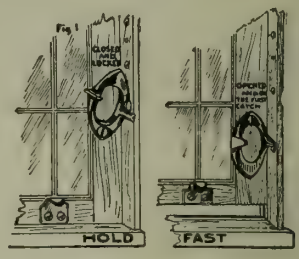
The assortment of ten sizes of double-head wrenches, three of each size, is not intended, it is stated, to be complete or to take the place of the dealer's regular stock. It includes the most popular sizes for general use, and so serves as a guide, it is claimed, to the purchaser as well as a silent, but effective, salesman and stock-keeper for the dealer.




*Wrench Board*

### HOLDFAST WINDOW CATCH

G. S. Whitaker & Co., 117 Wellington Street West, Toronto, are offering to the trade the "Holdfast" window catch and lock, here illustrated. It is claimed that the lock is fool proof, simple and effi-




*Window Fastener*

cient. The catch may be used for holding the window up or fastening it down. The lock is described as being neat, and it is said does not mar the window. The catches are made in oxidized and dull brass finish and sell in half dozen lots to the consumer. The company supplies a demonstrator and silent salesman for use on the retail counter. Complete details will be supplied upon request.

### NEW LIST FOR COLD ROLLED AND DRAWN

A new price list has been issued by the United States mills and adopted by the Canadian mills for cold rolled, cold drawn, turned and polished steel, and as there is apt to be confusion in the minds of buyers when the new list comes out with such radical changes, an explanation of this list may be a help to our readers.

Ever since cold-drawn steel appeared on the market, it has been sold on the basis of a list price for the various sizes and shapes, with a discount which varied according to the market, therefore all quotations were made in the form of a discount. The new list now takes the same form as the hot-rolled steel, or iron bars, namely, a base price with extra for size and shape. It is only necessary for the buyer to know the base price and to add the extra for the particular size or sizes he may be ordering. The base price applies to all material covered by the new price list, that is, the same price base, is applicable to rounds, squares, hexagons and flats, or other shapes. It is not necessary to remember the list price of each individual size and take the discount from it, but all that is required is to remember the extra that the different sizes take over the base price.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THE strike of iron and steel workers in the United States has not yet had any marked effect on the Canadian hardware markets. The consensus of opinion is that if the strike is prolonged many Canadian manufacturers will be seriously inconvenienced. Many Canadian manufacturers are almost wholly dependent upon United States mills for certain requirements and as English steel supplies are available only in limited quantities a lengthy strike would have serious effects in Canada.

One of the first effects of the big American steel strike has been to cause dealers whose stocks were broken to rush to fill them. Those who got their orders in early were successful in obtaining small quantities of sheets and bars. This has left the jobbers with light stocks and they expect it will cost them more to replace their stocks and an advance all around is predicted. The greatest scarcity of stoves, tin and enamelware and furnaces that has been experienced in five years is now keeping many manufacturers wondering how they are going to fill the orders that keep pouring in from all parts of the Dominion. Labor troubles and lessened production are given as causes of the shortage. Supplies of both turpentine and linseed oil are reported very scarce and linseed crushers report in some cases paying a premium of 25 cents per bushel for seed for immediate delivery.

Price changes are again numerous on shelf hardware this week, in most cases prices having advanced to higher levels. Steel products are firm in price, particularly steel sheets and plates. Paint products are firm in price, but it is expected that present prices on ready-mixed paints will prevail for some time. Paint manufacturers have agreed on a plan for the standardization of paint containers, and it is hoped that a great saving will thus be effected.

# MONTREAL MARKETS

MONTREAL, Sept. 25—A large number of items have been advanced in price this week and as far as manufactured steel products are concerned they are on a firm basis. Soldering irons are higher and net prices appear elsewhere. Rolling pins have been moved upward, too. Stove pipe thimbles are on an advanced price basis and net prices will be found in the market items. Poultry netting discounts have been announced so that bookings can now be made on a definite price understanding. Japanned door bolts are marked up 10 per cent. Mop wringers are higher in price. Pliers of one number are marked up as are also various locks. Graphite, mirrors and coppered hat and coat hooks are all higher in price. Jute markets have continued to advance. The only decline made is that for ingot metals, these being quiet and dull.

Strong firming tendencies may be said to apply to steel sheets and plates and higher prices may be looked for. Steel and iron bars, wire and cut nails are also steadily firm, while all wares and stoves, particularly heaters and kindred lines, are firmed as a result of the steel workers' strike in the States.

Altogether, business is excellent and supplies are being shipped out to the country in large volume these days. The tendencies are strong on most commodities. Collections are good.

## *Poultry Netting Prices Are Out; Wringers Up*

**Montreal.**

POULTRY NETTING, WRINGERS.—Prices on poultry netting for orders placed now and for spring delivery are announced. The discount on Canadian Hexagon variety is 15 per cent. for 2 in. mesh and 10 per cent. for 1 in. mesh. U. S. or "lay flat" variety is quoted at a discount of 10 per cent. on 2 in. mesh, or 5 per cent. on 1 in. mesh, applying to Canadian standard list. White mop wringers are higher in price. The present quotations for the various numbers are: No. 1, per dozen, $35; No. 2, $23.50, and No. 4, $34.

## *Pliers and Locks Up; Graphite Advances*

**Toronto.**

PLIERS, LOCKS, GRAPHITE.—Advanced prices are in effect on various lines of locks of Peterboro manufacture, although the increased prices are not yet available. Pliers of the No. 1050 variety are also advanced, and the following net prices apply: 4 in., per doz., $13.50; 5 in., $14.50; 6 in., $15.50; 7 in., $19, and 8 in., $21. Dixon's graphite is quoted in one quarter at a price of 57½c per pound in 1 lb. tins, and at 55c per pound in 5s.

## *Higher Tool Prices; Mirrors Advanced*

**Montreal.**

TOOLS, MIRRORS.—Prices have advanced for Stanley line of tools, and this has previously been outlined. Net prices are just to hand, however, and these, on the average, indicate advances of approximately 15 per cent. Mirrors are higher to the extent of 10 per cent. The "Louise" pattern in 5x7 are quoted at $3 per dozen; 7x9, $4.25; 8x10, $5; XL, 4x6, $2.10 per dozen; 5x7, $2.65; 6x9, $3.40, and 8x10, $4.60.

## *Hat and Coat Hooks; Soldering Irons Up*

**Montreal.**

COAT HOOKS, SOLDER IRONS.—Advanced prices are in effect for coppered hat and coat hooks, the price now ruling for 3 in. size being $1.20 per

gross. Soldering coppers are selling at higher prices, the present quotations being in effect here: Prices per pair, 1 lb., 65c; 2 lb., $1.25; 3 lb., $1.75; 4 lb., $2.35, and 5 lb., $2.90. Handles are priced at 20c per dozen.

## *Rolling Pins Higher; Pipe Thimbles; Bolts*

**Montreal.**

ROLLING PINS, THIMBLES, BOLTS. —Advanced prices are in effect for rolling pins. The advance is about 10 per cent., and ordinary wood handle variety are selling at $2 per doz., and enamelled handled for $2.15. Stove pipe thimbles are advanced, too, the present prices being $6.60 per dozen on 7 in. wall; $7.80 on 7 in. ceiling, and $9 on 7 in. extension. Tower bolts of No. 9 variety, japanned, are quoted higher at the following prices: 3 in., $1.15; 4 in., $1.55; 5 in., $2; 6 in., $2.30; 7 in., $2.70; 8 in., $3; 9 in., $3.40, and 10 in., $3.80.

## *A Firm Undertone On Stoves and Wares*

**Montreal.**

STOVES, WARES.—In view of the fact that the present steel strike in the United States makes the outlook for material an uncertain one, the undertone is a strong one for stoves, heaters and also for various wares. At present the manufacturers are taking care of the trade very satisfactorily and the movement is heavy. Merchants who secure their requirements early will go far toward providing against possible shortages later on, should labor difficulties continue.

## *Rope Moves Slowly; Jute Fibre Firmer*

**Montreal.**

ROPE AND CORDAGE. — Little change of any description has been made in the rope market. The manufacturers report a fair demand but this might be better. There are no indications at present of a change in the basis, as far as prices go. Jute fibres are very strong and advances are being made frequently. Pure manila, base price is 32c per lb.; British or beaver manila, 28c, and sisal, 25c.

## *A Seasonable Sale For Oil and Gasoline*

**Montreal.**

OIL AND GASOLINE.—The basis for coal oil is an unchanged one at 22c to 25c per gallon, according to the grade. The movement is fair and supplies adequate to meet requirements. Gasoline is an active seller and the undertone is steady and unchanged, 33c per gallon being quoted for motor grade.

## *Basis Holds Firm For Wire and Nails*

**Montreal.**

NAILS AND WIRE.—There is a steadily strong undertone to the market for nails. The supplies are ample at present and a heavy sale in the country is obtained for various sizes, a considerable amount of building being conducted in the outlying towns and rural communities. Prices still hold at $4.75 per keg for both standard wire and cut nails. The steel wire basis is without change at $5 base, and the undertone here is also a firm one.

## *Very Firm Undertone On Steel; Iron Bars*

**Montreal.**

STEEL AND IRON.—Naturally, as a result of the steel workers' unrest in the States there has been a firming of the price basis on steel and iron products, but no actual changes have been effected as yet. If the strike difficulties are soon settled it is probable that advances may be held off, otherwise there is every reason to anticipate somewhat higher prices. There is a fairly heavy movement at present and stocks are reasonably satisfactory.

| | |
|---|---|
| Iron finish machinery steel | 3 80 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond too steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *Tendency is Higher For Various Sheets*

**Montreal.**

SHEETS AND PLATES. — While there have been no actual advances in the local markets this week, higher prices are anticipated by some, particularly if the present strike troubles in the United States among steel workers are continued for any length of time. Already prices have been marked up for certain sheets at point of production, and the effects will reach here perhaps within a few days. Tendencies are decidedly upward.

| BLACK SHEETS— | Per 100 lbs. | |
|---|---|---|
| 10 gauge | $5 50 | $6 25 |
| 12 gauge | 5 55 | 6 20 |
| 14 gauge | 5 60 | 6 35 |
| 16 gauge | 5 70 | 6 50 |
| 18-20 gauge | .... | 6 35 |
| 22-24 gauge | .... | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 23 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | $8 65 | $9 25 |
| 28 gauge | 8 30 | 8 85 |
| 26 gauge | .... | 8 50 |
| 22 and 24 gauge | 7 70 | 8 35 |
| 20 gauge | 7 50 | 8 35 |
| 18 gauge | 7 50 | 8 35 |
| 16 gauge | 7 30 | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 8 35 |
| 26 gauge | .... | 8 10 |
| 24 gauge | .... | 7 40 |
| 22 gauge | .... | 7 30 |
| 18 and 20 gauge | .... | 7 00 |

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Lead Products Are Moving Seasonably*

**Montreal.**

LEAD PRODUCTS.—For the most part there has been but little change in the market undertone. Local conditions among the plumbing trade are none too satisfactory and there has been quite a determined effort to tie the activities of the master plumbers up through the strike. It is hoped that within a reasonably short while there will be a diminution of this trouble, when buying will again be larger.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 36½ |
| Solder, strictly, lb. | .... | 0 32 |
| Strictly, commercial, lb. | .... | 0 31 |
| Solder, wiping, lb. | .... | 0 29 |
| Solder wire (8 gauge)— | | |
| 40/60 | .... | 0 36 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 17 |
| Do., broken lots | .... | 0 18 |

## *May be More Sale For Old Materials*

**Montreal.**

OLD MATERIAL.—At the present time there is very little new feature to report. The movement has been rather a limited one, and until some definite trend can be forecast in the present unrest among steel workers it is impossible to say whether there will be much change of a quotable nature. The tendencies, if the steel strike lasts, would naturally be of a firming nature.

| Dealers' Buying Prices— | | |
|---|---|---|
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | .... | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | .... | 0 15 |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Malleable scrap (ton) | .... | 15 00 |

## *Some Weakness Shows For Ingot Metals*

**Montreal.**

INGOT METALS.—Considerable quiet prevails. There has, for the most part, been an easing of the tendencies for most ingots, and at present there is little inclination to buy for any length of time ahead.

COPPER.—Weaker. The movement is decidedly a small one, and 25c per pound is quoted.

TIN.—Some of the mills are reported closed and prices are weaker in consequence of a lighter selling movement. Price is reduced 2c, to 59c per pound.

SPELTER.—Some of the galvanizing plants are closed; there is little demand, and the prices are weaker at 9¾c per pound.

ANTIMONY.—The domestic business is a limited one, and the sales made are effected on the basis of ¼c per pound less, at 9½c.

LEAD.—This metal holds, and no quotable change has been made, the price remaining at 7½c per pound.

ALUMINUM.—Little trading and no quotable change. Price 35c per pound.

PIG IRON.—What limited business there is has been effected at $50 per ton.

# TORONTO MARKETS

TORONTO, September 25—Increasing difficulty is being experienced in getting many lines of metal goods and this situation, it is expected, is going to grow worse instead of better. The first effects of the big steel strike in the United States are already showing in a rush by dealers whose stocks are low to secure sheets, bars and other lines. The first few who placed their orders got some goods, but as jobbers' stocks were not large, many have had to go without. There is every indication that prices will be higher, although no changes have been made yet in either sheets or bars.

A general advance of ten per cent. has been made in cant hooks and peavies. Higher quotations are also in effect on Universal food choppers, American large head roofing nails, building paper, machine screws, Rogers 1847 silver, galvanized poultry netting.

There is every indication that leather goods and belting may be advanced shortly as firms who have been maintaining on old prices cannot replace their stocks at former figures.

It is announced that prices on rubber garden hose for the next season will show no change.

Business in general is reported excellent and collections good.

## *Rubber Garden Hose Will Remain the Same*

**Toronto.**

RUBBER GARDEN HOSE.—It is announced that the prices of rubber garden hose for the next season will hold without change. An improvement in shipping conditions by which supplies of raw materials are being secured is a factor in maintaining present price levels.

## *Advance is Made in Rogers 1847 Silver*

**Toronto**

ROGERS 1847 SILVER.—The discount on Rogers 1847 silver is now 32½ instead of 30 and 10 per cent. Lines sold on a net basis are advanced in proportion.

## *Poultry Netting Moving Upwards*

**Toronto.**

POULTRY NETTING.—Higher prices are now effective on galvanized poultry netting. The new quotations are as follows: 2 in. mesh Canadian pattern, discount fifteen per cent.; 1 in. mesh, Canadian pattern, discount ten per cent.; 2 in. mesh, American pattern, discount 10 per cent.; 1 in. mesh, American pattern, discount 5 per cent.

## *Food Choppers Move To Higher Levels*

**Toronto.**

UNIVERSAL FOOD CHOPPERS.—Higher quotations have been named on Universal Food Choppers and the prices are as follows: Nos. 0, 1, 2 and 3, $22.80, $28.00, $33.75, $44.75.

## *Cant Hooks, Peavies Advance 10 Per Cent.*

**Toronto.**

CANT HOOKS, PEAVIES.—A general advance of ten per cent. has been made in the quotations on cant hooks and peavies. Higher costs of production and materials are given as the cause for this increase.

## *Building Paper Joins the Upward Movement*

**Toronto.**

BUILDING PAPER.—An upward revision has been made in the quotations on building paper and the figures are as follows: Dry No. 1, per roll, $1.23; Dry No. 2, per roll, 64 cents; tarred No. 1, $1.35 per roll; tarred No. 2, 82 cents per roll; Surprise, 70 cents; tarred felt, $5.-15 per hundred pounds; carpet felt, $5.00 per hundred pounds.

## *Roofing Nails Are Revised Upwards*

**Toronto.**

ROOFING NAILS.—American large head roofing nails have been advanced. The new quotations are made on the basis of $8.75 per hundred pounds, and in twenty-five pound boxes, $9.75.

## *Market Stiffens in Machine Screws*

**Toronto.**

MACHINE SCREWS.—The market for machine screws is stiffening and new and higher quotations are now in effect as follows: Flat and round head steel screws, cut, 37½ and 10; rolled, 67½; oval and finister head, cut, 30; rolled, 62½; flat and round head brass, cut, 30; rolled, 42½; oval and finister head brass, cut, 15; rolled, 32½.

## *Nails Selling Well; Wire Holds Firmly*

**Toronto.**

NAILS, WIRE.—A brisk demand continues for nails. Prices show no change. Just what effect the steel strike may have on the situation is not yet apparent. Quotations on nails are as follows: Wire nails, $4.75 per hundred pounds base; cut nails, $4.75.

There is a good demand for smooth steel wire. Prices are holding steady at $5.00 per 100 pounds base.

## *Prices of Belting May Advance Shortly*

**Toronto.**

BELTING.—While no changes have yet been made in the prices of belting, it is expected that an advance will be made shortly. Dealers state that their old stocks are rapidly becoming exhausted as a result of steady business, and that they cannot replace them at former figures. Higher production costs and higher prices for hides are a big factor in this situation.

## *Coal Oil, Gasoline Remain Unchanged*

**Toronto.**

COAL OIL, GASOLINE.—Prices of coal oil remain steady at from 21½ cents to 24½ cents per gallon, according to grade. Gasoline is steady also at 32 cents. It is stated that no immediate changes in prices of either gasoline or coal oil are expected.

## *Market Stiffening in Steel and Iron Bars*

**Toronto.**

IRON AND STEEL BARS.—A general stiffening of prices is likely as a result of the American steel strike. Some fairly large orders have been placed in anticipation of trouble, but whether deliveries will be made is not at present known. The demand has been active. No one in the trade is looking for lower prices even if the big strike should be settled as production costs have been advancing steadily. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | .... | 4 50 |
| Band steel | .... | 4 25 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Boiler Tubes and Wrought Pipe Steady*

**Toronto.**

BOILER TUBES, WROUGHT PIPE.—It is too early yet to state what effects the steel strike will have on these lines, but in some circles an advance is expected. In the meantime prices are holding without change as follows:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Market For Sheets and Plates is Strong*

**Toronto.**

SHEETS, PLATES.—There has been a rush to secure these lines and many have had to go without the goods they wanted as there was not enough to go around. If the American steel strike continues for any length of time an advance in prices, it is stated, is inevitable. The range of prices is as follows:

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | 4 75 | 5 45 |
| 16 gauge | 4 85 | 5 60 |
| 18-20 gauge | 5 70 | 6 15 |
| 22-24 gauge | 5 75 | 6 20 |
| 26 gauge | 5 80 | 6 30 |
| 28 gauge | 5 90 | 6 45 |
| 3-16 inch plate | 4 75 | 6 25 |
| ¼-inch boiler plate | 4 25 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

| GALVANIZED SHEETS. | | |
|---|---|---|
| 10¾ oz. | $7 80 | $8 00 $8 85 |
| U.S. 28 | 7 40 | 7 60 8 30 |
| U.S. 26 | 7 10 | 7 30 7 90 |
| 22 and 24 | 6 95 | 7 15 7 65 |
| 18 and 20 | 6 80 | 7 00 7 45 |
| 16 | 6 65 | 6 85 7 25 |
| 12 and 14 | 6 50 | 6 70 7 05 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Firmer Prices Rule in the Scrap Market*

**Toronto.**

OLD MATERIALS.—Firmer prices are effective in the scrap market, and a good volume of business is being handled. Shipments are still being made to the United States, but it is expected that the strike may have an effect on this business shortly. Quotations are as follows:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 11 00 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red Brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | .... | 0 03¼ |

## *Corrugated Sheets Likely to Advance*

**Toronto.**

CORRUGATED SHEETS.—There is every indication of an advance shortly in the price of corrugated sheets. The matter, it is stated, is under advisement at the present time and an announcement may be made very shortly. Business is reported as fairly active. Quotations at present are as follows:

| Corrugated Sheets— | Per 100 Square Feet Galv'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Stoves, Wares and Furnaces Are Scarce*

**Toronto.**

STOVES, WARES.—"There is a greater scarcity of stoves, wares and furnaces than we have experienced in five years," said one of the largest manufacturers in discussing the situation. Prices, it is expected, will advance as a result of the steel strike affecting raw materials. In the meantime orders continue to pour in for these goods far faster than the manufacturers can fill them. Business is coming in from all parts of the Dominion. The outlook is that many shipments will be greatly delayed owing to production difficulties.

## *Prices of Cordage Are Holding Firmly*

**Toronto.**

CORDAGE.—Only a fair volume of business is being handled in these lines. Prices show no changes and are as follows: Pure manila 32c per pound, base; Beaver or British manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25c per pound, base.

## *Prices Are Firm For Lead and Zinc*

**Toronto.**

LEAD AND ZINC PRODUCTS.—The market in these lines is firm and a good volume of business is reported. Quotations are as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 6 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 38½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Firm Prices Rule For Ingot Metals*

**Toronto.**

INGOT METALS.—The market for ingot metals is firm with the exception of tin, which is slightly easier. A good volume of business is being handled.

COPPER.—Copper is holding steady at 27 cents, with no indications of any immediate change.

TIN.—Tin is down a little, quotations ranging around 57½ cents. A fair volume of business is being handled.

LEAD.—There is a good demand for lead at seven cents. No immediate change in this figure is anticipated.

SPELTER.—Spelter is a little easier, the quotations being on the basis of 9¼ cents a pound. Trade is only fair.

ANTIMONY.—There is a fairly active demand for antimony, at from 10 to 11 cents a pound, many sales being made at 10½ cents.

ALUMINUM.—Business in aluminum is only fair and prices show little change, quotations being around 35 cents per pound.

# WINNIPEG MARKETS

WINNIPEG, Sept. 25—Price changes during the week are fairly limited, affecting only the following lines: Boxwood rules, Enterprise food choppers and measuring tapes, all of which show advances in price. The balance of the hardware lines hold firm at former quotations, but from present indications the market tendencies on most lines are for higher prices.

Business in all lines continues very brisk and at present indications point to a big fall trade unless the present weather conditions seriously affect the wheat crop.

## *Spring Bookings on Poultry Netting*

**Winnipeg.**

Bookings are now being taken by the Winnipeg jobbers on poultry netting for spring delivery at present prices, which are confirmed as follows: 1 in. mesh, 24 in., $6.30; 30 in., $7.65; 36 in., $9; 2 in. mesh, 24 in., $3.05; 30 in., $3.60; 36 in., $4.20; 48 in., $5.60; 60 in., $6.95; 72 in., $8.30 per roll.

## *Boxwood Rules Up About 10%*

**Winnipeg.**

New prices have just been issued on boxwood rules showing a general advance of approximately 10 per cent. over former quotations, due to the increased cost of production, and the new selling prices now in effect are given below:

Boxwood Rules.—No. 32, $7.80 dozen; 36, $5.10; 62, $8.95; 84, $7.05; 52, $8.10; 53, $5.10; 53½, $9; 54, $9.80; 51, $3.70; 69, $2; 68, $2.35; 70, $6.60; 61, $2.95; 66½, $6.70; 66¾, $6.90; 66¼, $7.75.

## *Taylor-Forbes Lines Slightly Advanced*

**Winnipeg.**

Taylor Forbes Co. have just issued new prices on all their products, which show a general advance of approximately 5 per cent., due to increased wages and shorter working hours. While there is no change as yet in the Winnipeg selling prices, new prices will be announced as soon as it is necessary to replenish stocks on the new basis. The lines which will be affected include Mrs. Potts' irons,

grindstone fixtures, harness hooks, thumb latches, and many other staple lines.

## *Enterprise Line Up From 5 to 10%*

**Winnipeg.**

The Enterprise Manufacturing Co. have just issued new jobbing prices on their food choppers, showing an increase of from 5 to 10 per cent. over former prices and are effective at once. New prices now ruling are given as follows:

Enterprise Food Choppers.—No. 5, $3.50 each; No. 10, $5.50; No. 12, $5; No. 22, $8.50; No. 32, $11.

Extra Knives—No. 5, 44c each; No. 10, 50c; No. 12, 50c; No. 22, 72c; No. 32, $1.

Extra Plates.—No. 5, 50c each; No. 10, $1; No. 12, $1; No. 22, $1.25; No. 32, $2.10.

Extra Cranks.—No. 5, 50c each; No. 10, 60c; No. 12, 72c; No. 22, $1; No. 32, $1.25.

Thumb Screws.—No. 5, 28c each; No. 10, 33c; No. 12, 33c; No. 22, 33c; No. 32, 38c.

Stuffing Attachments.—No. 5, $1.15 each; No. 10, $1.45; No. 12, $1.45; No. 22, $1.60; No. 32, $1.80.

## *Measuring Tapes Up About 10%*

**Winnipeg.**

Prices on measuring tapes have been advanced during the week based on new lists issued by the Lufkin Rule Co., and show an advance of approximately 10 per cent., due to increased manufacturing costs. New prices now in effect are as follows:

Measuring Tapes—No. 710, $4.45; No. 713, $5.95; No. 14, $7.15; No. 63, $4.65; No. 265, $6; No. 266, $7.50; No. 100, $3.25; No. 103, $4.75; No. 105, $6.80; No. 603, $3.30; No. 604, $3.65; No. 606, $5; No. 240, $2.95; No. 243, $4.10; No. 245, $5.15; No. 246, $6.65; No. 1033, $14.15; No. 1035, $18.45; No. 143, $7.54; No. 145, $10.10; No. 165A, $1.80; No. 3143, $4.55.

## *Wrought Pipe Prices Are Firm*

**Winnipeg.**

Prices on wrought iron pipe hold firm on the local market with the usual demand. Stocks in general are only moderate as mills are in many cases unable to make deliveries in certain sizes. With the present labor unrest and advancing markets in many hardware lines, new prices on pipe would not be surprising. To-day's ruling prices are as given below:

**WROUGHT IRON PIPE**

| | Per 100 ft. Black | Galvd. |
|---|---|---|
| ¼ in. | $4 91 | $7 20 |
| ⅜ in. | 5 00 | 7 34 |
| ½ in. | 6 66 | 8 37 |
| ¾ in. | 8 33 | 10 71 |
| 1 in. | 12 33 | 15 75 |
| 1¼ in. | 16 65 | 21 29 |
| 1½ in. | 19 94 | 25 43 |
| 2 in. | 26 82 | 34 25 |
| 2½ in. | 43 07 | 54 77 |
| 3 in. | 56 40 | 71 70 |
| 3½ in. | 73 86 | ..... |
| 4 in. | 87 25 | ..... |
| 4½ in. | 100 26 | ..... |
| 5 in. | 116 82 | ..... |
| 6 in. | 151 52 | ..... |

## *Paint Materials Hold Firm*

**Winnipeg.**

Turpentine prices continue firm on the local market and no immediate change is anticipated as exports are still reported heavy, while stocks are below normal. The local demand is reported very limited at present. To-day's ruling prices are confirmed as follows: Turpentine, bbl. lots, $2.70 gal.; ½ bbls, $2.73; 5-gal. lots, $2.75; 1-gal. lots, $2.75, plus the usual extras for containers. Linseed oil prices show no change during the past week, holding firm after the recent drop of 10c per gallon. Flax seed prices show a firm tendency and no immediate change is anticipated. To-day's market prices are given below: Raw linseed oil, $2 per gal.; boiled, $2.03 per gal.

# LONDON MARKETS

LONDON, ONT., Sept. 25.—Among lines which have advanced in price during the week are air waste and stop cocks, turpentine, shaft tips, calf meal, halters, seeders, cultivators. Business continues seasonably good. Fall lines are in good demand. Silverware, cutlery, etc., for Christmas trade is being bought early this year on account of shortage in these lines. Prices generally are very firm. Collections are excellent.

## *New Net Prices on Stanley Goods*

**London, Ont.**

In last issue an advance in Stanley goods was announced. New net prices are now available as follows, increases running from 10 to 15 per cent.

SCREW DRIVERS.—No. 70 x 3 in., $2.70; 4 in., $2.90; 5 in., $3.25; 6 in., $3.55; 7 in., $4.20; 8 in., $4.60; 10 in., $5.60 dozen.

No. 80 x 3 in., $2.10; 4 in., $2.45; 5 in., $2.55; 6 in., $2.75; 7 in., $3.15; 8 in., $3.75; 10 in., $4.35.

No. 20 x 3 in., $3 35; 4 in., $4.05; 5 in., $4.75; 6 in., $5.70; 7 in., $6.10 dozen.

No. 20 x 8 in., $7.05; 9 in., $7.90; 10 in., $8.90 dozen.

MITRE BOXES.—No. 50½, $9.15; No. 240, $18.55; No. 242, $19.00; No. 244, $19.45; No. 246, $19.95; No. 358, $22.85 each.

LEVELS.—No. 00, $12.95; No. 0, $14.40; No. 3, $25.25; No. 5, $32.20; No. 104, $9.70; No. 30, $2.95; No. 35, $2.55; No. 45½, $4.00; No. 48, $4.10; No. 36 x 12 in., $2.80; 18 in., $3.30; 24 in., $3.75 each.

BIT BRACES.—No. 966 x 10 in., sweep, 95c; No. 965 x 10 in. sweep, $1.90; No. 946 x 10 in. sweep, $1.70; No. 945 x 10 in. sweep, $2.70; No. 975 x 10 in. sweep, $1.65; No. 915 x 8 in. sweep, $3.10; 10 in. sweep, $3 15; 12 in. sweep, $3.25; 14 in. sweep, $3.35; No. 921 x 10 in. sweep, $4.40; 12 in. sweep, $4.45; No. 919 x 10 in. sweep, $4.80 each.

WOOD HANDLE SLIDING TEE LEVELS.—No. 25 x 6 in., $6.70; 8 in., $7.50; 10 in., $7.80; 12 in., $8.75 dozen.

LEVEL GLASSES.—1 in., 75c; 1¼ in., 75c; 1½ in., 75c; 1¾ in., 80c; 2 in., 85c; 2½ in., 95c; 3 in., $1.05; 3½ in., $1.10 dozen.

PLANES.—No. 3, $4.25; No. 4, $4.60; No. 4½, $5.30; No. 5, $5.30; No. 6, $6.80; No. 7, $7.80; No. 8, $9.30; No. 9½, $2.20; No. 9¾, $2.70; No. 16, $2.45; No. 17, $2.75; No. 18, $2.70; No. 26, $3.15; No. 35, $3.55; No. 36, $4.00; No. 101, 42c; No. 102. 80c; No. 103, $1.12; No. 110, $1.10; No. 130, $1.60; No. 140, $2.85 each.

BOXWOOD RULES.—No. 51, $3.55; No. 53, $6.15; No. 54, $9.35; No. 61, $2.65; No. 62, $8.55; No. 66½, $6.45; No. 68, $2.40; No. 70, $4.25; No. 84, $6.75 dozen.

WOOD HANDLE TRY SQUARES.—No. 20 x 4½ in., $5.85; 6 in., $7.85; 7½ in., $8.55; 8 in., $8.80; 9 in., $10.95; 10 in., $11.85; 12 in., $14.60 dozen.

## *Stop and Air Cocks Higher*

**London, Ont.**

New and higher prices have become effective on air, stop and waste cocks, with new discounts as follows:

Air cocks, 50-5 per cent. off list; stop and waste cocks, 38 per cent. off list; stop cocks, 38 per cent. off list; square head brass stop cocks, 23 per cent. off list.

# PITTSBURGH MARKETS

PITTSBURGH, Pa., September 23.—At this writing it is quite impossible to gauge the extent or make any attempt to estimate the duration of the strike in the iron and steel industry. The matter rests not so much upon the proportion of men going on strike at the outset as upon whether the movement gains or loses as the days pass. An important fact is that it is much easier to induce a man not to work than to induce him to work. If he attempts to go to work the strikers can fine him and employ the familiar methods of intimidation. If he stays away from work those who want to work are quite certain not to hunt him up and threaten him if he does not work. Undoubtedly the strike leaders depend much upon mob psychology to carry their point. Nor can the amount of idleness in the iron and steel industry be measured by the proportion of men who strike, first because a few strikers may close a plant because it cannot operate with a certain department idle, and second, because there are such ramifications between plants. A strike tying up the lake vessels that

carry iron ore would not affect the blast furnaces, as nearly all the season's ore has been moved, the full movement of one navigation season being sufficient to carry the furnaces into May or June the following year. Of the many cases in the opposite direction one may be cited. The foundries making ingot moulds for the steel works use direct metal from the blast furnace (no cupolas), and if the steel works close they do not need ingot moulds. Accordingly, the ingot mould foundry closes, the blast furnace must bank and the blast furnace suspends shipments of coke whereby coke ovens are made idle. At the other end of the chain there may be a rolling mill which uses purchased steel. Its men may be ready to work, but the stock of steel is small, hence, eventually the finishing mill would have to close if the steel producing mill closed. Thus the closing simply of steel producing plants would close coke works at one end of the chain and finishing mills producing merchant bars, sheets, tin plate, etc., at the other end of the chain

### Who are the Strikers?

Just who the strikers are is well defined. William Z. Foster, secretary-treasurer of the general organizing committee, and the leader in the Pittsburgh district; Fitzpatrick, the chairman, being in Chicago, was formerly an I.W.W. man and left the organization years ago upon being defeated in his aspiration to be editor of Solidarity, the I.W.W. official publication, joining the A. F. of L. with the statement that he intended to "bore from within." A pamphlet he wrote years ago, advocating the most lawless methods, is now being circulated to show his real character, which undoubtedly has not changed. Even as to the "24 unions" which the organizing committee was formed to represent, there is not unanimity. The officials made an effort to conceal the fact that the session occupying Wednesday and Thursday of last week was for the purpose of discussing whether the strike order should be recalled in view of the White House conference on labor, scheduled for Oct. 6, asserting that the subject was not being discussed, the meeting being for the purpose of making plans for the strike, but it became known positively that there was much dicussion of that subject, and in the letter the organizers sent to President Wilson the statement is made that they carefully considered for two days the matter of calling off the strike.

Just how many of the 24 unions were in favor of postponement is not known, but on Friday, the day after the conference adjourned, one of the unions, the International Union of Steam and Operating Engineers, sent an order to all its locals, saying that the officials were in favor of awaiting the result of the labor conference of October 6, and saying "all members are instructed to refrain from affiliating themselves in any way with the proposed strike." There may be several unions, anything short of a majority of the 24, to take similar action. As to the American Federation of Labor itself, its position is not clear. The strike is by individual unions banded together, not by the federation itself, and it is generally believed that Samual Gompers, president of the federation, is opposed to the strike.

### Is There a Strike Fund?

As to funds, it does not appear that there is any large strike fund. Foster made a curious statement more than a week ago, to the effect that strike benefits would be paid to strikers who had not joined as well as to those who had. Joining, at least in the case of a large part of the common labor taken in, consisted in the joiner paying $3, of which the organizer received $2 as payment for his work. Unions like the boiler makers, machinists, etc., may have much money, and as the great bulk of their membership is outside the steel industry, they can raise funds, but it is quite improbable that any of the funds would be diverted to payment of strike benefits to men not members of their respective crafts.

Considering all the information now available practically all the chances are that the strike will either fail shortly or will develop into an I.W.W. or Bolshevist movement. A regularly conducted strike such as union men usually plan to have seems entirely improbable.

A fortnight or more ago it was a common idea among iron and steel producers that if there was any prospect of trouble at any particular plant, that plant should be closed at once so as to "beat the men to it." This idea was abandoned a week or so ago by almost all the producers, through their concluding that it was improper to take the risk of closing a plant that might otherwise have been able to run, as public sentiment might be adverse. A few plants in the Pittsburgh district were closed before the end of last week. In the case of the two at Brackenridge the officials made a statement that the closing was for the purpose of giving the men opportunity to hold meetings Saturday to decide whether or not they desired to strike.

### Stocks Are Normal

Jobbers and manufacturing consumers of steel have approximately their normal stocks, and much larger stocks than they had last April and May, when buyers of steel had no confidence in the future of prices and were conducting business on a strictly hand to mouth basis. Normal stocks, however, are not large stocks, except in the case of a few manufacturing industries like the automobile industry. While jobbers' stocks would last for several weeks in fair shape, and for longer periods in broken condition, they would last but a very short time should consumers who ordinarily draw supplies from mills turn to jobbers instead. This, however, is quite improbable, as the cost would be too high. Moreover, it was understood several days ago that many jobbers had already planned to advance prices promptly in the event of any scarcity developing, so as to make as much money as possible out of their position. As this might be regarded as "profiteering," many jobbers may refrain from advancing prices in the event of a scarcity.

### The Strike Report

A rough guess would be that one-third of the iron and steel industry of the United States is idle on account of the strike. In some cases there are men willing to work, but the department is unable to run on account of other departments being on strike. The Chicago district is largely closed; the Wheeling district is practically altogether closed, or will be within a day or two. The Youngstown district is three-fourths closed, and the Pittsburgh district, including the Monongahela Valley, is operating almost full. Various detached plants are but little affected. Steel officials are strongly of the opinion that if the Monongahela Valley can be kept operating as well as at present, the men now on strike in other districts will return to work. The Carnegie Steel Co. has twenty-seven blast furnaces in the Monongahela Valley, of which twenty-two were operating and eleven are now banked, the other eleven being in full operation. At the steel works at these same points the operations are very good, as Duquesne is operating one hundred per cent., Edgar Thompson is operating practically full, and Homestead nearly full. The strike is confined entirely to the foreign-born labor. Officials of the steel companies state that the strike situation is somewhat better than they expected, and while they regard it as premature to predict that the strike will play out in a week or two, they have strong hopes in that direction.

## PAINT TRADE ACTIVE

"The paint and color trade seems to be immune to the troubles that are affecting practically all other departments of industry; strikes and threatened strikes, universal unrest due to high costs of living, and all the other agencies, disorganizing the business of the country, have not as yet placed their blighting influences upon it," says the "Journal of Commerce." "A building boom, country-wide, despite the extreme altitude of the cost of everything entering into construction, including wages, has caused a demand for paint such as has seldom if ever before been known in the summer season. Manufacturers of all products in this line continue to be largely oversold and are taxed to the outmost of their capacity to meet the urgent demands made upon them for deliveries on orders booked long since, while new business in large volume continues to come in."

## CORRECTION

On page 69 of the September 20 issue of HARDWARE AND METAL the address of the Toronto branch of the Ottawa Paint Works was inadvertently given at 135 Duchess Street, whereas it should reach 153 Duchess Street. The Vancouver branch was shown at 153 Parker and Raymer Streets. This should have read Parker and Raymer Streets only.

## HOW LONG WILL THE STEEL STRIKE LAST?

Continued from page 31

George Caverhill, head of the firm of Caverhill, Learmont and Company, stated that there had been as favorable a delivery of hardware requirements from the United States, to date, as there was a year ago. Mr. Caverhill thinks that there is some supply of raw material on hand to take care of the trade for some little time should supplies be cut off through the strike. There has been a good tone to business and the outlook is a satisfactory one.

Edward Goodwill, manager of the Thos. Davidson Manufacturing Co., Ltd., stated that the Canadian manufacturer was largely, in fact almost wholly, dependent upon the United States mills for his requirements. Of late deliveries have been much improved and yet the manufacturer has required a great deal of material and this has been utilized to a great extent, there being little surplus at the present time. It would be a serious matter, Mr. Goodwill thinks, if the strike were prolonged. For instance, English steel supplies are not yet available in anything like large quantities. The time will come when Canada will have supplies right at home, but it was pointed out that these will not be available for some months yet—probably not before next year. Mr. Goodwill believes that the trade will make no mistake in protecting themselves on their requirements early.

### IS IT BOLSHEVISM?

The American Metal Market and Daily Iron and Steel Report discusses the situation editorially as follows:

"Whatever be the outcome of the iron and steel strike, whether a few days hence or later, one thing it will make clear and that is that the issue is not one of the workmen in iron and steel plants seeking higher wages or better working conditions from their employers, but of outside agitators stirring up trouble for their own personal benefit.

During the progress of the agitation it was perfectly clear that the agitators were appealing almost solely to the ignorant workmen. Their arguments were of the most elementary character, the chief one being that the initiation fee was $3 then, but would be raised to $25 or $50 later. The first day of the strike showed that those who struck were almost wholly the foreign born, it being a strike of common labor, which has had such stupendous wage advances, particularly in the past three years. Obviously if this were a regular organization movement it would have appealed more to the skilled workman than to common labor, yet the reverse was the case.

### Scores Foster

There was a very distinct bolshevist element in the conduct of the "organization" campaign. This cropped out constantly in the speeches of the agitators. The record of Foster, one of the important leaders, was uncovered, how he had been an I. W. W. man of the most rabid type, counseling bloodshed and all manner of violence, and asserting that "the wage system" was the greatest crime in all history.

There is no record of Samuel Gompers, president of the American Federation of Labor, expressing approval of the strike. There has been much reason to believe that Mr. Gompers was opposed to the strike and did not stop it because he was unable to do so.

### Not All Approved

While the 24 unions that constituted the committee for "organizing" iron and steel workers are affiliated with the American Federation of Labor, it became well known that not all the unions approved calling the strike at this time, and perhaps only a bare majority favored going ahead with the operation. It is on record that one of the 24 unions, the day after the Pittsburgh conference to consider calling off the strike adjourned, issued an order to all its locals not to strike. That was the International Union of Steam and Operating Engineers.

The whole thing is marked as a bolshevist movement, and when it fails, as it eventually must, another and very strong record will have been written against such movements.

## PEOPLE WILL PAY THE PRICE

Discussing trade conditions with a large retailer in Montreal, HARDWARE AND METAL was informed that the average customer invariably will pay the price for an average article regardless of its cost.

"It is remarkable," said this merchant, "how people will continue to pay the high prices. Of course we have to charge more money for our goods, but the people want the goods and they will have them."

Here is another case in support of the contention so often made by HARDWARE AND METAL that high-class hardware will always find buyers. It reminds the writer of an interview he had recently with a Montreal retailer: "You cannot sell the goods if you haven't got them," he said. And again: "They want goods that are reliable, too."

The retailer of 1919 who is "sawing wood," so to speak, is making good. He it is who is pulling profits. He will continue in the same course if he attends to his own opportunities and embraces them.

J. B. Jackson, Ltd., capital $200,000, head office Simcoe, Ont., plans to manufacture and deal in building materials, petroleum products and machinery and supplies.




*One of the best methods of boosting the fall painting idea is by attractive window displays. There is a lot of painting to be done this season all over Canada and the hardware merchant who goes after the business can make some nice profits for his paint department.*




# Buying for the Spring of 1920

## Don't Let the Profits of Your Live Sellers Be Eaten Up With Losses in Overhead Charges on Dead Stock and Unearned Interest of Capital That Does Not Keep Moving Actively

"GOODS well bought are half sold," applies to paints and varnishes as to any other line. The season for buying 1920 spring stock is at hand. That means plans for 1920 spring business on the part of everybody in the trade have started, or are in the embryo stage.

There is scarcely anyone who has not made mistakes in buying. Either too much has been stocked or too little. Too much of a slow selling line has been taken on or too little of a fast selling line has been booked to meet the rush demand of the season. We all learn by mistakes.

But there are some paint and varnish dealers who make errors in the broader principles of buying their stock that can scarcely be scored up against any average lack of judgment. These consist of direct violation of sound business conduct. And there are as many errors of omission as there are of commission.

### Important Factors

Two factors should be mainly considered in buying. These are available capital and shelf space, which also involves overhead expense.

Unless a man is conducting a paint and varnish store solely, he should carefully calculate the amount of capital he can devote to his paint and varnish department. There is a tendency, where spring dating is allowed, to speculate on what the spring will bring forth. Even though spring dating is taken advantage of, a conservative attitude should be taken. Buying should be done as though the goods were for immediate delivery on the usual terms. This eliminates any tendency towards betting on the future and plays "safety first" from a purely business standpoint.

### Quantity of Stock

There are, of course, several considerations to be made in connection with allotting the amount of capital to be invested. Under present abnormal conditions only sufficient stock should be booked to permit of its being reduced to the very minimum when the active season closes next summer. Taking into calculation the demand experienced for paints and varnishes during the past two years, the allotment should also be made on what the probable demand will be for the spring of 1920.

Those in the know do not anticipate that the demand will slacken, in fact with the present progressive co-operative advertising campaigns being carried on in both Canada and the United States, it is expected that the demand will go steadily forward.

The paint and varnish trade has had so many scares about what will happen owing to high prices and other abnormal conditions, that merchants are now becoming hardened to the fact that business has kept on increasing in spite of the unrealized calamities that were prophesied from time to time.

### Know Local Conditions

Every paint and varnish dealer knows, or should know, his own local conditions better than anyone else and should reckon accordingly.

Where a hardware merchant contemplates pushing his paint department more extensively, due allowance for an extra expenditure of capital should be made in proportion to the amount of advertising and effort he intends to put forward.

Taking all these factors into consideration, and having made the allotment, stick to it and do not depart from it, unless of course capitalization has been increased in the meantime.

### Other Departments

Due regard must always be given to the other departments of the store. The relative proportion of capital invested in paints and varnishes to investments in other departments must be kept balanced. Where a general hardware, paint and varnish stock is kept, one department must not be overloaded and another starved. All the eggs in one basket is an axiom that scarcely need be repeated, yet it is surprising how frequently this condition pretty nearly applies in a great many stores.

Shelf space, a large percentage of which means overhead charges, is secondary only in its importance to capital. Every paint manufacturer and salesman is highly delighted to see his particular line bountifully and prominently displayed on a dealer's shelves if the dealer can pay for it. An overstock of paints and varnishes that is in excess of the demands of the community is not only a means of tieing up unearning capital, but it means that the overhead expense value of that stock unduly increases every day. This is especially true if at the end of the active season there remains on hand a surplus stock that must be carried over till the following season. Usually such overstocking consists of slow selling sizes

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Moores
Paints
READY
MIXED
Quality and Customer Satisfaction backed by a Guarantee to the Consumer:
"Guaranteed absolutely satisfactory or money refunded."
"Save the surface and you save all" Paint & Varnish
This guarantee is only one of the features which make Our Agency Proposition so attractive. A Moore Agency means
BETTER PRICES - BIGGER PROFITS
Always glad to send color cards and prices on request
Benjamin Moore & Co.,
Limited
TORONTO

and colors. Such a condition is a decided handicap to the dealer when the sorting season comes around. He finds himself tied up with capital that cannot be quickly realized on and he is unable to reinvest in lines that are in demand. Not infrequently dealers are found who are unable to take advantage of current demands because their capital and shelf space are tied up with goods that they cannot liquidate on.

It is not to be inferred that the paint department should not be placed up front or given the prominence that advertising paint houses urge upon dealers. By all means take every advantage of the advertising value that a full display gives. But as with capital investment do so in proportion to the other departments of the store.

**The Real Essentials**

The whole question largely resolves itself down to a determination of what the minimum investment of capital and shelf space should be in order that the maximum turnover may be realized.

Condensation and concentration are principles that can be applied very well to accomplish this end.

If it is up to the dealer to change his line, or choose a line to begin with, he should settle upon one line and one line alone. There may be slight immediate advantages in stocking two or more lines of colors, an extra sale here and there may be made with two brands on hand, but if there is any salesmanship in the store's staff, and there is any merit in the one brand selected, then that one brand should be sufficient.

Comparing the advantages of investment of capital and shelf space in one line against duplicate investment in two lines, and then getting behind that one line whole-heartedly, in nine cases out of ten the single investment will pan out with greater profit.

A great deal has to do also with the concentration shown in the various lines of paint on the market. That is to say some lines are so diversified in their scope as compared with others which can meet a diversity of uses. This difference also involves a question of minimum investment of capital and shelf space. Quality being equal every dealer should carefully look into the merits of each line from this standpoint.

When the paint manufacturers decided to cut down the number of shades in their color cards it was undoubtedly a boon to every dealer from the investment standpoint. Besides eliminating slow sellers, it tended towards reduction of investment with a possibility of greater turnover. It is to be hoped that the old condition may never return. Furthermore, let it be said to the paint dealer, with limited demand and outlet, as well as capital, do not invest in a full line of colors if you do not think they will move. Pick out the shades and sizes that best suit your community and stick to them.

**Reduced Color Cards**

Many manufacturers offer reduced color cards adapted to the needs of smaller communities. Study these carefully relative to your demand, capital and shelf space and start with the one that best fits the circumstances. If the paint department shows sufficient progress and development, the larger line can be easily taken on afterwards. It is much better to do this than be stuck with a lot of shades that will not move or you have no prospect of disposing of.

There are some paint departments that look as though they had been the dumping ground of every line of paint in the country. Assigned stocks, the persuasiveness of a silver-tongued salesman, and the inability of a buyer to say "no," too frequently contribute to this condition. And it is surprising how frequently these can be found throughout the country. Never make the mistake of giving every salesman who comes around an order just because they are good fellows. Pick the line you can concentrate your whole attention on and stick to it. Never buy a little lot of some one line in order to keep a competitor from handling it on the exclusive agency basis when you are stocked up with all that you can handle of your principal line.

**How It Works Out**

You may be blocking him to a certain extent, but you are choking off the usefulness of your own money and shelf space, which will be far more harmful to your business.

At the expense of repetition, let it be repeated that spring buying should be done with a view to condensation and concentration in order that turnover may be increased. Don't let the profits of the live sellers be eaten up with losses in overhead charges on dead stock and unearned interest of capital that does not keep actively moving.

Then, of course, everyone is faced with the question of prices. No one is coming forward with any prophecy of what the price situation will develop into. That is, no one who from a thorough understanding of basic market conditions is in a position to offer an opinion. There are any number of people who are ready to offer opinions on their lack of knowledge, or who can tell what ought to be done.

It is just as unsafe to prophesy now as at any time during the war. It is quite unlikely that there will be any pronounced changes in prices. It is very doubtful that prices will go higher. It is just as unlikely that they will go lower on the average. If they do go lower it will only be to a small extent. Now this is just one man's guess on what may happen, and it is pretty much as good as any other fellow's. Take it or leave it alone, after you have looked as far as possible into the trend of market conditions.

And if further advice is asked, the writer would say, go ahead and prepare for your 1920 spring paint and varnish business as though the present price situation were certain to remain till the end of spring business.

# No Change Likely in Paint Prices

## Canadian Paint, Oil and Varnish Association Considers Important Questions—Save the Surface Campaign to be Continued For at Least Another Year — Export Trade to be Developed

BARRING unforeseen changes in the price of raw material, labor influences, etc., there will be no immediate change in the prices of prepared paints. Such was the decision reached last week at a meeting of the Canadian Paint, Oil and Varnish Association held in Montreal. This decision will, as far as varnishes are concerned, also apply, although the present varnish basis is a decidedly firm one. The decision thus reached means that existing prices will apply for all business placed with the manufacturers and also for bookings placed for spring.

This important matter brought out considerable discussion, and it was agreed that any interference with prices now was not justified. Linseed oil, while likely to be procurable in the near future more readily than it now is, will be in heavy demand for manufacturing and trade needs, and it is felt that the world requirements will be such as to maintain prices on a high level. When the prices of paint were last changed, oil was quoted at around $2.25 to $2.35 per gallon, so that for a considerable period past, manufacturers have been operating under much higher priced oil.

**Save the Surface Campaign**

One of the most interesting features of the meeting was that of receiving the report of the "Save the Surface Campaign" Committee. It will be recalled that this committee, comprised of George Henderson, chairman, and Messrs. R. C. Misson, A. T. Black, H. E. Mihell, A. W. Poole and Lionel Benison,

# RAMSAY'S




# ENAMELS

**Invincible White Enamel**
**Perfection Gold Enamel**
**Aluminum Paint**
**Bath Enamel**

"Save the surface and you save all" *Paint & Varnish*

Ramsay's Enamels are well known. It's been a problem with us to keep pace with the demand. You, Mr. Dealer, will find them easy lines to sell. Our attractive dealer proposition will acquaint you with all the facts. Better write for it to-day.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**

**Distributors**

*EDMONTON DISTRICT*
*Revillon Wholesale Limited, Edmonton*

*CALGARY DISTRICT*
*The McDonald-Baker Co., 818 8th Ave. W., Calgary*

secretary, undertook the important task of launching this campaign in the interests of creating greater use of paint throughout Canada, and at this meeting its report—a very comprehensive one—was presented by the chairman, Mr. Henderson.

The most important consideration of the committee dealt with plans for the future, and it was strongly recommended to the members of the Canadian Paint, Oil and Varnish Association that the work already done be added to in a cumulative manner by continuing an energetic publicity campaign for the next four years, making the campaign a five-year one. After due consideration this was unanimously agreed to and this is the strongest possible argument that the efforts of the special committee were appreciated, and that the work done this year has been a success.

**To Co-operate With U. S.**

In speaking with Mr. Henderson this week, HARDWARE AND METAL was informed that the various members contributing to the "Save the Surface Campaign" were committed to contribute regularly to the funds required for this publicity work. Not only so, but there will be a very liberal increase in the appropriations made. In a general way, the Canadian paint companies are doing, it is understood, fully as much, and even more, to popularize the use of paint and varnish as are the United States companies, and the actual money subscribed in Canada for this important work, comparatively speaking, is greater than that contributed by firms doing business in the States.

One of the commendable features of this effort, as outlined by Mr. Henderson, is that of the co-operative nature of the campaigns being conducted by firms in the United States and firms in Canada. Almost immediately a number of those forming the committee for Canada will visit the offices of the "Save the Surface Campaign" committee in the United States and seek to further co-ordinate their efforts to the best possible advantage. It will be readily understood that the very nature of the appeal made to property owners through the slogan, "Save the surface and you save all," leaves room for a co-operative effort that few, if any, similar campaigns offer. It is the aim of the Canadian committee to make the best possible use of this opportunity in this spirit of co-ordination. The benefits will then be truly cumulative.

**To Standardize Cans**

One of the very important considerations taken up was that of the standardizing of paint and varnish cans. HARDWARE AND METAL has given considerable space from time to time to outlining the great handicaps that result from the adoption of so many sizes of containers.

For instance, there are in the neighborhood of fifteen to twenty different sizes of cans used by the different manufacturers. The slightest deviation by the part of an inch in the specification, makes it essential that a die be provided to turn out a can to meet these specifications. The reader will see, obviously, that for every maker to have sizes of his own, regardless of the sizes adopted and customarily used by others, creates a real problem for the can maker, to say nothing of the disadvantage in other ways. In view of these facts, therefore, it was agreed that, effective January 1, 1921, the members of this association will market paints and sundries, with the exception of white and colored enamels put up in specialty cans, in sizes which will be considered standard. The sizes to be agreed upon are one gallons, half gallons, quarts, pints, half and quarter pints and five gallons. A similar schedule applies for varnish cans. It is expected that this decision will meet with general approval throughout the country.

It was decided at this meeting that the varnish manufacturers should have a strong committee selected from within themselves to co-operate and work for the best interests of this branch of the trade.

**To Develop Export Trade**

Walter B. Ramsay, who some months ago went to Europe in connection with export trade in paints and varnishes between Canada and Roumania and other countries, reported favorably upon the progress of export business. Mr. Ramsay referred to the trade that had been conducted with Roumania and stated that he was informed that this country was again in the market for various supplies made by the paint manufacturers. He believed that she would perhaps buy larger quantities of goods than those purchased during the past season.

Greece, too, he stated, was a likely buyer of these products, and that country may become a customer.

It was strongly advocated that the services of a special representative be secured, who would act in the interests of the association in London, England.

One of the decisions was that any member of the association should not be restricted, in any way, if he desired to establish direct connections himself in an effort to secure business with a foreign customer.

# Greece May Become a Big Paint Buyer

## Reliable Information Reveals That Large Orders Pending May Greatly Exceed Roumanian Business Recently Secured—Likely to Have the Cash to Pay

THAT Greece will become a purchaser of Canadian-made paints and varnishes on a large scale is the information secured this week on very reliable authority by HARDWARE AND METAL. Interest attached to this announcement in view of the fact that the Canadian Paint, Oil and Varnish Association, through direct efforts and representation in London last spring conducted by Mr. Walter B. Ramsay, President of A. Ramsay and Son, Company, Ltd., Montreal, secured a large amount of actual business from Roumania. This special business has been taken care of, in large measure, and the products of various Canadian factories are now floating across the Atlantic to their mid-European destination, other cargoes to follow from the port of Montreal as soon as bottoms reach Canada's big shipping port to load them.

HARDWARE AND METAL has been informed that the business with Roumania developed most satisfactorily and that settlements have been secured which are pleasing to the manufacturers generally. It will be recalled that HARDWARE AND METAL explained that these orders were secured by the previously-named asosciation and then distributed among the various manufacturers to be filled as required by the specifications. Several hundred thousand dollars' worth of paint products were bought under arranged credits, and it is hoped that the initial orders are but the forerunner of larger orders to come a little later.

**Greece Can Pay**

While the Kingdom of Greece was a participant in the great war on the side of the victorious Allies, she was not so sorely stricken as was Serbia, Roumania and other of the minor central European nations. As a consequence of this she was not required to "pay the last farthing" in order to maintain her armies, and when the time of demobilization arrived and a reconstruction programme was mapped out, her Government found its exchequer to still contain some of the yellow metal now extremely scarce in most sections of old Europe. Credit she can have, it is stated, if credit she wants, but the indications are that she will pay the money and take the goods, making the transactions complete and disposing of the indebtedness in the regular way.

Not only have representatives of the

Continued on Page 64




# Varnish Selling

It is no trouble to sell any varnish once, but the one permanent salesmaker is quality.

The universal recognition of Berry Brothers label as a guaranty of quality is the reason why Berry brands require no sales arguments.

Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finish, and Luxeberry Spar Varnish are a few of the many products that have made the name of Berry Brothers a household word.

It pays to buy "Berry" Finishes.

**Partial List of Distributors of Berry Brothers' Products**

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd., Vancouver, B.C. | A. M. Bell & Co., Ltd. - Halifax, N.S. |
| Wood, Vallance Hardware Co., Ltd., Nelson, B.C. | Lariviere, Inc. - - - Montreal, Que. |
| Frank A. Gillis Co. - - Halifax, N.S. | L. H. Gaudry & Co. - - Quebec, P.Q. |
| Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont. | Wood, Vallance, Ltd. - Winnipeg, Man. |
| Whites, Ltd. - - - - Collingwood, Ont. | Wood, Vallance & Adams, Ltd., Calgary, Alta. |
| Sanderson Pearcy & Co., Ltd. - Toronto, Ont. | Revillon Wholesale, Ltd. - Edmonton, Alta. |
| Townsend Paint Mfg. Co. - - - - - Montreal, Que. | |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

**Walkerville, Ont.**

No. 33

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Sept. 25.—The important feature of the week is the announcement that the price of paints and varnishes will be continued as on the present basis for fall and spring orders. This announcement is made following a meeting of the paint makers held last week, and of which announcement is made elsewhere in the present issue. Varnishes are particularly strong, as gums are scarce still, and high, while turpentine is higher than ever.

Another important announcement made is that of the standardization of cans for both varnish and paint, and this should be a welcome change. In order that the sales of paint may be increased the paint makers have planned to continue the work of an educative campaign in furthering the work begun this year by the "Save the Surface Campaign" committee.

Linseed oil still holds with little or no change for immediate deliveries, while turpentine is also unchanged in price. Business is good.

### *Future Oil Lower; Spot Hard to Get*

**Montreal.**

LINSEED OIL.—Quite a decided improvement is in sight for future oil, and with seed likely to arrive in fairly large quantities before many weeks pass there should be a reasonably sufficient supply of oil in the market early in October. The tendencies have been downward on flaxseed of late, and yet the present market is a firm one, little surplus of oil being available now. There is really no quotable change for spot oil, $2.92 being the low point. A month later it may be possible to purchase one's requirements for a lower figure, and prices will be dependent upon the delivery of seed to the crushers. The Canadian crop is estimated at from 5,000,000 to upwards of 6,000,000 bushels.

| | Imp. Gal. | |
|---|---|---|
| Raw— | | |
| Single barels | $2 92 | $3 02 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| Boiled— | Imp. Gal. | |
| Single barrels | 2 94½ | 3 04½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Turpentine Still Held; Fair Supplies Here*

**Montreal.**

TURPENTINE.—There has been little, if any advantage in the situation over the week. Stocks in hand are fair and there has been no reported difficulty in meeting moderate demands. Quotations are without change, and in view of the fact that moderate stocks, only, are reported held in the south, it is improbable that there will be any immediate change of consequence in the price basis.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | .... | $2 65 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Sales Goods On Steady Basis*

**Montreal.**

PUTTY.—Seasonable demand obtains for putty and there has been little new development. The price basis is being continued as at present for the balance of the fall season, and the stocks available are ample to meet present requirements.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases. | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *Steady Demand For White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—A good demand is made for white lead in oil from the regular sources. Heavy selling is not anticipated at this time of the year but the tonnage going forward is quite large, notwithstanding. Prices, as stated last week, are being continued until the 15th of December next unless there be unforeseen developments in the price of raw materials. Present quotations to the trade are as follows: Five-ton lots, per 100 lbs., $15.50; 1-ton lots, $16; smaller quantities, $16.35.

### *Mixed Paint Prices Remain in Effect*

**Montreal.**

MIXED PAINTS, VARNISHES.—Prices will be continued on present schedules for prepared paints, and for this fall's business and for orders booked for spring delivery the present basis will obtain. Of course this will depend upon the trend of markets for raw materials and the manufacturers hope that it will not be necessary to make advances.

It will be recalled that paint prices, when last readjusted, were based on oil costing in the neighborhood of $2.35 per gallon or thereabouts. In the meantime this commodity has advanced to $3. Aside from this wage increases have been large and the whole overhead expense of manufacturers of paints and varnishes has increased. To market the products is more costly. Little indication is given, therefore, that there will be any declines of price on either paints, varnishes or specialties. Business is reported to be brisk.

## TORONTO

TORONTO, September 25.—Firm markets for both turpentine and linseed oil prevail, with stock of both very low and deliveries slow. Turpentine prices show no change from $2.55 per Imperial gallon. Linseed oil quotations show a wider range and run from $3.00 to $3.25 for raw and from $3.02½ to $3.30 for boiled. Fall paint orders continue to come in briskly. The market for white lead in oil and for putty is expected to show no change in the immediate future. Prices of shellac remain firm and supplies are reported none too plentiful. A change has been made in plate glass discounts and 20 per cent is now quoted on orders of $100 and over and ten per cent. on less than $100.

### *Turpentine Prices Remain Unchanged*

**Toronto.**

TURPENTINE.—The market is reported bare as far as supplies are concerned and deliveries are very slow. A good volume of business is offering. Quotations are being made on the basis of $2.55 per Imperial gallon. Reports form the south state that the last quarter of the year will apparently bring no reversal of conditions that have been prevailing, as there are large deficiencies to be met in every direction. Heavy shipments continue to go to overseas points, while there is a brisk home demand. The crop is now approximated at 375,000 casks. The reports state that with both turpentine and rosin going out of the country as they have been doing, domestic consumption will necessarily have to be restricted. The whole situation revolves around decreased production and increased consumption, and

# YOUR OPPORTUNITY




There is nothing to prevent the B-H agent from doing *the* paint trade in any locality. On the other hand, when we ask a merchant to throw in his lot with us, we do not sit idly by and expect him to do all the "hustling for trade." Great though our line is in quality, favorably known though it is to householders everywhere, still we believe no product can to-day maintain leadership without constant and aggressive advertising.

So—advertising is bracketed with quality in our proposition to you—and by every form of publicity approved by merchandising experts, we aid our agents in making known to their customers the facts about B-H products which account for their Dominion-Wide popularity and prestige. Write us for particulars.

"Save the surface and you save all" *Paint & Varnish*

## BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

the general outlook is for very firm markets. Quotations are as follows:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) | $2 55 |
| 2 to 5 barrels (barrel included) | 2 54 |
| 5 gallon lots | 2 65 |

## *Supplies of Linseed Are Very Uncertain*

**Toronto.**

LINSEED OIL.—While little change has taken place in linseed oil quotations crushers are finding it extremely difficult to obtain anything like adequate supplies of seed. Little relief from this situation is expected before the arrival of the new crop, and buyers who are going into the market for seed are paying a premium, which, in some cases, runs as high as twenty-five cents a bushel. From American points come reports of markets almost bare. In the meantime seed from the Argentine continues to move steadily overseas. Linseed oil quotations are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | $3 00 | $3 25 |
| 3 to 5 barrels, gal. | 2 99 | 3 24 |
| 10 barrels and over | 2 97 | 3 22 |
| | Boiled | |
| 1 to 2 barrels, gal. | 3 02½ | 3 28 |
| 3 to 5 barrels, gal. | 3 01½ | 3 27 |
| 10 barrels and over | 2 99½ | 3 25 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

## *No Change Shown in White Lead in Oil*

**Toronto.**

WHITE LEAD IN OIL.—White lead in oil quotations remain steady and there is no indication of any change for some time. The demand continues active. Quotations are made on the following basis: five ton lots, $15.85 per hundred pounds; one ton lots, $16.35; and in smaller quantities, $16.70.

## *Change is Made in Plate Glass Discounts*

**Toronto.**

GLASS, PUTTY—No change is shown in the window glass quotations, but in plate glass the discount has been changed and is now 20 per cent. on orders over $100 and ten per cent. on orders less than $100. There is a great scarcity in some sizes of plate glass. Business generally is active, especially for window glass, as so many new homes have reached the stage where the glass is required. Putty prices are holding firmly, with no indications of change. Quotations are as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

### TORONTO PAINT ASSOCIATION HOLD MEETING

The first regular meeting of the Paint, Oil and Varnish Association of Toronto was held at the King Edward Hotel Tuesday evening. Since the organization of the club in May, twenty-six firms have been enrolled, together with 15 associate members. Among the matters taken up were business plans for furthering the interests of the paint and varnish trades in Canada. This association is said to be the first of its kind in Canada affiliated with the Paint, Oil and Varnish Association of the United States, and it is anticipated that similar organizations will be formed in Montreal and Winnipeg. The Toronto Club has under way plans for promotion work that will benefit all in the trade, and the "Paint Up and Clean Up" campaign idea will receive special attention. John Anthony, of A. Muirhead & Co., Toronto, was appointed delegate of the club to attend the annual convention of the United States association to be held at White Sulphur Springs this month.

## Some Figures That May Help You Sell More Paint

Some interesting figures which provide some strong talking points for the sale of more paint were given at a recent meeting of the New York Paint Club. F. J. Ross, in discussing paint selling, said that: "Property owners spent each year for insurance for protection against fire, four times as much as they spent against protection against the gradual decay of the property. He said that it would be good business for the property owners to spend at least one cent a year on the dollar value of the property. This is what, in his opinion, should be the goal of the paint industry to be striven for through the Save the Surface Campaign. As it is now, he pointed out, only one-fifth cent on the dollar is being spent each year to protect the surface. He said that there was an enormous market in front of the trade that had never been developed, and that would not be developed until the public had been educated to the proper habit of thought about saving the surface and saving all. He said that the campaign had already shown that when the matter is properly presented to property owners it is not difficult to make them see what is for their own interests, and that the time would come when the man who did not give the surface of his property proper protection would be regarded as a fool.

"The whole problem," declared Mr. Ross, "is how to deal with a habit of thought most effectively. About 25 per cent. of the people of this country perhaps have the right habit of thought about the use of paint, and the other 75 per cent. have not. There is probably more than 75 per cent. who neglect the surface to the damage of their property." Mr. Ross presented some rather interesting figures for the consideration of his hearers. He said that there were approximately $50,000,000,000 worth of building in the United States, although increasing valuation and new building have increased this total since the estimate was made. He said that the depreciation on this property was at least $1,000,000,000 a year, and that, as a protection against this depreciation the paint and varnish industries produced about $100,000,000 worth of goods a year.

### TO MANUFACTURE READY-MIXED PAINTS

It is understood that in the near future the Glidden Co., Ltd., will greatly extend their activities in Canada and add a line of ready-mixed paints.

### HEATH & MILLIGAN MFG. CO. SELLS TO THE GLIDDEN CO.

The Glidden Company of Cleveland, Ohio, has purchased the plant and good will of the Heath & Milligan Manufacturing Company of Chicago. The deal was closed some time ago by Adrian D. Joyce, president of the Glidden Company and the directors of the National Lead Company, but official announcement was withheld pending the ratification of the transfer of the National Lead Company officials. The Heath & Milligan Manufacturing Company was founded in 1851.

### GREECE MAY BECOME A BIG PAINT BUYER

Continued from page 60

Greek government visited Canada within the past few days, but private buyers it is understood, have been seeking goods, and for which there is at present a good demand in the little country of historic valor.

#### Canada is Favored

The purchases outlined will probably total a great deal more, in time, than those made by Roumania. In fact, they may exceed a million dollars in value, but definite figures are, for obvious reasons, not procurable at this time. The buyers are scouting the markets of this continent, and as is natural, they will buy with a view to their own advantage, other things being equal. Canada can offer good value; her experience with the Roumanian export business will have paved the way for a better handling of business offering, and with a knowledge of the grade of products used in that country—a high-grade it is said—the Canadian manufacturer will be able to meet competition and deliver his goods in acceptable condition that will doubtless bring him "repeats."

In a certain sense, there is some sentimental tendency toward the purchase of these goods in Canada. As a participant in the war, and through the closer connection which Premier Venizelos was able to effect when in London, and because the Canadian Trade Commission was in a positions to point out the abilities of Canada to produce a high-grade product, when wanted, Canadian goods will have a strong appeal to the Greek buyers. This has been pointed out to HARDWARE AND METAL, and it is not of interest, only, but of much satisfaction to see Canadian-made paints and varnishes taking their place in overseas markets.

TRADE SIMMS MARK
SET IN RUBBER

# Simms' Paint Brushes

## *Sold All Over The World*

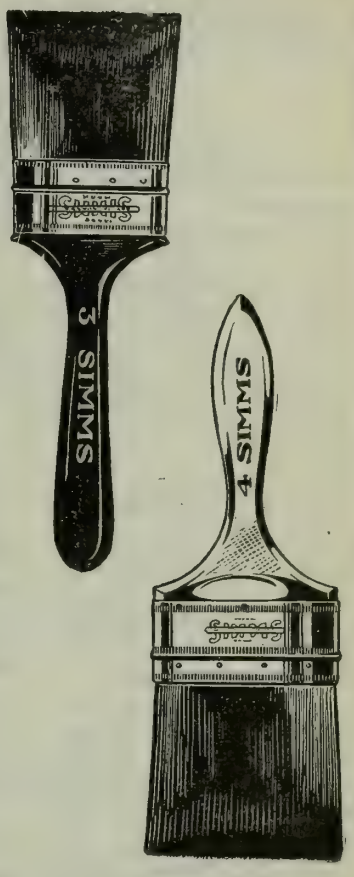
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.




**T. S. SIMMS & CO., LIMITED**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**

# WROUGHT PIPE

**BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of Wrought Pipe*

**CANADIAN TUBE & IRON CO., LIMITED,** MONTREAL
Works: Lachine, Can.

MADE IN CANADA

# BUFFALO OILS

**Special Cylinder Oil for Steam Engines**
**Harness Oil. Neatsfoot Oil**
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use).
Automobile Oil and Transmission Greases.




These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $ 4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | |
|---|---|
| No. 1, 18 x 24 in., dozen | $ 8 50 |
| No. 2, 18 x 28 in., dozen | 10 50 |
| No. 3, 20 x 30 in., dozen | 12 00 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list. $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 6 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS Wrought Steel:—

| | |
|---|---|
| No. 840 | Net |
| No. 800 | add 5% |
| No. 838 | 5% |
| No. 808 | 5% |
| No. 804 | 12½% |
| Nos. 802, 842, 844 | 5% |
| No. 810 | add 12½% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

### CHAIN

| | Proof Coil Mont'l | Proof Coil Tor'to | Welded Mont'l | Welded Tor'to |
|---|---|---|---|---|
| 3-6 in. | | | | |
| ¼ in. | | | | |
| 5-16 in. | | | | |
| ⅜ in. | | | | |
| 7-16 in. | | | | |
| ½ in. | | | | |
| ⅝ in. | | | | |
| ¾ in. | | | | |
| ⅞ in. | | | | |
| 1 in. | | | | |

Electric Welded

| | B.B. | B.B.B. |
|---|---|---|
| ⅛ in. | | |
| 3-16 in. | | |
| ¼ in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

American Proof Coil Chain

| | B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER Montreal, Toronto

| | | |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 77 |
| No. 7, lb. | 76 |
| Nos. 8, 9, 10, 12 | 75 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 75 | $7 35 |
| Do., 60 sheets | 7 85 | 7 45 |

### COKE, TIN PLATES

| | Per box |
|---|---|
| IC, 20x28 base | $16 00 |
| IX, 20x28 base | 21 00 |
| IXX, 20x28 base | 23 00 |
| IXXX, 20x28 base | 26 00 |

F.O.B. Toronto.

**TERNE PLATES**

IC, 20x28, 112 sheets ..... $19 00
F.O.B. Toronto

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWARE MEN OF CANADA

**GIVE SATISFACTION BY SELLING**



W. G. HARRIS, President

## HARRIS HEAVY PRESSURE
**BEARING METAL**

Best all round Babbitt Metal.

## ALUMINOID BABBITT METAL
For light work.

## IMPERIAL GENUINE
For High Speed Engine work.

**SOLDER in WIRE, BAR or BLOCK**

## We Make LEAD PIPE
## We Make SHEET LEAD

We can serve you anywhere in Canada.

## THE CANADA METAL CO.,
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER



# Still Better Equipment on 1920 Models of
# C·C·M· Bicycles

THE new C.C.M. models for 1920 include a speedy track racer, "The C.C.M. Flyer," also an 18" men's model with drop bar. This will comfo r tably fit an average 8-year-old boy, but can be adjusted to accommodate the average rider requiring 20" or 22" frame. It can be had in any C.C.M. nameplate.

Regular C.C.M. models will carry still better equipment than before, grade "B" having a good Frame Pump and other standard equipment.

Grade "A" models will this year have outstanding features of beauty and distinction, including the new Dunlop Traction Cord Tires, Striped Frames, Bull-Dog Grips, etc.

All C.C.M. models will be equipped with Dunlop Tires and the high grade M. & S. Chains.

Full particulars may be had from C.C.M. representative or by addressing Head Office or nearest branch. A few good agencies still open in certain districts, but early action is advisable.

**The Principal C.C.M. nameplates are:**

**Massey**
**Gendron**
**Columbia**
**Ivanhoe**
**Perfect**
**Cleveland**
**Brantford**
**Red Bird**

## Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

Big Ben ..... $3 20
F.O.B. Montreal, Toronto, London.
Good Morning, each ..... 1 30
Lookout ..... 1 75
Sleepmeter ..... 1 84
Hamilton

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 40% |
| Straight Shank | 40% |
| Straight Shank, wire | 40% |
| Taper Shank | 40% |

**DOORS**

See Screen Doors.
F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.
Toronto and Montreal.

**GRILLS, ELECTRIC**

Single heat, round ..... $7 50
Three heat, round ..... 8 25
F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick.. $3 50
Under 40 lbs. ..... 4 25
Bi-Treadle, each ..... 7 00
F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto, London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

Can, 5 lbs. and over, cwt. $17 50
Masons, 5 lbs. and over, per cwt. ..... 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

Majestic, 1 Burner ..... 7 50
Majestic, 2 Burner ..... 11 25
F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured at 5% off list.

| | Strap Doz. pairs. | Tee Doz. pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 16 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

Spear Point ..... $14 75
Lightning ..... 13 25
Heath's ..... 13 25
**HOES.** Grub ..... $10 00 10 50

**HOOKS, GRASS**

| | Canadian | Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | .... .... |
| Barden Patent | 6 25 | .... .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| | | Less 20c. | |
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 65 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated. | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | 4 50 |
| Style B | 4 88 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

| Roped and Straight Extension Ladders | Per ft. |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 90-$2 00 |
| Steel Thumb, No. 3 | 2 50- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $29 40 |
| No. 8, dozen | 33 60 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 00 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

# DOUGALL
# Blanchite
# WALL COATING

*A Beautiful, Clean, White Wall Coating Worthy of Your Best Selling Effort*

A stock of Dougall Blanchite Wall Coating in your paint department will link your store with a preparation that is second to none.

Contractors and builders everywhere are buying large quantities of Blanchite Wall Coating because they find that one coat is generally sufficient —Therefore, it is the most economical to use.

There is very good business waiting for you with this trade—the volume is large and the profit correspondingly attractive.




FLAT WHITE or GLOSSY WHITE

Save the surface and you save all" *Paint & Varnish*

# The Dougall Varnish Co. Ltd.
## MONTREAL

*Associated with the Murphy Varnish Co., U.S.A.*

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (unspun) | |
| U.S. Navy (spun) | 21 50 |
| Plumbers (spun) | 9 50 |

F.o.b. Montreal, Toronto.

**OILS**

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | 0 59 | |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Montreal and Toronto.

| PAPER | Per 400-ft. roll |
|---|---|
| Dry Fibre, No. 1 roll | $1 23 |
| Dry Fibre, No. 2 roll | 0 60 |
| Anchor Brand | 1 20 |
| Rosin Sized Sheeting, red.. | 1 05 |
| Do., blue | 0 70 |
| Tarred Fibre, No. 1 roll | 1 35 |
| Tarred Fibre, No. 2 roll | 0 82 |
| Surprise Fibre | 0 70 |
| Tarred felt, per cwt. | 3-80-90 |
| Cyclone (dry) | 1 20 |
| Cyclone (tarred) | 1 30 |
| Joliette (dry fibre) | 0 60 |
| Monarch Sheathing (per 100 lbs.) | 4 00 |
| Asbestos sheeeting (per 100 lbs.) | 13½ 0 15 |
| Carpet Felt, 16 oz. per 10 100 lbs.) | 5 00 |
| Straw, sheathing, dry, per cwt. | 3 05 |
| Do., Do., tarred, per cwt... | 3 20 |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 45 |
| 4 gross (cartons), 4½ in. | 1 45 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |
| 4 in.. | 76 85 | 97 01 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

Medium and extra heavy pipe, to to 6 inch ..... 20%

Medium and extra heavy fittings, 2 to 6 inch ..... 35%

8 inch pipe and fittings ..... 15%

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 33 1-3 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

| Bon-Ton Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square |
|---|---|
| Amazon, 1 ply | $2 05 |
| Amazon, 2 ply | 2 35 |
| Amazon, 3 ply | 2 70 |
| Samson, 1-ply roll | 2 50 |
| Samson, 2-ply, roll | 2 95 |
| Samson, 3-ply, roll | 3 50 |
| R. S. Special, 1 ply | 1 75 |
| R. S. Special, 2 ply | 2 00 |
| R. S. Special, 3 ply | 2 25 |
| Everlastic, 1-ply | 1 90 |
| Everlastic, 2-ply | 2 20 |
| Everlastic, 3-ply | 2 65 |
| Good Luck, 1-ply | 1 80 |
| Good Luck, 2-ply | 2 10 |
| Good Luck, 3-ply | 2 45 |
| McCombe, Sp., 1-ply | 1 70 |
| McCombe Sp., 2-ply | 1 95 |
| McCombe Sp., 3-ply | 2 30 |
| Panamoid, 1-ply | 1 70 |
| Panamoid, 2-ply | ( 95 |
| Panamoid, 3-ply | 2 30 |
| Black Cat, 1-ply | 2 05 |
| Black Cat, 2-ply | 2 35 |
| Black Cat, 3-ply | 2 70 |
| Black Diamond Ready Roofing, 2-ply | .... |
| Black Diamond Ready Roofing, 3-ply | .... |
| Liquid roofing cement, per gal., in barrels | 0 31 |
| 5 and 10 gal. lots, per gal. | 0 44 |
| Coal Tar (refined), bbl. | 8 25 |
| Roofing Pitch, per cwt. | 1 20 |

F.o.b. Toronto and Montreal.

| ROPE | Lb. |
|---|---|
| Pure Manila basis | 32 |
| Beaver Manila basis | 28 |
| New Zealand hemp basis | 28 |
| Sisal basis | 25 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 25 |
| Double lath yarn | 25½ |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 73-76½ |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)**—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (60), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)**—

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |
| | Dozen |
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

**SCALES**

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz. |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Tronto, Montreal.




"Save the surface and you save all" *Paint & Varnish*

# Let this *Worthy Brand* Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination.* To the workman, however, Jamieson quality is determined only by *service.*

Many years' experience and continual improvement have given the Jamieson line to-day a prestige that makes it a best seller wherever paints and varnishes are sold.

We want **you** to be the Jamieson agent in your town. Drop us a postcard and we will show you how it will **pay** you to sell Jamieson Paints and Varnishes exclusively to your customers.

## R. C. Jamieson & Co., Limited

***Established 1858***

**Calgary** **MONTREAL** **Vancouver**

**Owning and Operating P. D. Dods & Co., Limited**

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $13 75 |
| 1 | 13 20 |
| 2 | 12 65 |
| 3 | 11 55 |

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1903.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75 % |
| Wood, O.H., bright | 75 % |
| Wood, F.H., brass | 65 % |
| Wood, R.H., brass | 52½% |
| Wood, O.H., brass | 52½% |
| Wood, F.H., bronze | 60 % |
| Wood, R.H., bronze | 47½% |
| Wood, O.H., bronze | 47½% |
| Square cap | 20 |
| Hexagon cap | 20 |

**Wooden Bench Screws**

Dozen ..... $7 00

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

**Premier Galvanized**

| | |
|---|---|
| 10¾ oz. | $8 10 |
| U.S. 28 | 7 70 |
| U.S. 26 | 7 40 |
| 22 and 24 | 7 18 |
| 18 and 20 | 7 10 |
| 16 | 6 95 |
| 14 | 6 80 |

F.O.B. Hamilton and Toronto.

**SHINGLES, METAL**

| | |
|---|---|
| Standard, galvanized | $10 00 |
| Standard, painted | 8 00 |

Discount 7½%.

**SIDING, METAL**

| | |
|---|---|
| Standard, galvanzed | $8 50 |
| Standard, painted | 6 50 |

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**

Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**

See weekly report

**SPOUTS, SAP**

| | | |
|---|---|---|
| Eureka, per M | $13 50 | $16 50 |

**STAPLES**

See Wire Products.

**STOVES**

| **Oil Burning Cooking** | List each |
|---|---|
| Perfection No. 32, 2-burner | $18 75 |
| Perfection No. 33, 3-burner | 24 26 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| **Oil Burning Heaters.** | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz. | 30 00 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 43 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 64 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 54 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Suverba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 00 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 60 and 10% |
| Revised Hardware Tack List adopted Jan. 1, 1916 | 60 and 15% |
| Double pointed tacks | 60 and 10% |
| Shoe findings list adopted July 5, 1917 | Net List |
| List of Capped Goods adopted Jan. 1, 1916 | 60 and 15% |

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Canadian Beauty | $4 50 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 16 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor, No. 1 | $ 2 20 |
| Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 5 00 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.

| | |
|---|---|
| 500 ft. | $0 22 |
| 550 ft. | 0 23¾ |
| 600 ft. | 0 25 |
| 650 ft. | 0 26½ |

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**

| | |
|---|---|
| 3-ply wrapping, lb | 0 71 -0 77 |
| 4-ply wrapping, lb. | 0 73½-0 80 |

Montreal.

**WOOD TUBS**

| | |
|---|---|
| No. 0, per dozen | $19 80 |
| No. 1, per dozen | 17 60 |
| No. 2, per dozen | 15 40 |
| No. 3, per dozen | 13 20 |

F.O.B. Newmarket.

**VALVES** %

| | |
|---|---|
| Compression work, standard | 44 |
| High grade | 40 |
| Fuller work, standard | 40 |
| Basin cocks, No. 0, standard | 35 |
| Nos. 1 and 2 | 35 |
| Bath cocks, compression | 45 |
| Flatway stop and waste cocks, standard | 44 |
| Roundway stop and waste cocks, standard | 44 |
| Brass steam cocks, standard | Net list |
| Radiator valves, standard | 31 |
| Do., removable seat | Net list |
| Globe, angle and check valves, standard | 20-22½% |
| Do., Jenkins Disc | 22 |
| JJenkins Valves | No list |
| Standard Gate | 25 |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Compodisk Valves | 5-2½% |
| Gate Valves | 15% |
| Regrinding Valves | 5% |
| Swing Check Valves | Net List |

**WARES, ETC.**

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Cooper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%. 33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $4.75 | $4.00 | $4.75 |
| Section, ½ lb., per 100 lbs. | 4.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 3.25 | 3.25 | 3.25 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $63 00 |
| Garden, steel, doz. | 64 25 |
| Light garden, doz. | 46 80 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| **Cut Hay Wire.** | Per 100 lbs. |
|---|---|
| No. 9 | $5 40 |
| No. 10 | 5 50 |
| No. 11 | 5 55 |
| No. 12 | 5 65 |
| No. 13 | 5 75 |
| No. 13½ | 5 75 |
| No. 14 | 5 95 |
| No. 15 | 6 15 |
| No. 16 | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

| | |
|---|---|
| Nos. 0-9 gauge, base | 5 00 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.




# Turn-overs Instead of Left-overs!

WHEN you figure it up at the end of the year, the line that fattens your profits is the line that makes a quick turn-over — and *does it often!*

When a small dealer takes on a new line for the first time, and inside of a year re-orders from three to four times, exceeding his initial order each time — *he's handling a live one.*

Hundreds of Pratt & Lambert Dealers are doing this every year because "61" Floor Varnish is a varnish with a million friends. For 30 years people all over this continent have been buying "61" and telling their friends how good it is! This Fall a lot more people will know about "61" through a big, hard-hitting series of full-page advertisements in the magazines going to millions of householders.

Hundreds, perhaps thousands, of these readers are right in your own community and they're going to spend money for "61" *somewhere* in your town!

*You* are going to buy varnish of *some kind* before Fall and your stock will make a quick turn-over if you're prepared to sell your customers the kind of varnish they'll want! The money you spend for "61" Floor Varnish will return to you quickly with a nice profit and you'll have a clear conscience about it because "61" will stand hard knocks and water without cracking or turning white.

It's a varnish with the good-will of a million people and a quality reputation of over 30 years' standing. Cash in on it now! Just a postal will bring the details!

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

Factories
Bridgeburg, Ontario New York Buffalo Chicago

# "61" FLOOR VARNISH

*for floors, furniture and all Woodwork*

Made in Eight Colors

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw Umber, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs | 0 15 |
| Burnt Umber, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100 lb. kegs | 0 15 |
| Raw Sienna, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs | 0 15 |
| Burnt Sienna, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs | 0 15 |
| Imp. green, 100-lb. kegs | 17-19 |
| Chrome green, pure | 0 35 |
| Chrome yellow | 25-41 |
| Brunswick green, 100-lb. kg. | 12-14½ |
| Indian red, 100-lb. kegs | 15-20 |
| Indian red, No. 1, 100-lb. k. | 06-10 |
| Lamp black ..... 0 28-0 25 | |
| Venetian red, best bright | 07-09 |
| Venetian red, No. 1 | 0 05½ |
| Drop black, pure dry | 0 09¼ |
| Golden ochre, 100-lb. kegs | 0 12 |
| White ochre, 100-lb. kegs | 05½-06 |
| White ochre, barrels | 0 04½ |
| Yellow ochre, barrels | 0 03½ |
| French ochre, barrels | 06-10½ |
| Spruce ochre, 100-lb. kegs | 0 07-8 |
| Canadian red oxide, bbls. | 0 03½ |
| Super magnetic red | 0 05 |
| Vermilion | 0 40 |
| English vermilion | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**
1 lb. tins—

| | |
|---|---|
| Venetian red | 23-30 |
| Indian red | 0 30 |
| Chrome yellow, pure | 0 53 |
| Golden ochre, pure | 30-32 |
| French spruce ochre, pure | 25-28 |
| Greens, pure | 28-38 |
| Siennas | 0 34 |
| Umbers | 0 34 |
| Ultramarine blue | 45-48 |
| Prussian blue | 1 00 |
| Chinese blue | 1 00 |
| Drop black | 0 35 |
| Ivory black | 0 36 |
| Signwriters' black, pure | 38-40 |
| Lampblack | 38-40 |
| Marine black, 5-lb. trons | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite | $7 47½ |
| B-H "White" Enamel | 7 47½ |
| C.P.C. Albagloss | 5 75 |
| Mooramel | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet | 32-34 |
| English prima | 35-38 |
| White pigsfoot | 0 50 |
| Cake bone, 112-lb. bags | 0 35 |
| Hide, 112-lb. bags | 0 45 |
| Gelatine, 112-lb. bags | 45-60 |
| Ground glues, 112-lb. bags, No. 1 | 28-30 |
| Ground glue, No. 2, 112-lb. bags | 22-24 |
| Do., No. 2, less than bags | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 | $19 90 | $22 90 |
| 26 to 34 | 20 80 | 24 85 |
| 35 to 40 | 21 80 | 26 40 |
| 41 to 50 | 23 50 | 30 00 |
| 51 to 60 | 24 60 | 30 80 |
| 61 to 70 | 26 50 | 32 70 |
| 71 to 80 | 29 70 | 35 40 |
| 81 to 85 | .... | 45 45 |
| 86 to 90 | .... | 48 85 |
| 91 to 94 | .... | 49 80 |
| 95 to 100 | .... | 58 55 |
| 101 to 105 | .... | 65 35 |
| 106 to 110 | .... | 73 10 |

Discount box glass, 30%; over 3,500 feet an additional 6%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

| GLASS, PLATE | |
|---|---|
| Plates up to 1 foot, each | $0 80 |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $16 00 | $16 35 |
| Crown Diamond | 16 00 | 16 35 |
| Crown, Pure | 16 00 | 16 35 |
| Green Seal | 16 00 | 16 35 |
| Ramsay's Pure | 16 00 | 16 35 |
| Moore's Pure | 16 00 | 16 35 |
| Tiger, Pure | 16 00 | 16 35 |
| O.P.W. Dec. Pure | 16 00 | 16 35 |
| Red Seal | 16 00 | 16 35 |
| O.P.W. English | 16 20 | 16 55 |
| Elephant Genuine | 16 50 | 16 85 |

B.B. Genuine Lead, less than tons, $16.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | |
|---|---|
| Genuine, 560-pound casks, per cwt. | $12 00 $14 50 |
| Genuine, 100-pound kegs, per cwt. | 13 00 15 50 |
| Less quantity | 14 75 17 00 |

F.o.b. Montreal, Toronto.

**LEAD, ARSENATE**

| | Per pound Dry | Paste |
|---|---|---|
| Barrels, 600 lbs. | $.... | $0 21 |
| 200s | 0 32½ | .... |
| 100s | 0 33 | 0 22 |
| 50s | 0 33 | 0 23 |
| 25s | 0 34½ | 0 23 |
| 10s | 0 35 | .... |
| 5s | 0 36 | 0 25 |
| 2s | .... | 0 26½ |
| 1s | 0 39½ | 0 29 |
| ½s | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**
Tons or over (cwt.) ..... $10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white | $4 95 |
| Elephant, colors | 4 55 |
| B.-H. English, white | 5 05 |
| B.-H. English, colors | 4 85 |
| B.-H. Floor | 4 00 |
| B.-H. Porch Floor | 4 55 |
| Minerva, white | 4 90 |
| Minerva, colors | 4 65 |
| Crown Diamond, white | 4 80 |
| Crown Diamond, colors | 4 55 |
| Crown Diamond, floor | 4 00 |
| B.-H. Fresconette, white | 3 60 |
| B.-H. Fresconette, colors | 3 50 |
| Moore's House Colors, white | 5 00 |
| Moore's House Colors, colors | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors | 3 85 |
| Moore's Floor Paint | 3 75 |
| Moore's Sani-Flat | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor | 4 30 |
| C.P.C. Pure, white | 5 05 |
| C.P.C. Pure, colors | 5 55 |
| O.P.W. Canada Brand, white | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor | 3 75 |
| O.P.W. Flat Wall, white | 3 60 |
| O.P.W. Flat Wall, colors | 3 50 |
| Ramsay's Pure, white | 4 90 |
| Ramsay's Pure, colors | 4 60 |
| Martin-Senour, 100%, white | 5 05 |
| Martin-Senour, 100%, colors | 4 80 |
| Martin-Senour, Porch Paint | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint | 4 00 |
| Sherwin-Williams, white | 5 05 |
| Sherwin-Williams, colors | 4 80 |
| Sherwin-Williams, floor | 4 00 |
| Sherwin-Williams, porch floor | 4 55 |
| Flat Tone, white | 3 60 |
| Flat Tone, colors | 3 50 |
| Lowe Bros., H.S., white | 5 05 |
| Lowe Bros., H.S., colors | 4 80 |
| Lowe Bros., hard drying floor | 4 00 |
| Mellotone, white | 3 75 |
| Mellotone, colors | 3 60 |
| Sanitone, white | 3 60 |
| Sanitone, colors | 3 50 |
| Maple Leaf, white | 5 05 |
| Maple Leaf, colors | 4 80 |
| Maple Leaf, floor | 4 00 |
| Pearcy's Prepared, colors | 4 25 |
| Pearcy's Prepared, white | 4 50 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs. | $0 48 |
| In kegs, about 250 lbs. | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums | 0 50 |
| In 1 lb. packets, 100 lbs. in case | 0 52 |
| In ½ lb. packets, 100 lbs. in case | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal Standard | Toronto Less than tons |
|---|---|---|
| Bulk, in casks | $5 65 | $5 95 |
| Bulk, 100-lb. drums | 6 50 | 6 80 |
| Bulk, 25-lb. drums | 6 75 | 7 05 |
| Bulk, 12½-lb. irons | 7 00 | 7 30 |
| Bladder, in bbls. | 7 00 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**
Barrels, 100 lbs. ..... $11 50
Less, per lb. ..... 0 14

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | $3 30 |
| B.H. Vanisher | 3 00 |
| Cumoff | 3 60 |
| Takof | 2 75 |
| O.P.W. Presto | 2 75 |
| Lingerwett | 2 55-3 00 |
| Solvo | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins | $1.57-$1.68 |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. | 1 40 |
| Depend-on, list | 3 50 |
| B.H. Maritime Spar, list | 7 20 |
| Everlastic, Depend-on and Maritime Spar subject to discount of | 40% |
| Elastilite | 3 50 |
| Granitine Floor Finish | 3 50 |
| Hydrox Spar | 3 65 |
| C.P.C. Sun Varnish | 3 83 |
| C.P.C. Sun Spar | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior | 3 90 |
| Jasperite Pale Hard Oil | 2 25 |
| Jasperite Indestructo Floor Varnish | 3 00 |
| Jamieson's Copaline | 3 52 |
| M-S Marble-Ite Floor | 3 91 |
| M-S Wood-Var | 3 91 |
| M-S Durable Spar | 5 11 |
| M-S Finest Interior | 3 34 |
| Elastic Interior | 3 14 |
| Mar-not | 3 90 |
| Quick Action House | 2 65 |
| Rexspar | 5 12 |
| Smear-Not | 3 34 |
| Kyanize Spar | 4 94 |
| Kyanize Cabinet Rubbing | 3 84 |
| Kyanize Interior | 3 84 |
| Luxeberry light | 4 50 |
| Luxeberry granite | 4 50 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 68 |
| Crown Diamond Floor | 3 65 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14 |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors | 3 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing | $0 21 |

| WHITE | |
|---|---|
| XXX | 0 18 |
| XX | 0 16¾ |
| X | 0 15¾ |
| XC | 0 13½ |
| Japanese | 0 13 |
| XXX Extra | 0 19 |
| XX, grand | 0 17¾ |
| XLCR | 0 16½ |
| X Empire | 0 15¼ |
| X Press | 0 14 |

| COLORED | |
|---|---|
| No. 5 | 0 13¾ |
| No. 1 | 0 12¾ |
| No. 7 | 0 11¾ |
| No. 1A | 0 10¾ |
| No. 1B | 0 09¾ |
| Fancy | 0 15 |
| Lion | 0 13½ |
| Standard | 0 12 |
| Popular | 0 10½ |
| Keen | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| C. & B. Floor Wax | $0 40 |
| B.H. Wax | 0 45 |
| Ronuk Floor Wax, lb. | 0 38 |
| Berry Bros. | 0 35 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 33 |
| O.P.W. Lion Brand | 0 45 |
| Old English | 0 53 0 62 |
| Johnson's | 0 62 |
| Jamieson's liquid wax, gal. | 2 75 |
| Gold Medal | 0 42 |
| Edwards, lb. | 0 40 |
| Ramsay's | 0 45 |
| S. & W. | 0 54 |
| Crown Diamond | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. | $2 50 |

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons | 2 20 |
| In barrels | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

# CANADIAN ASBESTOS COMPANY

**MONTREAL** **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

**Asbestos Cements** **Blackote Rubber Roofing**

**Cotton Waste and Oakum**

*Sole Canadian Agents:*

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.




**Talk No. Two Hundred and Twenty-Seven**

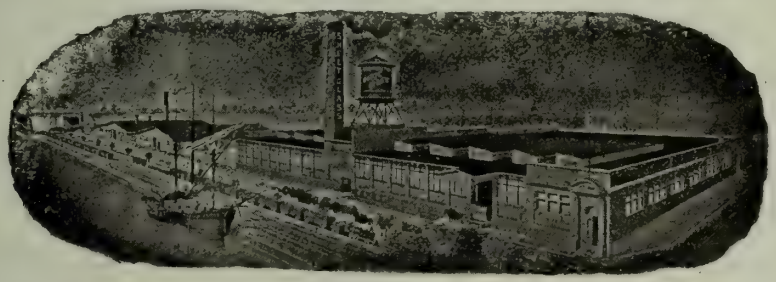
Premier Galvanized Sheets have been made here in Canada for five years—certainly no experiment now. Loyal support from the jobbers has meant better service and lower prices to you.

TINKER TOM.

**Look for talk No. 228 next week.**

**DOMINION SHEET METAL CORPORATION, Limited**
HAMILTON, CANADA

RED
**S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS
DON ROADWAY TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.




INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke. $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

| Standard List | Prices per Dozen | 18/16 | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

**BARS, CROW.** $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

**Blue Stone** (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

**BORAX.** Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

**CLEVISES, MALL.** 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | .... | .... |
| 26 to 40 | .... | .... |
| 41 to 50 | .... | .... |
| 51 to 60 | .... | .... |
| 61 to 70 | .... | .... |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

**HARVEST TOOLS.** 17½%.

### HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED

| | "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 40 |
| 28 Am. or 26 Eng. | 9 00 |
| 26 Am. or 26 Eng | 8 70 |
| 24 | 8 55 |
| 22 | 8 55 |
| 18 and 20 | 8 40 |
| 16 | 8 25 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

| | |
|---|---|
| Mrs. Pott's No. 55, set | $2 25 |
| Mrs. Pott's No. 50, set | 2 35 |

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $12 50 |
| Lightning | 12 50 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25. Dash-board | 17 50 |
| Short Globe, doz. | 18 00 |

**LEAD PIPE,** $12.40.

**LEAD WASTE,** $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 50 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 00 |
| O-Cedar Polish, No. 3 | 12 00 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 30 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

**NETTING.** Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 10 00 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 00 |

# WA-KO-VER




## In the Windows—
## Or on the Counter

## *Brings Many "Reminder" Sales*

It's a powerful suggestion and reaches many minds that are wholly or partly made up to purchase.

*Stephens'* Paints and Varnishes are well liked by the Canadian public. The sight of *Stephens'* is like a glimpse of an old friend to many people. The mental process runs from recognition to remembrance of the need for paint.

Keep suggestion at work for you. The picture, or other reminder, of well-painted premises and homes often is compared in the customer's mind with a home that's badly in need of paint. At once there's an impulse. Are you prepared for it?

*A post card about our agency will bring you news of profits*

**G. F. Stephens & Co., Limited**

**Paint and Varnish Makers**

**Winnipeg :-: Calgary**

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

### PLASTER, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| B. & A.— | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| ..... | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

### SCYTHES—

| | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

### SWEEPERS, VACUUM—

| | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 80 |
| 22-24 gauge | 7 85 |
| 26 gauge | 7 90 |
| 28 gauge | 8 00 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

### SOLDER. Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

### TACKS. Carpet, 65% list.

### TIES. Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

### TRAPS, GAME—

| | Victor | H.& N. | Jump |
|---|---|---|---|
| | Doz. | | |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

### TUBS—

| | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

### TWINE (WRAPPING)

| | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 23 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| | Doz. |
|---|---|
| Agricultural— | |
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| Trimo— | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| | Dozen. | |
|---|---|---|
| Always Ready— | Black. | N.P. |
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen. Reliance,

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

| | | | |
|---|---|---|---|
| HEXAGON BARS | | MACHINE STEEL | |
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

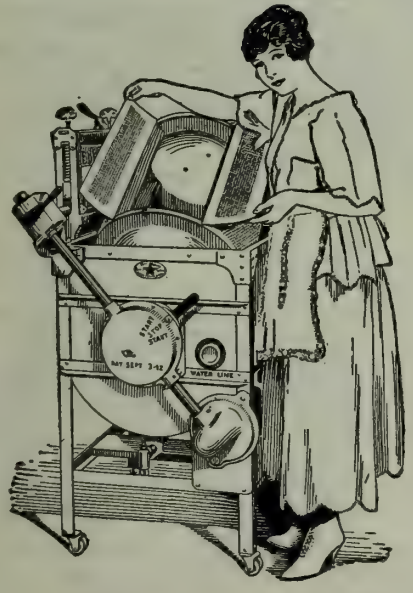
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED





# THE BIG MARKET

## —*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

***THE EDEN DOMINATES ITS MARKET***

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

***THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.***

# GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

**Abrasives**
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Implements**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
Robertson & Murphy, Ltd., Montreal, Que.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrel Stands**
Wakvte Mfg. Co., Winnipeg.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

**The Trade Mark behind the "Hardware House of Quality"**

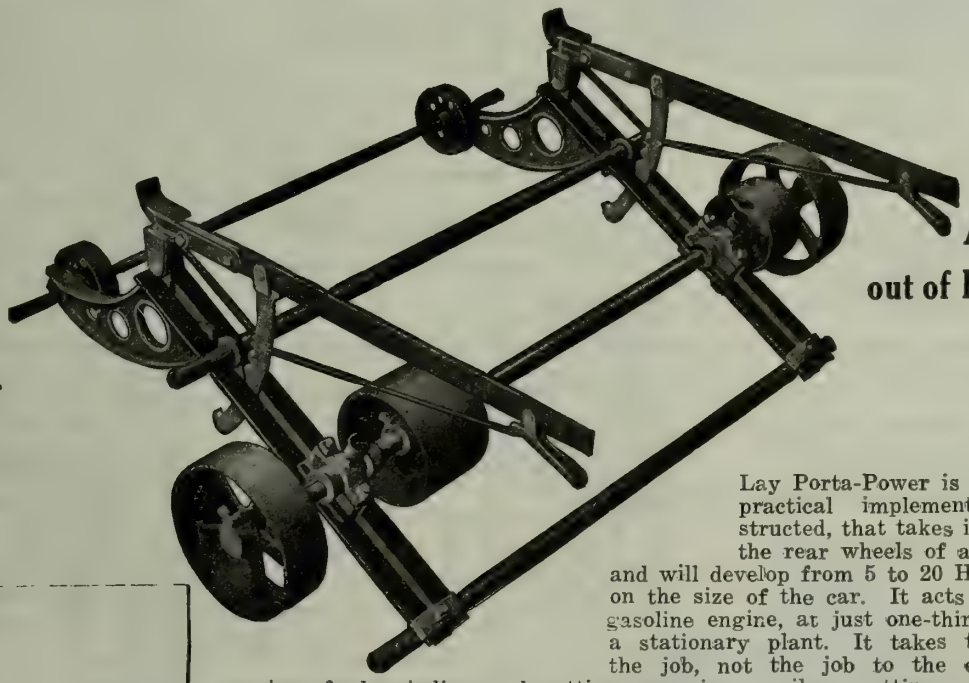
DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

**The Largest Wholesale Hardware Dealers in Canada**

# LAY PORTA-POWER

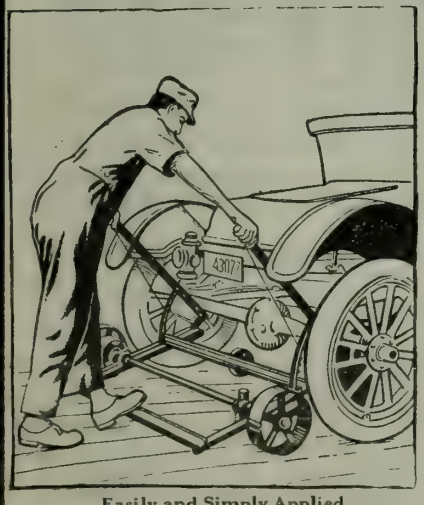
**Fits your Car, regardless of make. No adjustment or alteration of Automobile is necessary. It utilises the power of Automobile Engines for belt power upon farms and ranches.**

**It doubles the value of the Farmer's Car**



**It takes the Arm Work out of Farm Work**

Lay Porta-Power is a durable and practical implement, well constructed, that takes its power from the rear wheels of any automobile and will develop from 5 to 20 H.P., depending on the size of the car. It acts as a portable gasoline engine, at just one-third the cost of a stationary plant. It takes the engine to the job, not the job to the engine. Wood sawing, feed grinding and cutting, pumping, ensilage cutting, silo filling and farm lighting are only a few of the farm jobs that this implement can be readily used for. It will not heat the engine nor injure the tires, and is a money, time and labor-saving device that ought to be on every farm. It is simply constructed and can be adjusted to fit practically any make of car or small truck.



Easily and Simply Applied

### To Dealers

The demand for Lay Porta-Power being so great already is an indication of the tremendous sales possibilities that it opens to dealers. It fits into any line you may be handling. If you are in "open territory" we will gladly talk business.

**Write for prices and discounts**



In Operation

## The J. H. Ashdown Hardware Co., Limited

**Calgary WINNIPEG Saskatoon**

***Western Distributors***

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton. Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
TheBoeckh Co., Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mig. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog,**

**Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closets**
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Clothes Horses**
Stratford Mfg. Co., Stratford, Ont.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Cookers, Fireless**
Royal Fireless Cooker Co., Ottawa, Ont.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crocks, Butter**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

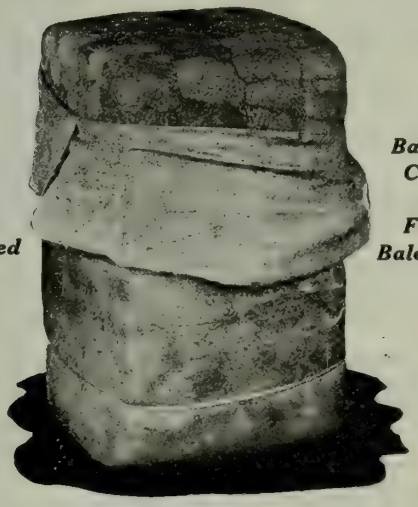
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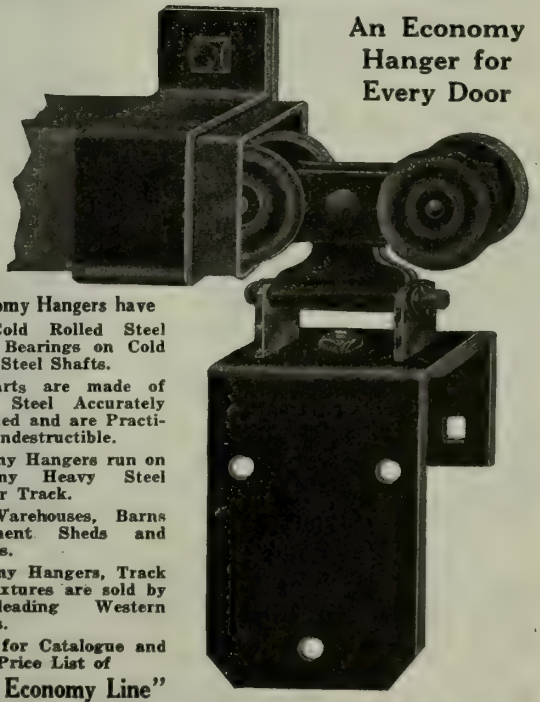
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The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Drain Pipe Cleaners**
Herbert Terry & Sons, Redditch, Eng.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Electro Plate Ware**
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Mulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Exterminator, Rat and Roach**
The Common Sense Mfg. Co., Toronto.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Fire Department Supplies**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates.**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Force Cups**
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

# Horse Collar Pads

## Keep Horses Fit for Work

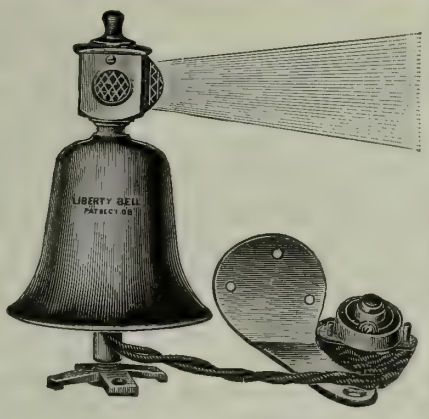



TAPATCO Pads are exceptionally strong, durable and highly absorbent.

These money-savers and money-makers have our Patented Hook Attachment that lengthens their life.

These efficient, comfortable pads save galled, bruised and chafed shoulders. When your customers have these well-made pads the horse is kept "on the job," fit and contented. Handsome profits. Order through your jobber.

**The American Pad & Textile Co.**
Chatham, Ontario




**The Signal of Distinction**
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# WARNS
## BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"
## DEFINITE AND DISTINCTIVE

The clear bell tone **carries** through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

### GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

### A POLITE SIGNAL

***We have an attractive proposition for you. Write for prices.***

**THE BUNYAN MFG. CO.**
9805 MADISON AVE. - CLEVELAND, OHIO

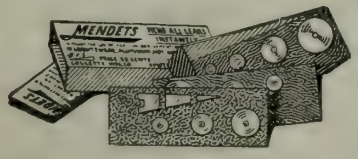
# MENDETS
*A PATENT PATCH*

FOR mending Graniteware, Pots, Pans, Boilers, Kettles, Hot Water Bags, etc.

Does the work effectively. Makes old things as good as new. Reduces household expenses.

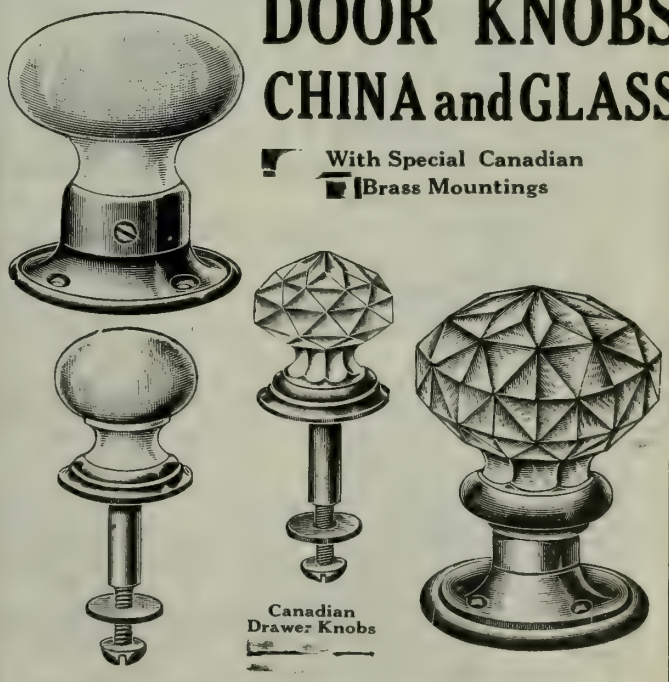
**Mendets** is an easy line to sell—it meets such a popular demand. Thousands are sounding its praises. There are good profits in it, too. Order a display stand from your jobber or write us direct for information and prices.

**Collette Mfg. Company**
Collingwood
Ontario




# DOOR KNOBS
## CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

# JAMES CARTLAND & SON
LIMITED
BIRMINGHAM
ENGLAND
*Canadian Representative:*
GEO. H. SMITH, 118 Stair Building, TORONTO

# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B
**Fruit Jars**
Walter Woods & Co., Hamilton.
**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.
**Fuses, Electric**
The Hesco Electric Mfg. Co., Toronto.
**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.
**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
**Floor Stands**
Jenkins Bros., Ltd., Montreal.
**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.
**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont
**Flag Holders**
J. E. Beauchamp & Co., Montreal.
**Flint Cloths**
John Oakey & Sons, London, Eng.
**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.
**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont
**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg
**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
**Garden Seeders and Hoes**
The Bateman-Wilkinson Co., Ltd., Toronto.
**Garden Seats**
J. E. Beauchamp & Co., Montreal.
**Garden Tools**
The Bateman-Wilkinson Co., Ltd., Toronto.
**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.
**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.
**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.
**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.
**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.
**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.
**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.
**Glue, Flake**
W. Harris & Co., Toronto.
**Glue, White**
W. Harris & Co., Toronto.
**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.
**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.
**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.
**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.
**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.
**Glaziers' Diamonds**
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.
**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.
**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.
**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.
**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Graphites**
Canada Asbestos Co., Montreal, Que.
**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.
**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont
**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.
**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.
**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.
**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont
**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.
**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.
**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Gum**
Firelight Supplies, Manchester, England.
**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.
**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.
**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
**Hammocks**
Galt Robe Co., Galt, Ont.
**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.
**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.
**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.
**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
**Hand Taps**
Wells Bros. of Canada, Galt.
**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.
**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.
**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.
**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.
**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.

# HOCKEY STICKS

**One Quality—The Best**

Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

**Prompt shipments from stock.**

**The HILBORN COMPANY**
AYR, ONTARIO

# GLASS

The demand for glass is exceedingly heavy just now and the wise buyer will anticipate his requirements and thus be assured of prompt delivery.

We carry the following glass in stock and can give immediate delivery:

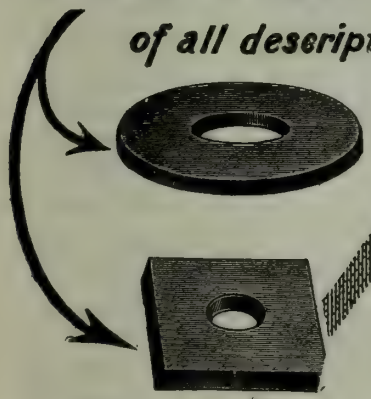
Window Glass, Plate Glass, Factory Glass, Fancy Glass, Leaded Glass, Mirrors.

When in the market for any of the above telephone at our expense and we will be glad to quote you.

**Leeks & Potts, Limited**
**Hamilton - Ontario**

# Wrought and Steel Plate WASHERS

*of all descriptions*



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

**Round & Square Plain or Galvanized**

*Prompt Shipment*

**Wrought Washer Mfg. Company**
**Milwaukee, Wis.**

# TOWERS FISH BRAND REFLEX LONG COATS

Prepare for the rainy season. Stock Tower's Fish Brand waterproof coats and make those quick turnovers which add so materially to your profits.

Tower's Fish Brand waterproof coats are in demand everywhere. Their exceptional ability to stand hard wear and resist the severest weather—makes them ideal for all men doing outdoor work.

You can't lose on Tower Fish Brand products! Send in your order and be prepared for your best selling season.




Write for particulars and prices.

**Tower Canadian Limited**

Toronto Halifax Vancouver

# THE BUYERS' GUIDE

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Ingersoll Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Jugs**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties Ltd., Calgary.
Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilke-Martin-Wilkes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
The Powerlight Co., Ltd., Winnipeg, Man.
Western Lighting Agencies, Ltd., Saskatoon, Sask.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lock Springs**
Herbert Terry & Sons, Redditch, Eng.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont

**Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.

**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA




*DISTRIBUTORS:*
MUNDERLOH & CO., LIMITED
MONTREAL - CANADA



**Hardwaremen are making money, taking orders for**

**DENNISTEEL**
*Made in Canada*

## Lockers, Shelving Cabinets, Etc.

Right around your district are schools, factories, offices, stores, etc., needing a few of our all-steel lockers or cabinets.

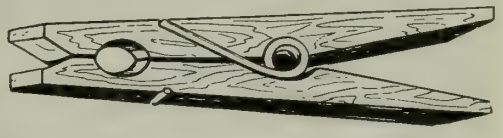
Live hardware merchants are finding it very profitable to secure these orders.

We co-operate to the limit. Also make fire escapes, window guards, wirework of all kinds, iron fence, etc. Write for folders.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

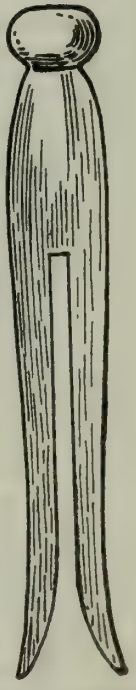
## The Megantic Broom Mfg. Co., Ltd.

***Manufacturers of Brooms and Clothes Pins***





**Lake Megantic, Que.**



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

**AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.**

# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.
**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.
**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.
**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Burners, Kerosene**
The Canada Oil Burner Co., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hole Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.
**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.
**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
**Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.
**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.
**Paris Green**
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.
**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.
**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.
**Packing Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Pastes**
Stuart & Foster, Toronto.
**Paste, Dry**
Stuart & Foster, Toronto.
**Perforated Sheet Metals**
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 160 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rings**
The Brown Engineering Co., Toronto, Ont.
**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.
**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaner**
The Chamberlain Desolvo Co., Toronto.
**Pipe Cutters**
The Borden Canadian Co., Toronto.
**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Clay Sewer**
Clay Products Agency, Ltd., Toronto, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Planters and Diggers, Potato**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

## Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

# TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

*SAVE COAL*

BY USING

BUILDING PAPER



## *The Prince of Nails*

# *"GRAHAM"*

*Specify our*

**Nails, Wire,**
**Bale Ties,**
**Straightened Rods**
**and Staples.**

## THE GRAHAM NAIL WORKS

*Operated by the Canada Metal Co. Limited*

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER



# A SOUVENIR RANGE THAT IS PROFITABLE



HEAD OFFICE AND WORKS: HAMILTON.

BRANCH OFFICES AND WAREHOUSES: WINNIPEG, MONTREAL, VANCOUVER.

Here is a range that you can sell to your customers with absolute confidence that it will give perfect satisfaction at all times. Moderately priced, it meets the requirements of every household and gives you an excellent profit.

## BRITISH CROWN STEEL PLATE RANGE

This is one of our best selling Ranges. It is exceptionally well made and highly finished. Bakes and cooks perfectly. Filled with a large and roomy cast iron fire box, with linings corrugated to add life to firebox and heating surface to oven. Has duplex grates and can be changed quickly from coal to wood. Has high closet and white enamel splashers.

The Oven is 17½" x 21" x 11¾".
Coal Fire Box, 18" x 7" x 7½".
Wood Fire Box, 21" x 7" x 7½".
4 9" Covers. 2 5½" Covers.
Weight without Reservoir, 285 lbs.
Weight with Reservoir, 310 lbs.
Price without Reservoir, $46.35 Net.
Price with Reservoir, $51.95 Net.

We will be glad to tell you more about our stoves and ranges, on receipt of a postal.

## Hamilton Stove & Heater Company, Limited

Successors to Gurney, Tilden Company, Limited

HAMILTON - CANADA

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes**
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

**Polishes, Brass**
Stuart & Foster, Toronto.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polish, Silver**
Stuart & Foster, Toronto.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

**Polish, Cream, Metal**
Stuart & Foster, Toronto.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
B. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Radiolite Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rat Poison**
The Common Sense Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
Harrington & Richardson Arms Co., Worcester, Mass.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed.

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.




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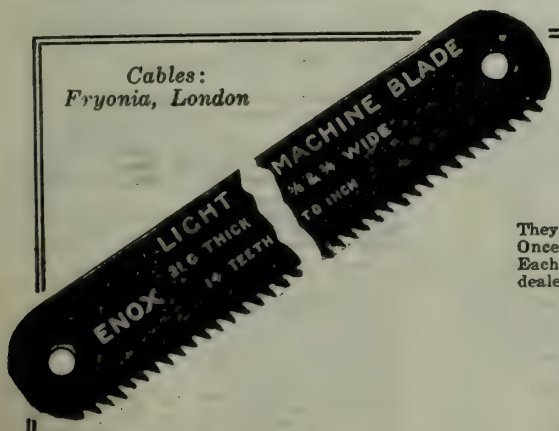
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**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Skis**
The Northland Ski Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soot, Destroyer**
Canada Witch Co., Ltd.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd,, Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring and Pressework Specialties**
Herbert Terry & Sons, Ltd., Redditch, Eng.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co. Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Stoneware**
Medalta Stoneware, Ltd., Medicine Hat, Alta.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co. Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zrad Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tapes, Measuring**
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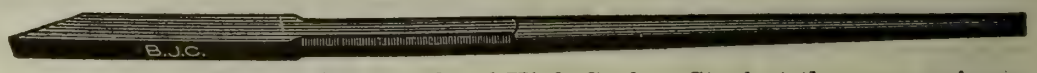



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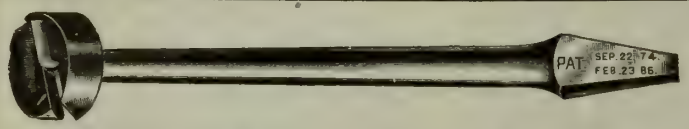
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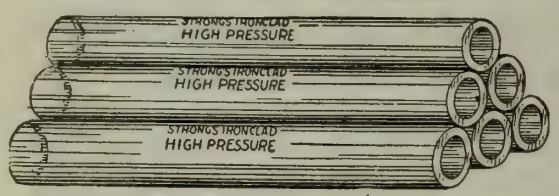



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**Torrington, Conn., U.S.A.**

**FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

**PROFITABLE FOR DEALERS**




The reason Strong's Ironclad Gauge Glasses are the most PROFITABLE for dealers to SELL is simply because they are the most PROFITABLE for companies to USE.

**STRONG'S IRONCLAD**

Gauge Glasses are made so STRONG, so SAFE and so everlastingly DEPENDABLE that they do not require RENEWING nearly as often as other gauge glasses. Therein lies their ECONOMY.

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The General Electric Company have been consistent users of our gauge glasses for over 10 years. They, like 10,000 other users, know from experience that the QUALITY and VALUE is there.

All sizes, in lengths of 1 in. to 72 in., in any fraction of an inch, with fused ends. Sell safe glasses and hold customers. Write for prices.

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**in steel drums containing 46 gallons, NO LEAK**

***ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT***

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# IS THIS THE SOLUTION?

Another scheme to rectify the distressing prices now prevalent, by other than sound economic measures, was outlined before the Union of Canadian Municipalities which recently convened at Kingston.

## THIS RESOLUTION HITS YOU WHERE YOU LIVE

"We submit the principal root of the evil is the present wasteful, inefficient and antiquated method, or rather lack of method, of distributing the goods from the producer and manufacturer to the consumer—wasteful of time, labor, health, happiness and even human life—inefficient and antiquated in this age and to such an extent that even the huge economies effected by the greatest array of labor-saving machinery the world has ever seen are in a large measure rendered null and void. An ever-increasing army of unregulated distributors and relatively an ever-decreasing army of producers with the leaders of all these practising profiteering and price-manipulation as their fancy may dictate or opportunity may permit.

"Among the minor causes are the various classes of idlers and usurers, who in devious ways levy toll on labor and industry. Waste of time in high schools and colleges teaching dead languages and other unpractical subjects to the partial or total exclusion of vocational training, economics and useful branches of learning which would be of greater value for purposes of mind development and discipline and thereafter more useful to the individual and the country."

## SAYS THE FINANCIAL POST IN REPLY:

"It is, of course, possible that there might be a dissenting voice, heard above this chorus of condemnation. A voice that might suggest, for instance, that the fact that the producer is getting $24.50 per hundred for hogs, where he formerly got $6, might, perhaps, have as much to do with the matter of increased cost as the inefficient handling that gives to the packer 5-16 of a cent per pound on bacon, or to the retailer a bare 5 cents a pound. Or the fact that the farmer is now guaranteed a price of $2.15 a bushel for wheat that formerly he sold with satisfaction for 90 cents, may be as much responsible as the half cent a loaf profit of the baker, or the cent profit of the retailer.

"It is a question, too, whether all the blame for the trying conditions of the present time should be laid at the door of established trade, any more than at any other door. There seems no good evidence for believing that the business morals of the merchant class are worse than any other, and there might be those who might reply to the stricture that our schools and colleges are not devoting their attention strongly enough to the bread and butter needs that "man does not live by bread alone."

The frank object of this resolution was "to attain a substantial reduction in the cost of living generally, but without increase of hours of labor or reduction of wages." It is the possibility of this which THE FINANCIAL POST doubts.

You want to read such discussions as this. They appear weekly in THE FINANCIAL POST.

## ALSO OF INTEREST

Prospects Good For Trade With France—An article giving hints re exporting.

Is State Socialism Bolshevism?—Dakota's experience.

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Wheat Problem Has National Significance — A clear presentation of the present complicated situation affecting not only the milling and allied industries, but the financial well-being of the country.

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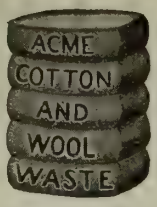
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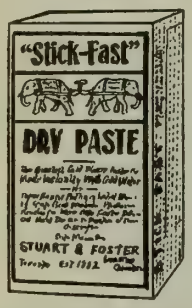
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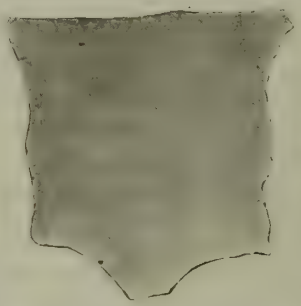
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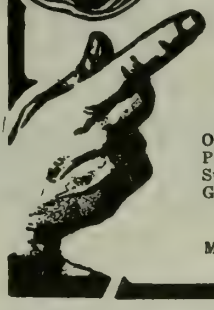
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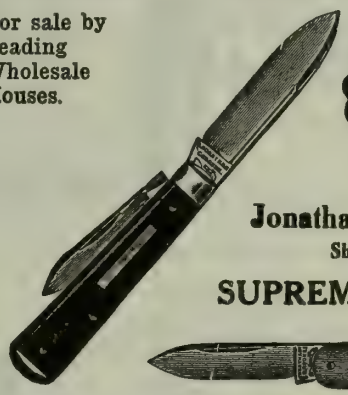
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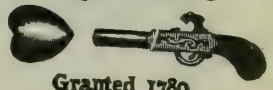
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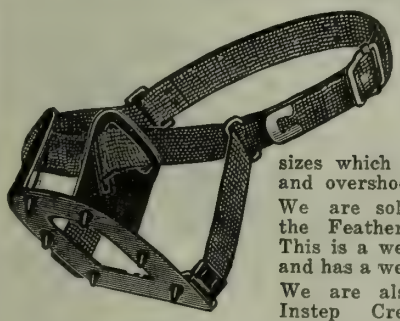
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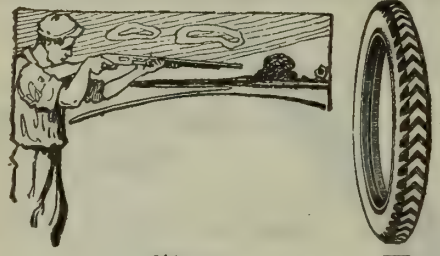
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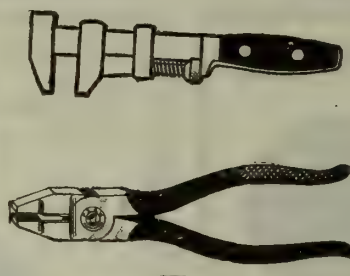
SHEFFIELD Estab'd. 113 Years AND WOLVERHAMPTON ENGLAND

# Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

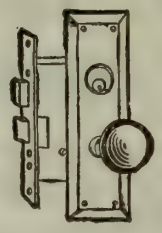

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387

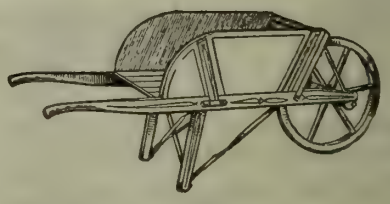

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91


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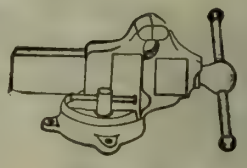

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79


330


269


72

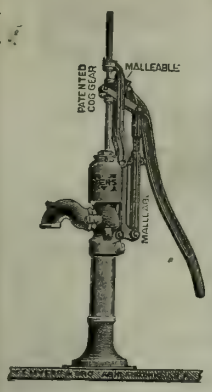

67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

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**Hand and Power**
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| Elongation in 8 in. ..... | 25% | 27% | 29% | 26% |
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Sales Agents: Manitoba, Bisset & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

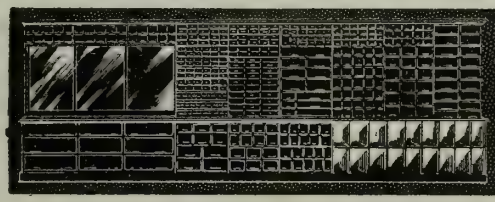
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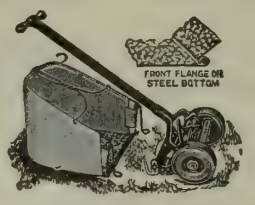
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"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

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—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

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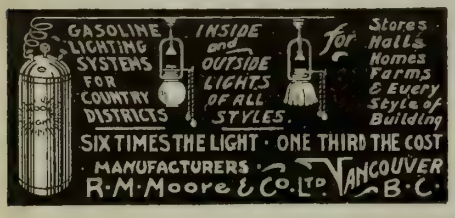
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SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

## ALLEN-FLUX

THE TOUGHEST NUT of all has been solved by Allen Non-Acid Sodering Flux. You can soder aluminum to any metal you choose, with the use of Allen Non-Acid, Alumi-Flux or Soder. Send for free samples.

*A Sodered Joint Is No Stronger Than Its Flux.*

BISSETT & WEBB, Ltd.
126 Lombard St., Winnipeg, Canada

Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.

Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.

Small hardware (various) and chemical smallwares.

Every article as cheap and as good as anything German.

Address FIRELIGHT SUPPLIES
GORTON, MANCHESTER
(N.B.—Jobbing Trade only Supplied.)

## BEAR BRAND LAMP BLACKS

*A Germantown of quality that gets big business*

WILCKES, MARTIN, WILCKES CO.
[illegible] WILLIAM ST. NEW YORK

London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*

# Wanted

## HELP WANTED

### Paint Salesman Wanted

WANTED an experienced ready mixed paint salesman, also first class hardware salesman, by Western jobbing house. Apply Box 462, Hardware & Metal.

WANTED — HARDWARE CLERK, STEADY job to the right man. Apply in own handwriting, giving age, experience and salary required to the Saskatoon Hardware Co., Ltd., Saskatoon, Sask.

WANTED—MANAGER FOR LARGE RETAIL hardware store; state age, experience and salary; splendid opportunity for advancement. Box 459, Hardware & Metal.

WANTED — EXPERIENCED HARDWARE salesman. Apply stating experience and salary required to Mills Hardware Co., Hamilton.

WANTED — HARDWARE CLERK (SINGLE preferred) for store in good town, Eastern Ontario. Must be good clerk and window dresser. References required. State salary and full particulars. Box 446, Hardware and Metal.

## FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

HARDWARE BUSINESS—WELL ESTABLISHed, in Norfolk County, Western Ontario; owner's health failing. About $10,000 stock. Will sell at a rate on the dollar. Apply Kelly & Porter, Simcoe, Ontario.

## POSITIONS WANTED

POSITION WANTED IN TORONTO, WHOLEsale or retail. Five years' retail experience. State salary. R. Brown, Brown's Hardware, Peterborough.

## AGENCIES WANTED

AGENT—CONNECTION IRONMONGERS, CUTlers, stores, etc., wants sole agency for Britain in American razors, scissors, pen-knives, etc.; terms and references. Osborne, Viewmount, Dunblane, Perthshire, Scotland.

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

### GAETZ & COMPANY

**49 Upper Water St., Halifax, N.S.**

**Manufacturers' Agents**

We are open to represent one or two lines of Heavy or Staple Shelf Hardware in our territory. We have experienced salesmen calling on the wholesale trade.

## WANTED

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

## TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

## MISCELLANEOUS

SECOND-HAND BROWN-BOGGS TOOLS, large size, all in good condition: 1 slip Roll former, 37-inch rollers, 5 encased machines, wiring, setting, turner, burr beading; 2 threading sets for pipes, ½ to 2 inch; 50 other small tools to go with machines. Apply to H. A. Dupuis, Embrun, Ont.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Souvenirs, Crown Hurons, Peninsulars, Jewels, Pandoras, Imperial Oxfords, Climax, Marvels, Colonists, Arklans, Admirals, Crown Princes, Home Comforts, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

**HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO**

HARDWARE AND METAL is read by all the progressive dealers who are practically all good buyers, therefore, it pays to advertise in this paper.

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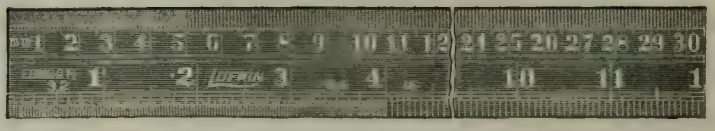
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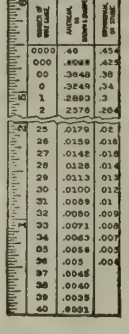
LUFKIN MECHANICS' SCALES

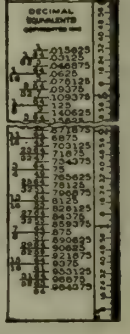
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

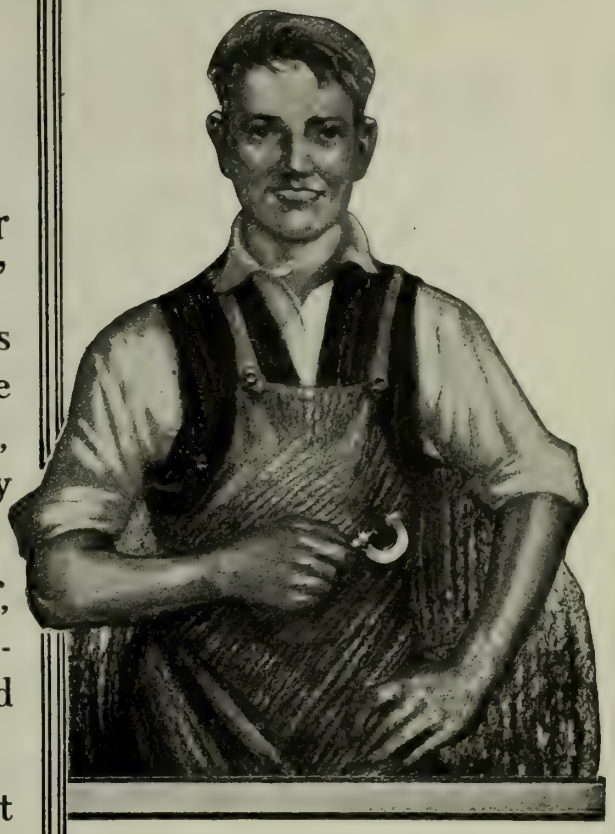
STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# The apprentice says:

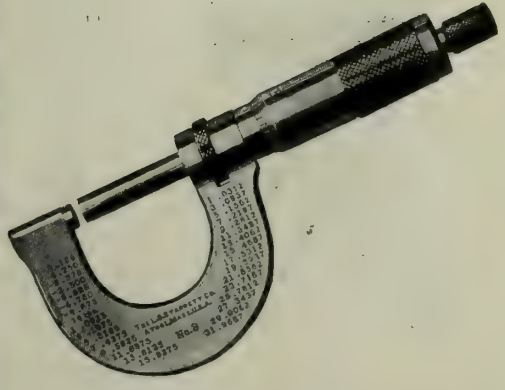


"Almost the first tool I ever heard of was a Starrett 'mike.' Somebody pinched Dad's out of his jumper pocket and the fuss he made showed he thought it was *some* tool, even if he had had it close on twenty years.

"When I got into the shop myself, I noticed the toolmakers and everybody who had 'fussy' jobs preferred Starrett Tools.

"There's something about 'em that the fellows like. Yeh! They're accurate and they're convenient, but I guess the fact that the men who make 'em are pretty good mechanics themselves, has something to do with it.

"What? Sure I'm getting me a set of Starrett Tools—I need 'em every day. Yes, I got me one of those seventy-five cent Starrett Apprentice Books, too. It saves me asking the foreman a question every five minutes. Now, when I want to know how to do something, I can look in the book and study it out myself."



## The L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS

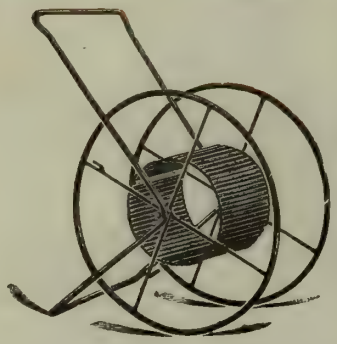
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

For thirty-nine years Starrett Tools have measured the accuracy of the world's work. Catalogue No. 21 "MA" free upon request.

42-972

# Anticipate Their Needs



THE hardware dealers and the garage man who anticipate their patrons' needs are the men who get the business.

It gets you goodwill which can be counted into many hundreds of dollars by the end of the year.

Your customers are going to experience a number of unexpected wants this Spring and Summer.

If you are equipped to fill those needs when the articles are needed, you are the man who is going to hold that customer's trade.

He may be fond of gardening and take great delight in keeping his garden in shape.

His hose-reel may be somewhat worn.

If you have one that appeals to him he will buy it. A hose-reel would make an attractive feature of your Spring Display.

Our hose-reels are unusually simple in construction, yet are very durable. They are built for utility and permanence.

Camp stools, chairs, etc., are also in demand just now. You should have a good variety on hand.

We make every kind of camp chair, folding chair for motor cars, boat seats, child seats, etc.





Be ready to show your customers these most attractive lines.

We invite correspondence. Mark your communication "General Sales Department."

**McKINNON INDUSTRIES**
**LIMITED**
**St. Catharines, Ontario, Canada**

# HARDWARE AND METAL

Vol. XXXI
No. 40

PUBLISHED EVERY SATURDAY SINCE 1888

OCT. 4
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA





# MARKETING O-CEDAR PRODUCTS

WHEN O-Cedar Products were first sold on the Canadian market there were not many retailers willing to try them; but after being continually approached by their wholesalers, the number of O-Cedar Merchants increased until to-day O-Cedar Products are sold in almost every store. This widespread distribution makes it easy for the consumer to buy the goods. And the selling of them is made easy for the merchants by the newspaper and other advertising whereby the women are constantly reminded of the advantages of O-Cedar Polish and the O-Cedar Polish Mop.

Effort inevitably finds its reward—and the merchant, who features and displays O-Cedar prominently, is bound to sell more O-Cedar than the man who expects the customer to ask for it. The goods **are** asked for; but sales can be greatly increased by suggestion.

To properly market O-Cedar Products, we need both Retailer and Wholesaler. Without either, our products could not have attained the wide distribution and sale they now enjoy.

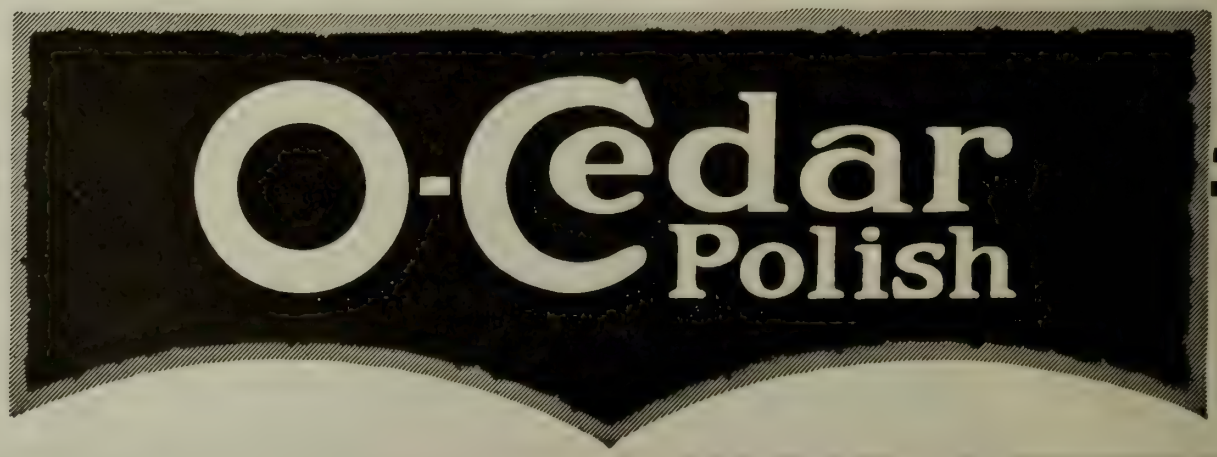
Thanks to the co-operation of wholesaler and retailer, we are able to keep our factory going at full speed and to employ a steadily increasing number of Canadian work people.

O-Cedar Products represent the best in workmanship, materials, quality, value and satisfaction. So we know you will continue to get many repeat orders for O-Cedar Products.

**CHANNELL CHEMICAL COMPANY, LIMITED**

**369 SORAUREN AVENUE**

**TORONTO**





HARDWARE AND METAL, October 4, 1919. Volume XXXI., No. 40. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

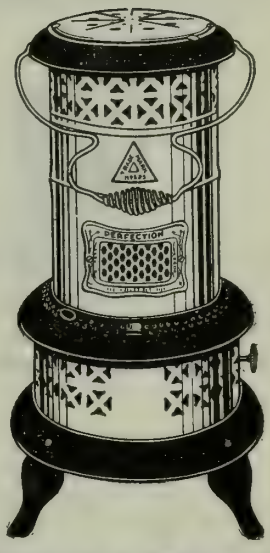
# STRIKE OF U.S. MINERS ADDS TO LOCAL TROUBLE

## Toronto Dealers Abandon All Effort to State Possible Delivery Dates.

As a result of the addition of 20,000 men to the ranks of the strikers at the anthracite mines in the United States Tuesday, any attempt to set even approximate dates for coal deliveries has been abandoned by the Toronto coal dealers, until such time as definite information can be procured regarding the spread or probable life of the strike. The Elias Rogers Co. continue yesterday to take orders, with the explanation to customers that no idea could be given regarding the probable date of delivery. It was explained to patrons that, if the strike was of short duration, orders might be filled in six weeks.

According to a prominent dealer, 1919 deliveries at present are far behind those of 1918, his firm alone being 27,000 tons behind. This, however, he explained, is made up principally of stove coal, which is hardest of all to get.






**The above is an extract from the "Toronto Star"**

# *Friends in Need*

The coal situation looks rather unpromising from newspaper reports, but there is no need for anyone to worry. The main thing is to prepare for the inevitable temporary delay in coal deliveries by having ready such auxiliary heating appliances as the **Majestic Electric** or the **Perfection Oil Heaters.**

These well tried and proven appliances fill the bill for both city and country use and as last year, will turn out to be Friends in Need.

The **Majestic Electric Heater** is as handsome an article as is found in any home, but better than this, it is efficient to the last degree, giving as it does a wonderful volume of heat. It is made in all styles and sizes.

**MAJESTIC**
*Electric Heater*
**PERFECTION**
*Coal Oil Heaters*
**The Solution**

The **Perfection Oil Heater** has reached a wonderful state of perfection, both in providing heat and in overcoming the odor nuisance found in some oil heaters.

**You should have your stock in now — wire for immediate shipment of your anticipated requirements.**

Watch for "Rice Lewis" representative.

# Rice Lewis & Son, Limited

## VICTORIA ST., TORONTO

# UNIVERSAL

## Bread Makers



UNIVERSAL
Bread Maker
No. 2



UNIVERSAL
Bread Maker
No. 8



UNIVERSAL
Bread Maker
No. 4

The Trade Mark known
**UNIVERSAL**
in Every Home

## Every Thrifty Woman is a Prospect

In these days with the high cost of living, women are doing more of their own cooking. They want labor and time-saving devices. UNIVERSAL Bread Makers help fill their needs.

Are you going to help them in this respect and receive the good profits that go with this line or are you going to let your competitor get the business?

Put UNIVERSAL Bread Makers in your windows, together with the special window trims which we furnish free upon request, and your business is bound to increase.

***Order Now Through Your Jobber***

**Landers, Frary & Clark**
**New Britain Conn.**

# DISSTON TOOLS




## Well-made---Service-giving
## *That Last for GENERATIONS*

*Price* is not a determining factor unless *quality* is considered




**Quality** can be determined only by practical **use.**

Satisfactory **use** over a long period of time causes an ever increasing **demand.**

Continued **demand** conclusively demonstrates real **worth** and reliability.

*Look them up---It will pay you*

WE ARE HEADQUARTERS FOR DISSTON GOODS

# LEWIS BROS., LIMITED

## MONTREAL

## Automobile Supplies

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

# *It has the Grip of a Giant*




# *—this new* VICTOR No 1 GIANT *Game Trap*

## *An All-around Giant in Jaw-height, Spring Action and Power*

A new and different Victor Trap—a Giant in name, size and strength. A modern trap that catches and holds far up on the animal's leg. Especially adapted to trapping skunks, muskrats and mink.

This new Victor Trap is being advertised nationally in all leading fur and trapping magazines, and will be specially featured in an extensive circularizing campaign.

Write to-day for a complete assortment of circulars and selling aids on the famous trap.

## *The Giant Jaws Catch Far Up on the Animal's Leg--Spring Rises High*

Right here is where giant size counts, as the spring and other parts of the trap are built proportionately larger to take care of the additional height of jaw.

The pan and dog are wider and heavier, the chain is larger and the spring faster. The trap is also equipped with an improved swivel at the point where the chain connects with the spring, and possesses all of the regular Victor improvements, such as non-freeze, non-clog, "humped cross" and direct pan fastening.

YOUR JOBBER CAN SUPPLY YOU

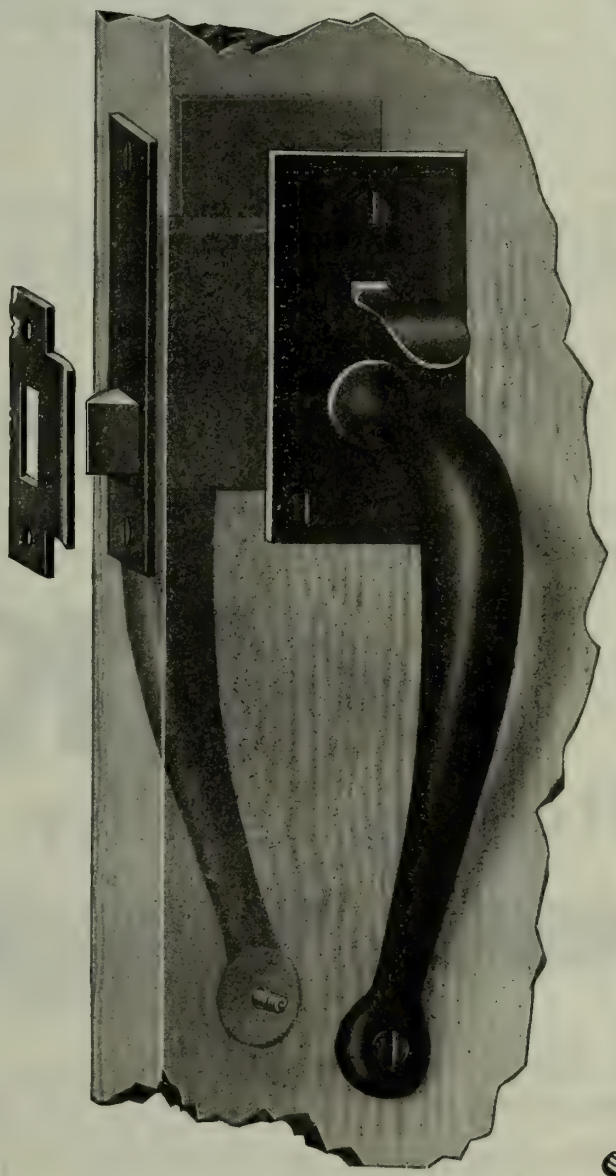
**ONEIDA COMMUNITY, Ltd., : : NIAGARA FALLS, ONT.**

***Oldest and Largest Manufacturers of Game Traps in the World.***

# NATIONAL

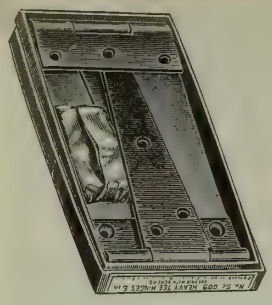
## The Most Popular Latch

This favorite Garage Door Latch, No. 27, is a winner with car owners. It is a fact that most automobile plants just now are unable to keep production up with the orders. Cars need garages and garage doors need latches. Your course is obvious. Stock this latch that sells with good profits; and get a catalogue of National money-makers.



No. 27 Latch is reversible for right or left hand door; adjustable for thickness from 1⅛ to 2¼ inches. Packed the **Unusual National Way,** one latch complete with screws, in a neat, strong box. Finished in Japan, Dead Black Japan, Sherardized and Dead Black Japan, Sherardized and Plated, any finish. Weight per dozen 26 pounds.

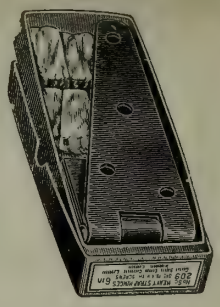
**NATIONAL MANUFACTURING COMPANY**
**STERLING, ILL.**



No. SC. 609

# Everybody Likes Strap and Tee Hinges

***Packed One Pair in a Box with Screws***



No. SC. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.
Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.
Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.
Naturally this time and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.
In ordering, prefix the letters SC. to the class number to distinguish from the line of hinges in bulk.

## CANADA STEEL GOODS COMPANY, LIMITED

**HAMILTON - CANADA**

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**




# Samson Axes

ALL the skill gained in the years of axe-making; all the details worked out to make your axe a tool of perfect balance and shape; all the painstaking care to make it a tool of unexcelled quality: these and more are at your service, if you see that the name "SAMSON" is on the axe you buy.

## GUARANTEED

**H. S. HOWLAND, SONS & CO.** LIMITED

WHOLESALE HARDWARE

TORONTO

# Sterling Spark Plugs

The growing conviction that quality in a spark plug is vital to the best performance of the motor, is evidenced in a rapidly growing Sterling demand.

Spirit, ginger, "pep"—call it what you will—it is the priceless quality in any motor which a good spark plug makes possible.

Sterling Spark Plugs are chosen by men who, first and above all else, seek perfection in the running of their cars.

They are sold by dealers whose recommendation is a guarantee of complete and lasting satisfaction to their trade.

**THE LOCKWOOD-ASH MOTOR COMPANY**
MAIN STREET JACKSON, MICHIGAN 63
**DOMINION BATTERY CO., LIMITED, 736 Dundas Street East, TORONTO**




*A Size and Style for Every Car*

SEPARABLE CLEANABLE

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Service

Railway
Fastenings

Wrought
Pipe

Pole Line
Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

# To cut down the cost per cut

## How Many S. P. M.?

"Haste makes waste" is just as true of hack saws as of anything else. Forcing a blade by increasing the strokes per minute means a quickly dulled blade. 50 to 60 strokes per minute is about as fast as it is economical to run when cutting dry. On soft steel, using compound, saws may be run to advantage at about 100 S. P. M., at from 65 to 80 on annealed steel, and on unannealed tool steel at about 60 to 80 strokes per minute.

Follow the Starrett Hack Saw Chart, put on the weight and watch the cutting cost decrease.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.




the speed



# Use Starrett Hack Saw Blades

If your customers are kept supplied with Starrett Hack Saw Charts "MA," both you and they are helped.

42-982

# WILT

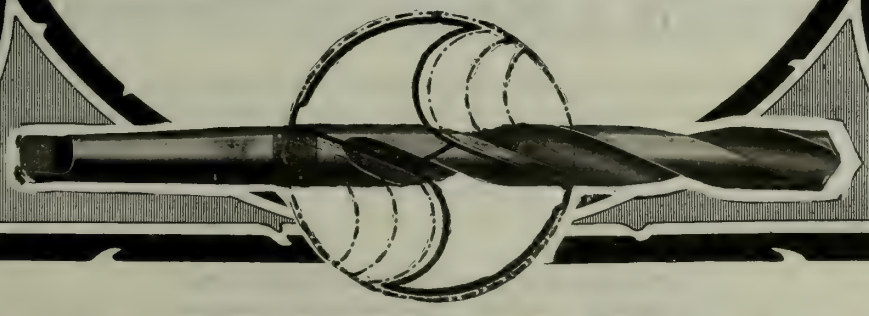
"Where there's a WILT—there's the Way"

## HIGH SPEED AND CARBON TWIST DRILLS

### Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS, REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the market of all **WILT PRODUCTS, WILT DRILLS, REAMERS, AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics make that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS, REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling WILT Products. Investigate.

**WHERE THERE'S A WILT---THERE'S THE WAY**

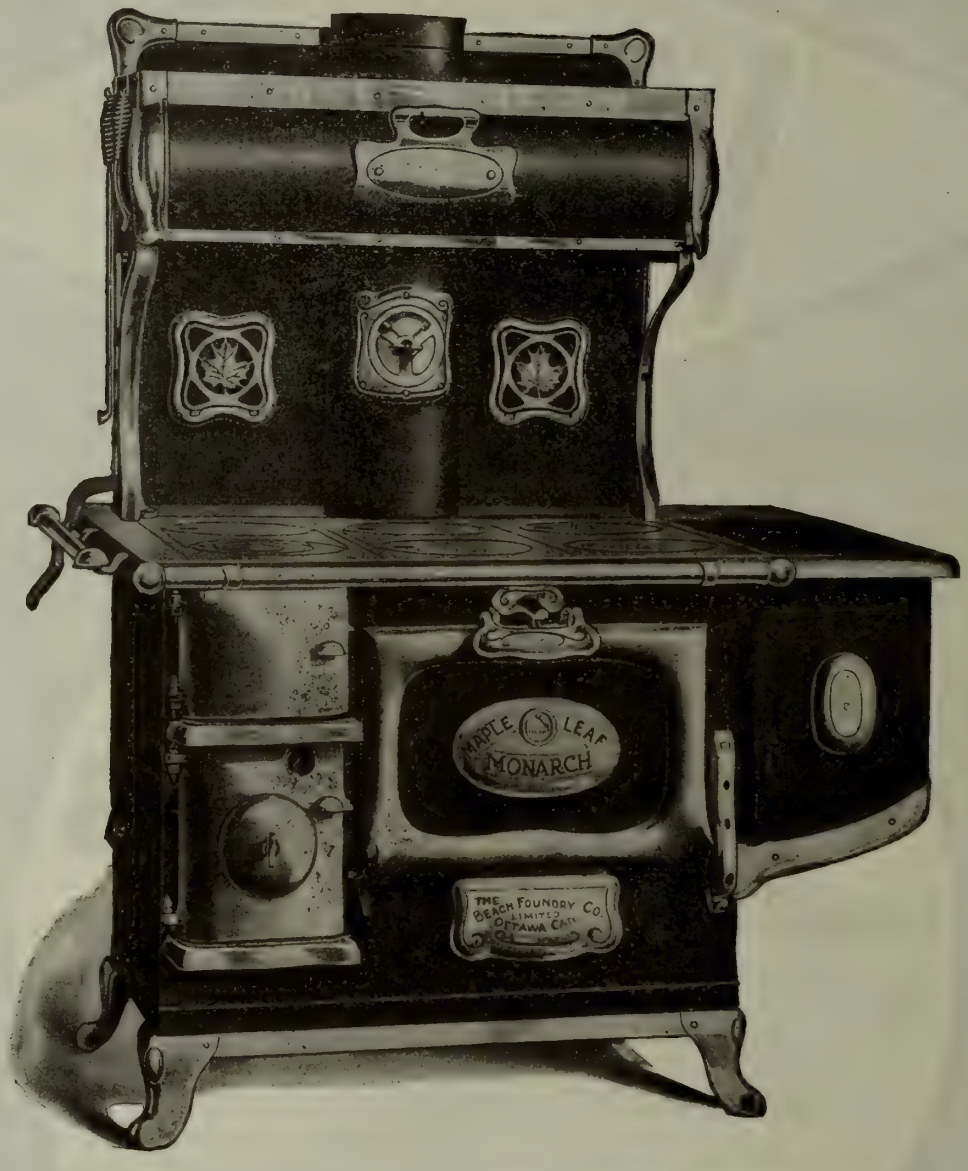


## WILT TWIST DRILL CO.
## OF CANADA LIMITED

**WALKERVILLE - - - ONTARIO**

**LONDON OFFICE: Wilt Twist Drill Agents, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**

# Increase Your Sales By Handling The Maple Leaf Line




## The Monarch, a Range of Unusual Value

With plain, handsome design, specially large warming closet, key plate top with broiler lift, tubular towel bar, heavy polished steel body with heavy asbestos lining. Latest improved fire box, with heavy duplex grates for coal or wood, also made with special wood fire box. Burns 27½ in. wood, 20 in. x 20 in. x 14 in. oven, made of heavy sheet steel, the top being made of double thick steel interlined with asbestos, oven thermometer for registering degrees of heat.

**Here is a range of unusual value and a popular seller. Write for catalogue and prices.**

Manufactured by

## THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.

# Increase Your Sales By Handling The Maple Leaf Line




## The Maple Leaf Invader

**A QUALITY STEEL RANGE AT A MODERATE PRICE**

With heavy polished steel body, heavily nickel-plated, reservoir and warming closet, standard constructed fire box fitted with duplex grates for coal or wood and flat drop grate for wood can also be supplied. Made also with a special wood fire box. 18 x 19½ x 12½ inch oven, equipped with thermometer, modern key plate top in three sections. Broiler lift, large pouch door. Closet equipped with drop door and combination ventilator and draft check. Range is equipped with sliding direct damper, giving perfect baking control.

**A ready and quick seller. Write for catalogue and prices.**

Manufactured by

## THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

**Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.**

# 2 Hose Sales for One Before




Goodyear now offers you two hose sales for every one you had before on Goodyear Cord Hose.

Goodyear Cord Hose now comes in two sizes:

½-inch ribbed,
⅝-inch plain.

Both are the same high-grade cord construction.

Strong, seamlessly welded.

Free from kinking and bursting.

Easy to handle.

You never had a better hose to offer your customer.

And behind the hose are the Goodyear selling helps.

Good, bright material for window displays.

Circulars for house-to-house distribution.

Plates for newspaper advertising.

These will be supplied free to merchants who place their orders now.

Write our advertising department to send you samples of this advertising matter when it is ready.

**The Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ontario**

GOODYEAR

MADE IN CANADA

CORD HOSE

SMP
"QUALITY"
TRADE MARK

# DIAMOND WARE

## "THE PRIDE OF THE RANGE"

**Blue and White Outside** **Pure White Inside**

It brightens up a kitchen to have attractive looking enameled-ware utensils. S.M.P. Diamond Ware combines attractiveness and durability. Show your customers this line.



**Tea Kettles**
**Tea Pots**
**Sauce Pans**
**Milk Boilers**
**Potato Pots**
**Water Buckets**
**Collenders**
**Wash Bowls**
**Etc.**



**Shipments Made Promptly**

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

# Real Protection

## For the dealer and consumer is behind DOWSWELL-LEES Products

It represents 30 years of producing washing machines and wringers in large quantities with skilled workmen —the best machinery and efficient management — a combination that offers you the best value in home laundry equipment.

Our assortment embraces only machines of established reputation — mechanically correct and durably finished—a line to meet the requirements of every family.



Arrow Brand Wringers

Your nearest jobber handles and recommends them, and stocks are carried by us in Hamilton and Montreal.



THE

**SEAFOAM**

**Electric Washer and Wringer. Convenient to operate---Absolutely safe.**

**Wrings while it washes, washes while it wrings.**



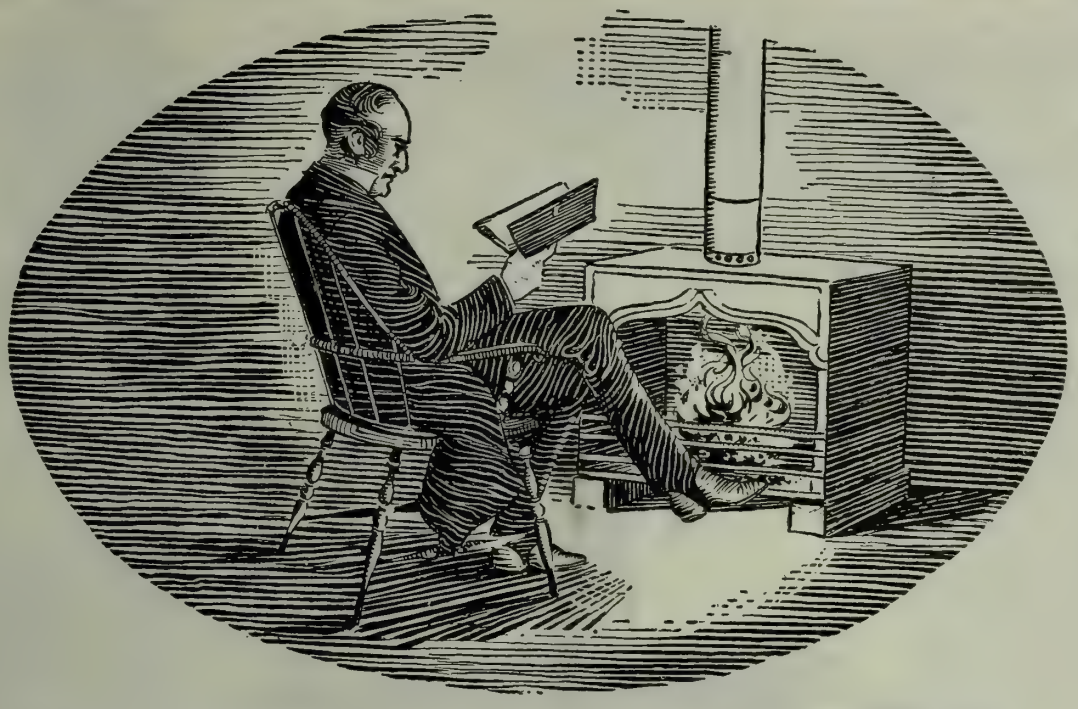
## DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

**Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.**

*Western Representative*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.



# WHEN ANTHRACITE COAL WAS FIRST USED IN AMERICA

IN 1808 Judge Jesse Fell of Wilkesbarre, Pa., succeeded in burning anthracite coal with some measure of success, but it was not until around the year 1824, the year of the founding of the Plymouth Cordage Company, that any general use of this fuel for domestic or factory purposes began.

The early coal miners found that in both mining and breaking the coal, large quantities of good rope were needed, and from the beginning of the industry in America, Plymouth Rope, the rope you can trust, has played an important part in the vast mining operations.

The rugged, durable qualities built into every foot of Plymouth Rope through pure material and expert workmanship are as valuable to every rope user as to the producers of coal.

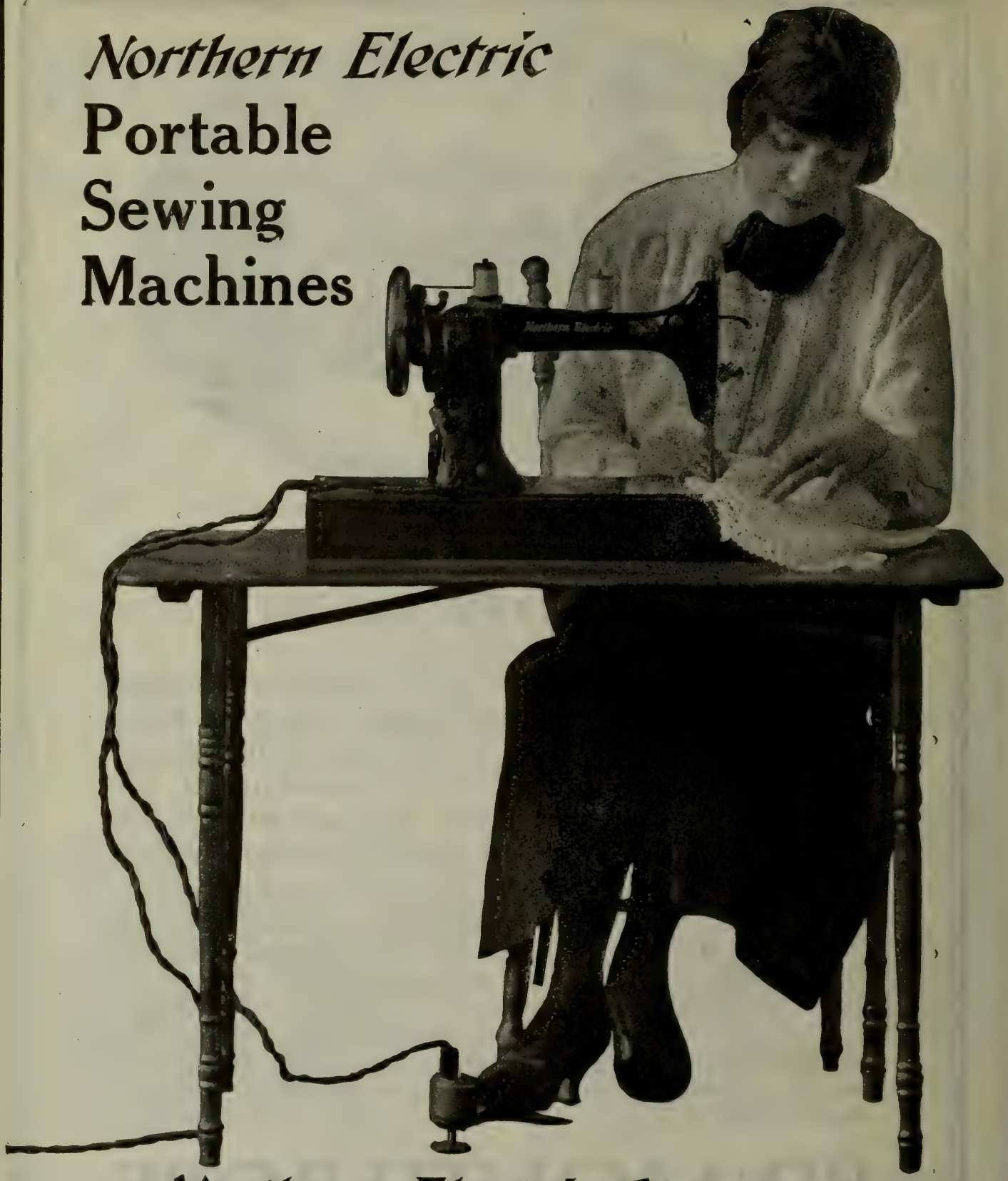
# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 2

# *Northern Electric*
# Portable Sewing Machines



## *Northern Electric Company*
LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON

WINNIPEG
REGINA

CALGARY
EDMONTON
VANCOUVER




# Pick Your Wrenches From The "W & B" Line

WE make a larger variety of Wrenches than any other manufacturer in the world.

Saving money, time and freight to the buyer by making combination shipments.

Quality, Strength and Service guaranteed by 66 years of uninterrupted experience in manufacturing tools, with the policy of:

***"Make it better than anyone else can make it. Put your name on it and stand by it."***

Trade Mark. Reg. U. S. Pat. Off.

**The Whitman & Barnes Manufacturing Co.**

Office and Factory: St. Catharines, Ont.

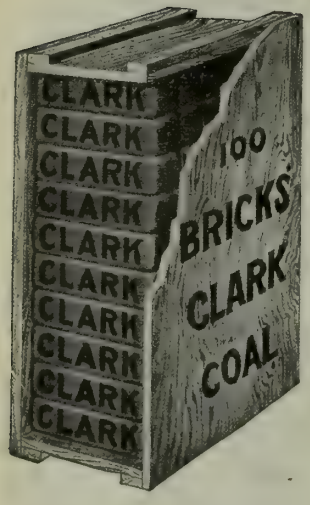
European Office: 139 Queen Victoria St., London, E.C.

**Established 66 Years**

# Whitman & Barnes

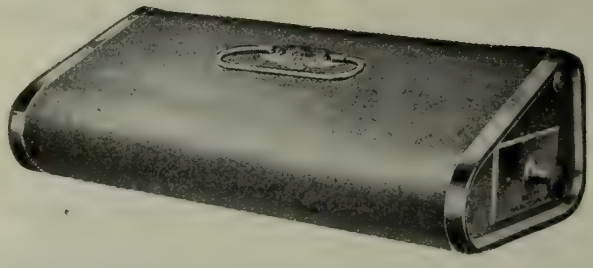
**TWIST DRILLS — REAMERS — WRENCHES — HAMMERS**

# Clark Indestructible Steel Heaters



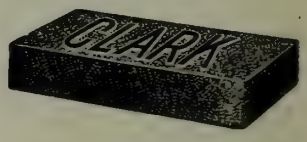

## No. 7X

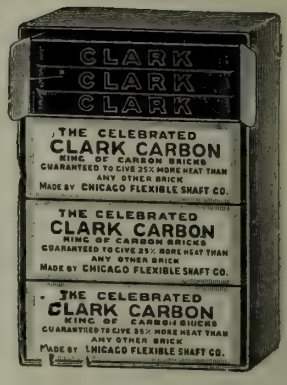
**Popular for Fine Coupes and Electric Cars**



Slanting top, outside metal parts nickel plated and highly polished. Side and end heat control; covered with mohair plush in green, blue or maroon. Weight 6 lbs.

Seven other types and sizes.




## Now for the Winter Sales

THIS is the season for "Preparedness." Have a demonstration heater when the cold weather is numbing the hands and feet of the drivers that stop at your door. When a rural mail carrier, a doctor, or any other man who must drive in the winter cold enters your store see that he gets a demonstration of the cosy, comfortable warmth from a Clark Heater.

It's an irresistible appeal to such men.

Your circle of heater owners grows rapidly. Each is a steady customer for Clark Carbon Brick. This ideal fuel is placed for 2 or 3 minutes in any flame or fire, after which, when placed in the fuel drawers, it continues all day to give out a grateful, comforting heat.

*If you have overlooked this chance up to now, write your jobber to-day.*

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue :-: Chicago, Illinois**

# COMMON SENSE ABOUT HACK SAWS

It is not reasonable to try out a blade on high speed steel that you intend to use for cutting machine steel. Testing a blade in a hand frame gives little indication of what kind of work it will do in a machine. The testing of only one or one dozen blades will not determine what kind of work a brand will do continuously. The only fair test of a *Hack Saw* Blade is the test of continuous use for a reasonable period of time under normal shop conditions.

Goodell-Pratt blades are made to stand up under continuous shop use and not freak tests. The shape of teeth and the staggered set is in accordance with the most up-to-date design; and the methods of manufacture conform to the very latest and best shop practice.

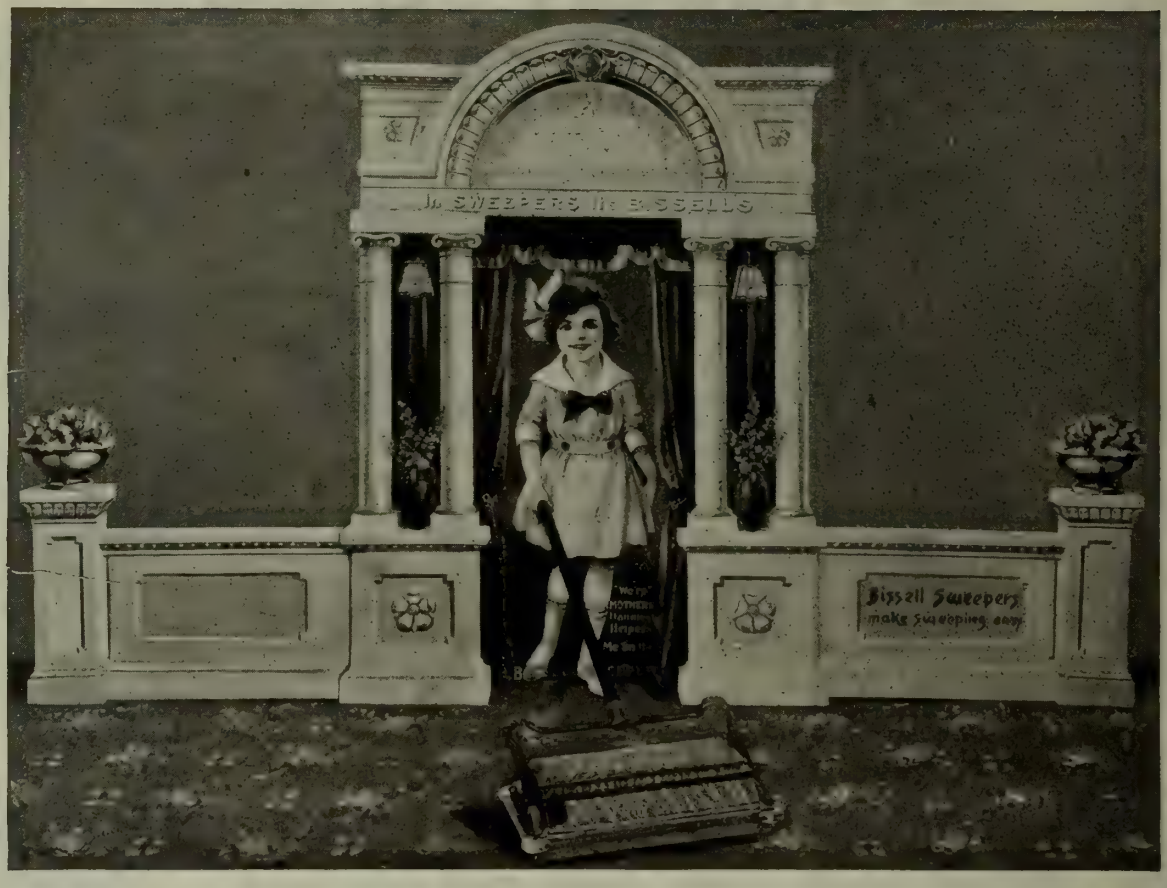
GP 888 G GP 777

**Goodell-Pratt Company**

Greenfield, *Toolsmiths* Mass., U.S.A.

# Get This Display for Your Window

*A VALUABLE ATTRACTION FEATURE*




# Bissell's "Peerless" Cooperative Display

Is of great general value to any merchandise showing—particularly of home furnishings, carpets, household utilities, furniture, etc.

It is a nine color lithographed reproduction of a $300.00 painting—would cost you that much to make just one.

It is an expensive, heavy cardboard "cutout" which when set up is about 7½ feet wide by 4½ feet high—an imposing background. (The girl's figure is a separate piece and is used with a real sweeper.)

***Furnished gratis with one dozen or more Bissell Sweepers for shipment from factory—Order direct or from your jobber***

*WRITE FOR CHRISTMAS OFFER ANNOUNCEMENT WHICH SHOWS IT IN COLORS*

**BISSELL CARPET SWEEPER CO.**

OF CANADA, LIMITED, NIAGARA FALLS, ONTARIO (FACTORY)

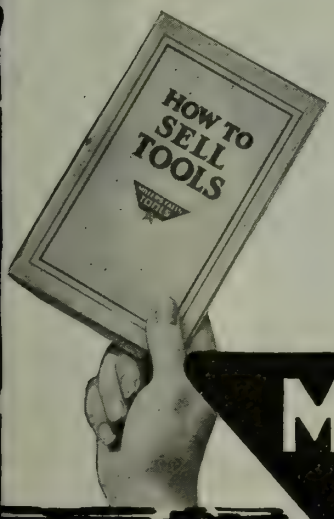
GRAND RAPIDS, MICH.



# Your Windows Stop Buyers--

when you show Millers Falls tools and the national advertising in which they are featured.

Your customers recognize the tools they have been reading about and realize that by going a step further they can examine the tools themselves and find out all about them.




In that one moment your window has changed an advertising reader of ours into a prospective customer of yours on a sale that is already half made before your customer even crosses your threshold.

Wise dealers get all the half-made sales from our national advertising that their own co-operation will bring them. If you aren't doing it, send for our selling features that help you push tools.

## Millers Falls Co.

*"Toolmaker to the Master Mechanic"*

100 RIVER STREET, MILLERS FALLS, MASS.

**MILLERS FALLS TOOLS**

# Westclox

REGISTERED U S PATENT OFFICE

We don't want your customers to blame you when you haven't enough Westclox to go 'round.

That's why our advertising mentions the shortage and tells the public of the effort we are making to remedy it.

No matter how great the demand, Westclox quality must be maintained.

Western Clock Co.—makers of Westclox

La Salle and Peru, Ill., U. S. A.




TRADE MARK G & B

Established 1865

## YOU CAN INCREASE YOUR PROFITS

with a Gilbert & Barker T-235 Quick Return Pump at your curb combined with suitable Underground Storage Tank. This will enable you to sell your present customers their gasoline and it will also attract additional customers.

A T-230-L Outfit will care for their oil needs.

There is a steadily increasing demand for filling stations.

***LET US TELL YOU MORE ABOUT IT. JUST SEND FOR BULLETIN 52.***

# IMPERIAL OIL, LIMITED

*Canadian Distributors.* ∴ *Branches in all Cities.*

**Gilbert & Barker Manufacturing Company**

23 Union Street, Springfield, Mass., U.S.A.



# Up-to-date labor-saving machinery will take the drudgery out of keeping store records

A man should never do the work which a machine can do quicker, better, cheaper and easier.

## Let a National Cash Register and Credit File do your work—

Put these two labor-saving devices in your store. They will help you to do business in business hours.

## Your time and money are the very lifeblood of your business—

Protect them with a National Cash Register and N. C. R. Credit File. There is no need of risking business failure when safety is so easy and certain.

## Labor-saving machinery offers you a great opportunity—

Thousands of your fellow merchants in Canada can tell you that a National Cash Register and N. C. R. Credit File put them on the road to greater profit and less work. You have the same opportunity!

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

| | | | |
|---|---|---|---|
| Calgary | 714 Second Street W. | Quebec | 133 St. Paul Street |
| Edmonton | 5 McLeod Bldg. | Regina | 1820 Cornwall Street |
| Halifax | 63 Granville St. | Saskatoon | 265 Third Avenue S. |
| Hamilton | 14 Main Street East | St. John | 50 St. Germain Street |
| London | 350 Dundas Street | Toronto | 40 Adelaide Street |
| Montreal | 122 St. Catherine Street W. | Vancouver | 524 Pender St. W. |
| Ottawa | 306 Bank St. | Winnipeg | 213 McDermot Avenue |

FACTORY: TORONTO, ONTARIO

# GURNEY-OXFORD PRINCE




**The "PRINCE" of Cast-Iron Ranges**

This splendid cast range is an acknowledged leader with the trade, it is handsomely nickel-plated, large, even-heating oven, reversible grates, equipped with Gurney-Oxford divided flues, can be supplied with or without reservoir, also high shelf.

Write for catalogue.

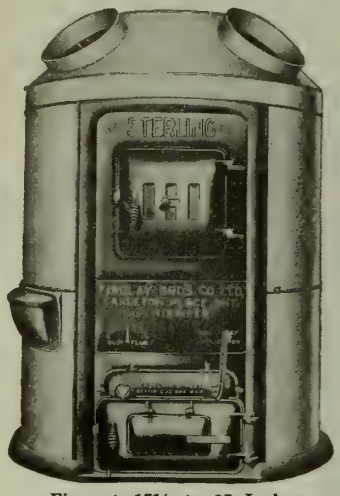
GURNEY-OXFORD

## The Gurney Foundry Co., Limited

TORONTO - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney North-West Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver

# A Furnace For Every Need and When You Need It.



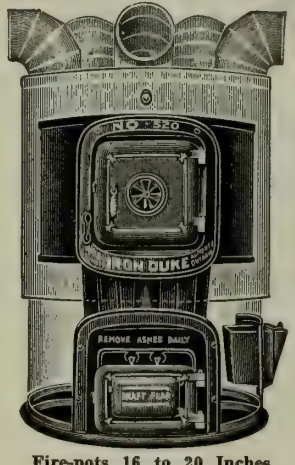

Fire-pots 17½ to 27 Inches

**"The STERLING"**—For the unusual heating proposition that requires a furnace with a large amount of heating surface and one that will deliver large volumes of fresh warm air, the Sterling has no equal. In fact, the Sterling is so unlike other heaters in the results produced that there is no logical basis on which others can compete with it. "It is a fuel saver; nothing better in the field"—writes a customer. You don't have to make promises with the Sterling, but make substantial claims.



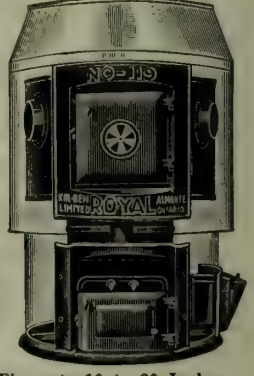
Fire-pots 17 to 29 Inches

**"The KIR-BEN"**—Needs no introduction to most of the trade. It is now a tried and tested product and is known to be a strictly high-grade heater. Dealers in every section of the country are developing a big business with the Kir-Ben. It is easy to sell because one sale invariably leads to another. Satisfied users are your best sale promoters.




Fire-pots 16 to 20 Inches

**"The IRON DUKE"**—A furnace of low construction particularly adapted to houses with low cellars, but equally as effective when installed in houses with high cellars. By installing a furnace of this construction the proper pitch to the hot air pipes may be obtained. The Iron Duke is a medium-priced furnace with all the best features of the better grade of heaters.




Fire-pots 16 to 20 Inches

**"The ROYAL"**—After all arguments have failed to talk quality and price, don't "give up." We build this furnace especially to meet competition. And in spite of its low price, it is a far better furnace than most furnaces which sell for more money.

**Write for Booklets and Prices**

MANUFACTURED BY

## FINDLAY BROS. CO., Limited, Carleton Place, Ont.

CANADA
FOUNDRIES & FORGINGS
LIMITED

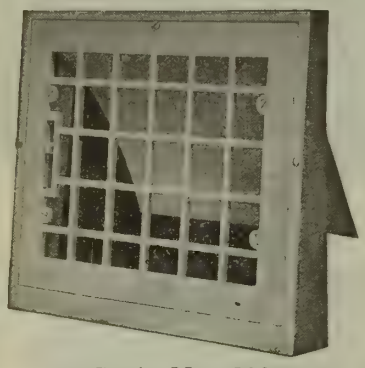
THE ROAD TO THE HEART
OFFERING A MEANS TO THE END



REAL SOUTHERN WAFFLES
MADE WITH
SMART'S WAFFLE IRONS
PRODUCED AT
JAMES SMART PLANT

BROCKVILLE -- CANADA

# TUTTLE & BAILEY : REGISTERS, ETC.



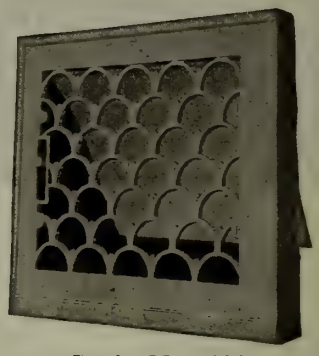
Style No. 800
Baseboard Register

*This Page Illustrates*

## OUR NEW STYLES OF

# Registers

WHICH ARE STANDARD

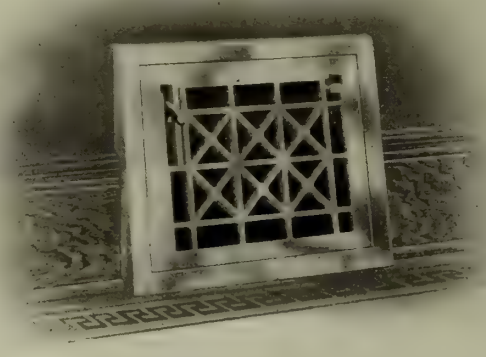


Style No. 100
Baseboard Register

*We devote our entire efforts to perfecting these complete lines.*

## TUTTLE & BAILEY

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Quickset Register

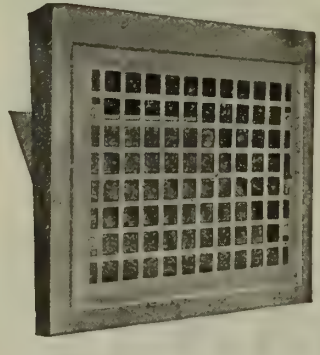
## CAST IRON, SEMI-STEEL and ALL STEEL

**REGISTERS**
**FACES**
**GRILLES**
**VENTILATORS**
**INTAKES**

In all Sizes, Designs and Finishes.

*If you are not handling our goods, decide to do so at once.*

*Write for Catalogue and Prices.*

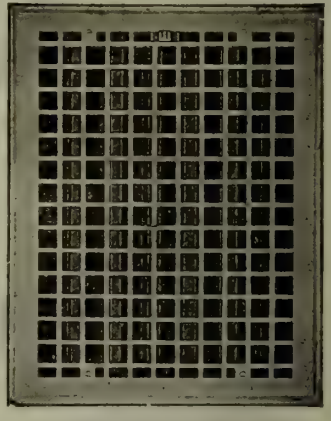


Style No. 99
One piece all steel
Baseboard Register

## Tuttle & Bailey Mfg. Co. of Canada

**Bridgeburg Ont.**

**259 Stanley St. Winnipeg, Man.**



All Steel Floor Register

TUTTLE & BAILEY : REGISTERS, ETC.

THE SATURDAY EVENING POST




## For the Birthday

In giving the Silverplate of William Rogers and his Son you have the assurance that your gift will be a continual source of satisfaction—its beauty of design a constant reminder of your thoughtfulness.

With a reputation over three generations,

*The Silverplate of*

## William Rogers and his Son

*"The Best at the Price"*

Made and Guaranteed by
WM. ROGERS MFG. CO.
INTERNATIONAL SILVER CO., Successor, MERIDEN, CONN.
*Also made in Canada by* WM. ROGERS MFG. CO., Limited, Niagara Falls, Ontario

# This Saturday Evening Post page will help your sales

**Among the millions who each week read The Saturday Evening Post, there is a large percentage who will be "sold" the Silverplate of William Rogers and his Son through our Fall advertising campaign.**

**Offer *Wm. Rogers & Son* Silverplate to your customers and you will benefit by the ease with which you increase your sales.**

*Made by*

**WM. ROGERS MFG. CO., Limited**

NIAGARA FALLS, ONTARIO

# USEFUL GIFTS FOR FALL BRIDES




## The Grand Rapids
**Ball Bearing**
## Carpet Sweepers

## The Coleman Lamp
**The Match-Lighting Air-O-Lite**
**300-Candle Power**
**Burns Its Own Gas from Common Gasoline**
**Beautiful High Nickel Finish**



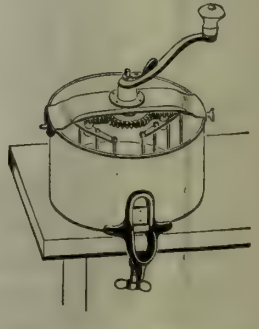
## UNIVERSAL HOUSEHOLD UTILITIES



**Fine Nickle Finish Tea Ball Pots**



**Aluminum Coffee Percolators**



**Cake Makers**



## Colborne Electric Irons

***New Supply Just In***

# CAVERHILL, LEARMONT & CO.
## MONTREAL

# The BIG SELLER

**At The Cutlery Counter**

**The PROFITS will surprise you**




The Canadian Housewife
prides herself on her kitchen.
She is always willing to pay well for a superior article.
And she dearly appreciates an actual improvement
in the

## *Lightning* THIN SLICE BREAD KNIFE

She will immediately recognize a knife that fills a real need in her kitchen, a knife as different from the ordinary clumsy, inefficient, always-dull knives as night is from day.

Thousands of Canadian women know the *"Lightning"* through our continued advertising campaign in "Good Housekeeping" Magazine.

The demand is created—it is left to you to furnish the supply. Attractive "silent salesman" furnished for your show case or window.

**The Leading Wholesalers will supply you**

***Ask us for Descriptive Matter***

## WIEBUSCH & HILGER, LIMITED

**106-110 Lafayette St., New York City, N.Y.**

***Canadian Selling Agent:***

**JAMES GERARD KERR, 410 St. Nicholas Bldg., Montreal**

# KRIBS MONEY-MAKERS

KRIBS WASHING MACHINES are unfailing in their continuous profit returns to dealers because the machines are unfailing in the splendid service rendered to the purchaser.



IT IS A PLEASURE to sell these machines, the points of superiority stand out so prominently. The class of wood—selected Cypress—and the evident care used in construction are attractive features. The CUT GEARS make slipping or loose action impossible—a fault so often found in the ordinary cast gear. The COVERED MECHANISM and the carefully distributed weight of the device—avoiding strained hinges and broken covers—are all splendid selling points daily used by hundreds of delighted dealers.

The KRIBS ELECTRIC WASHER supplies all the excellence of the most modern machine at a *reasonable price, wonderful performance* without the *purse-breaking* process.

---

*Electric, Gasoline Motor, Water Motor, Hand Power.*

---

*Illustrated Catalogue and Price List on request*

## WILLIAM A. KRIBS CO., LIMITED

**HESPELER, ONTARIO**

***Makers of Freight-Handling Trucks of All Kinds***

Barrett



For the Factory



For the Farm

# Everlastic Roofing




## Panamoid

is an excellent "rubber" roofing made with one surface sanded and the other finished in "Alligator" effect.

Panamoid, like all the other lines, contains 108 square feet to the roll 36 inches wide. Every roll contains one pint of Liquid Roofing Cement and one pound of large-headed nails neatly packed in the centre of the roll.

This desirable roofing meets the demand for a good grade roofing at a low price.

## Everlastic Slate Surfaced (Red and Green)

is our first grade of "Rubber" roofing. Its years of successful use throughout Canada has made it so well known that the name Everlastic has practically become standard.

Everlastic is made of strong, pliable fabric made by thoroughly saturating the best grade of roofing felt with a high-grade waterproofing composition. It is then heavily coated on both sides, because it must not only resist the attack of the elements from above, but also prevent deterioration due to steam, vapors and gases that reach the under side. Everlastic is supplied in three weights and like the other lines, contains a pint of Liquid Roofing Cement and a pound of suitable nails in each roll.

The Barrett Company LIMITED

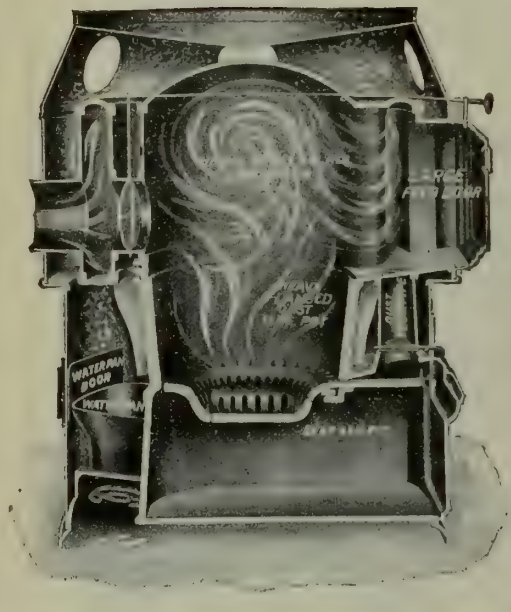
MONTREAL TORONTO

WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.



# SOUVENIR

## Stoves
## Ranges
## Furnaces



For the past seventy-five years Souvenir Stoves, Ranges and Furnaces have been known to dealers and consumers from one end of Canada to the other, and held in the highest esteem by all because the quality of the material used in their manufacture as well as the workmanship has always been high grade.

A number of dealers, however, have been disappointed by us during the last few years through our inability to supply their demands and to give them the kind of service that they are rightfully entitled to, and it is those dealers particularly that we hope to reach with this message.

Just one year ago our Company underwent a complete reorganization with the result that we are now in a position to give all customers a much larger range of goods to choose from, speedy shipments and a service that is 100 per cent. efficient.

We will be glad of an opportunity to prove this statement and to send you prices and catalogue if you will write us stating what line of goods you are interested in, or, better still, one of our travelers will call upon you if you wish. Please address all correspondence to our Head Office—

## The Hamilton Stove & Heater Co., Limited

SUCCESSORS TO

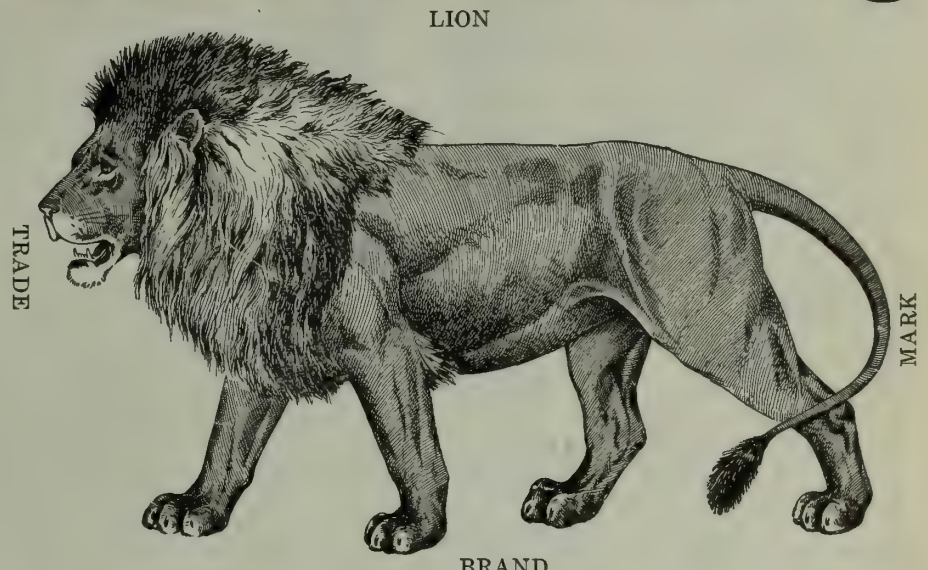
## GURNEY, TILDEN & CO., Limited

HAMILTON, ONTARIO.

VANCOUVER. WINNIPEG. MONTREAL.

**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**

# There are no missing links in the chain *of*




# LION BRAND CORDAGE

Established 1825

There is uniform strength and durability in every strand of Lion Brand.

Each bit of fibre that goes into Lion Brand Cordage, Transmission Rope, or Lath Yarn does its bit to make that rope or cordage or lath yarn a dependable unit.

The satisfaction Lion Brand has given is its best advertisement.

Hundreds of dealers who have sold "Lion Brand" are now among our regular customers because their sales increased in cordage.

LION BRAND STANDS THE TEST ALWAYS.

Be sure you have "Lion Brand" in stock.

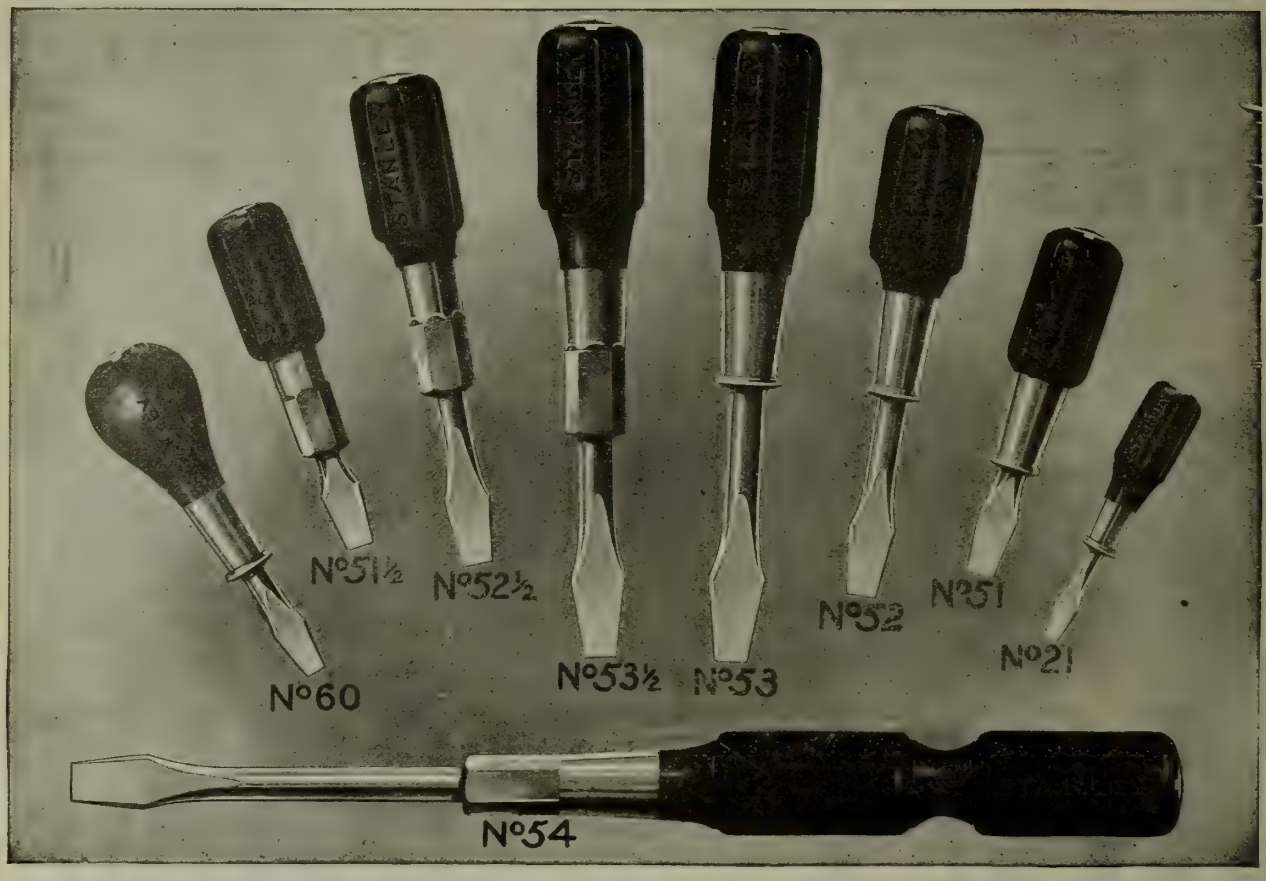
SPECIFY "LION BRAND" TO YOUR JOBBER OR DIRECT.

**CONSUMERS CORDAGE CO., LIMITED,** 285 St. Patrick Street MONTREAL, QUE.

**Montreal Halifax St. John, N.B. Toronto, 11 Church St.**

**Agents and Stocks at**

**Tees & Persse, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William**
**James Bisset & Co., Quebee Macgowan & Co., Vancouver**




# Stanley Tools

## *Made in Canada*

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade, but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

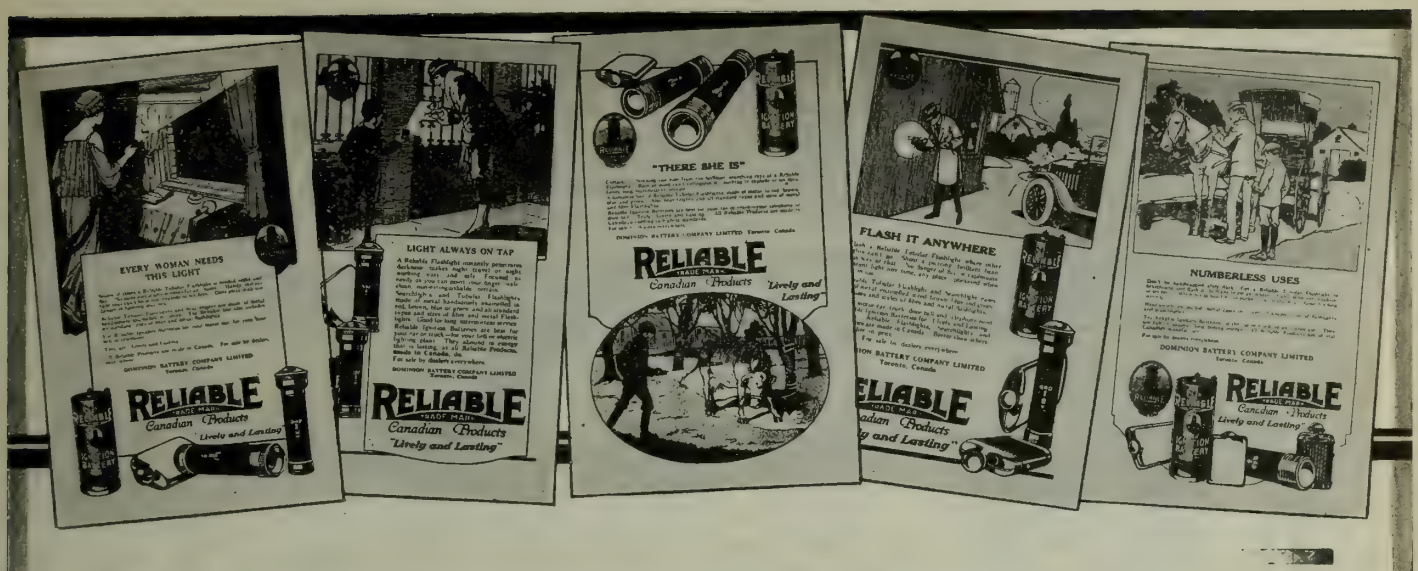
No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

*Address all Communications to*

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

**Canadian Representatives: A. Macfarlane & Co., Limited, Montreal, P.Q.**




# These Advertisements Are Working For You

Publications which reach 1,600,000 Canadian homes carry Dominion Battery advertising. Advertising which creates a desire for Reliable Flashlights and Batteries.

Are you getting your reasonable share of flashlights and battery business? Investigation shows a tremendous 1919 market for batteries and flashlights in Canada. That means a generous business for every dealer.

If you are not getting your share of the tremendous battery and flashlight business a stock of Reliable Batteries and Flashlights will help you.

Customers coming into your store will recognize these batteries and flashlights which they have seen advertised and purchase from you.

Your jobber can supply you with Reliable Batteries from fresh stock in barrel lots or in convenient 50 battery shipping cases and he can give you a splendid assortment of Reliable Flashlight cases in various popular shapes and sizes. Short days and long evenings mean a big demand—stock up now.

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO - - - CANADA

*"Lively and Lasting"*

# RELIABLE

TRADE MARK

*Canadian Products*

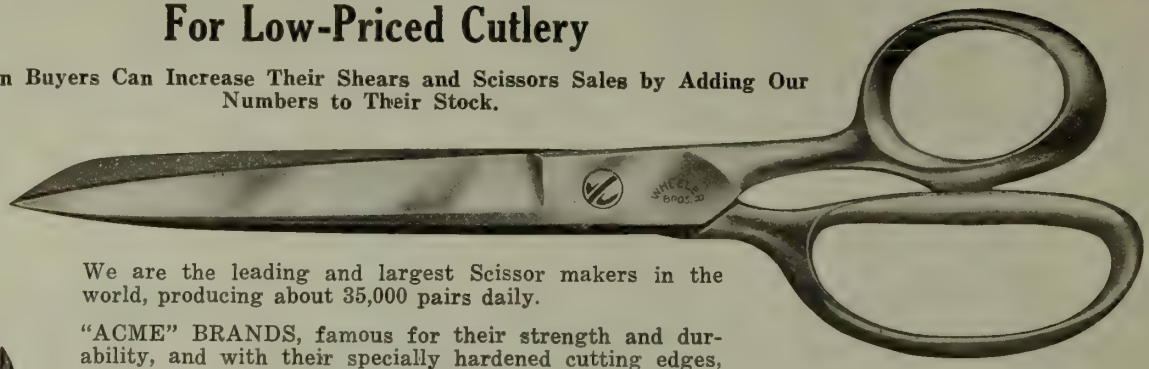
T.1383



# "ACME" SHEARS AND SCISSORS ARE STANDARD

## For Low-Priced Cutlery

**Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.**



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.





Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

**Have you seen our new No. 5 Catalogue? Let us mail one to you.**

## THE ACME SHEAR COMPANY

**BRIDGEPORT, CONN., U.S.A.**

**Incorporated 1882**
**Cap. Stock, $500,000**

**Canadian Agent: Mr. A. J. McCrae**
**23 Scott St., Toronto**

# Hardware and Metal

## is a dominating factor in maintaining efficiency, equipment and service in your store.

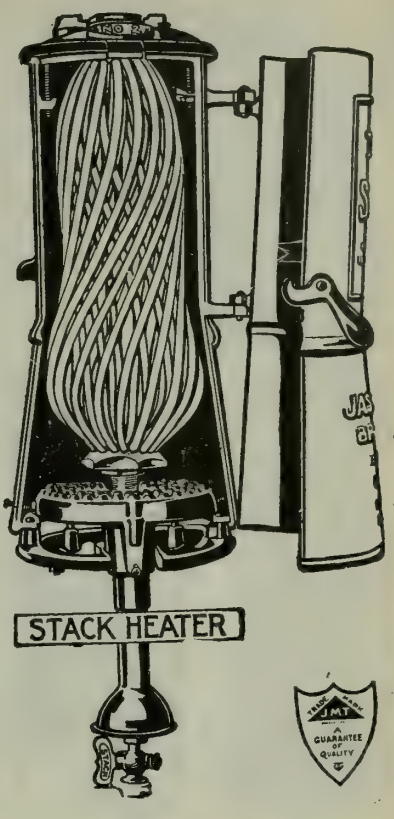
Every issue teems with advertising and editorial matter of a character that will keep YOU right up to the minute in your business.

# The Open Door of the STACK HEATER Always Convinces

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

The fact that the Stack heats water in one minute makes sales for you.

**Send for a Stack Heater display card.**




**The James Morrison Brass Mfg. Co., Ltd.**

**93-97 Adelaide Street West - Toronto**




# FROST KING
## The Sales Maker

and a key to prosperity for the dealer. A boon and a support to the manufacturer and life insurance for bearings. The engineer, the mechanic and the owner of valuable machinery put trust in Hoyt Metals.
Metals for a multitude of uses in a host of countries are best supplied by Hoyt Metal. Business for the dealer, cool, smooth-running service for the machine owner.

## HOYT METAL CO., TORONTO

**New York, N.Y. London, Eng. St. Louis' Mo.**



# Ready for Immediate Shipment

## *Sterling Pipe and Empire Elbows*

**"Nestable," "Sterling"** stove pipe is made of best quality Canada plate. The lock is extremely simple —anyone can put it together. Well packed for shipment in round cartons with steel ends.
**"Empire"** corrugated elbows are made of the very finest blued steel by expert workmen. Strongly wired in bundles of one dozen for shipping. If you have not already done so, try some of our **"Empire"** Elbows next time.

## The Thos. Davidson Mfg. Co., Ltd.

**Toronto Montreal Winnipeg**

# American Felt Large Head Roofing Nails



## "DOMSTEEL SPECIAL"

**Are Made in Canada by**

## DOMINION IRON & STEEL CO., LIMITED

*Style and Quality Perfect*

**When ordering from your Jobber insist on getting**

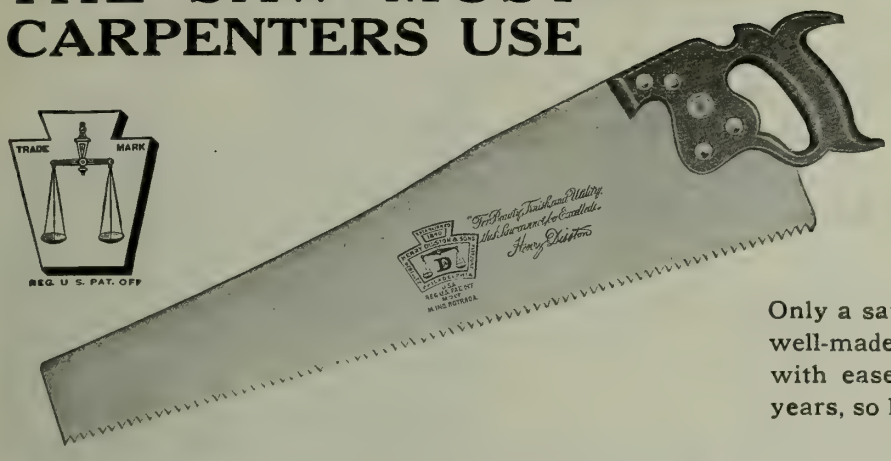
## LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.

# DISSTON

## THE SAW MOST CARPENTERS USE




This constant loyalty of the great Fraternity of Carpenters is the most valued possession of the House of Disston.

Only a saw or a tool that is sound, and well-made, and able to do the finest work with ease, could hold, for nearly eighty years, so large and so fine a following.

## HENRY DISSTON & SONS., Ltd.

**Toronto, Canada**

**Branch: Vancouver, B.C.**

# PLACE YOUR CHRISTMAS ALUMINIUM ORDERS EARLY

OUR aim has always been to give prompt, careful attention to all orders, but owing to unavoidable conditions we must ask the indulgence of the hardware trade until conditions adjust themselves or until we can adjust our production to meet the ever-increasing demand for "Oakville" products.

*"Will outwear any ware."*



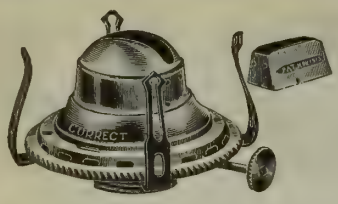
We are, however, doing our utmost to take care of our old customers and hope in the not-too-distant future to offer "Oakville" Aluminum Ware and service to every dealer in the Dominion.

Let us suggest that you place your Christmas orders as early as possible.

## THE ALUMINIUM WARE MFG. CO., LIMITED

**OAKVILLE, ONTARIO**

**RICHARDSON & BUREAU, MONTREAL—EASTERN SELLING AGENTS**




A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

(Flame Spreader Type)




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

## The Schultz Manufacturing Company

LIMITED

**HAMILTON, CANADA**

***Give us your Wholesaler's name and we will send you a sample***

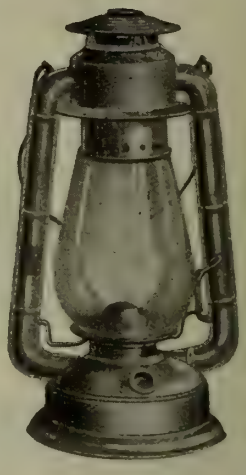
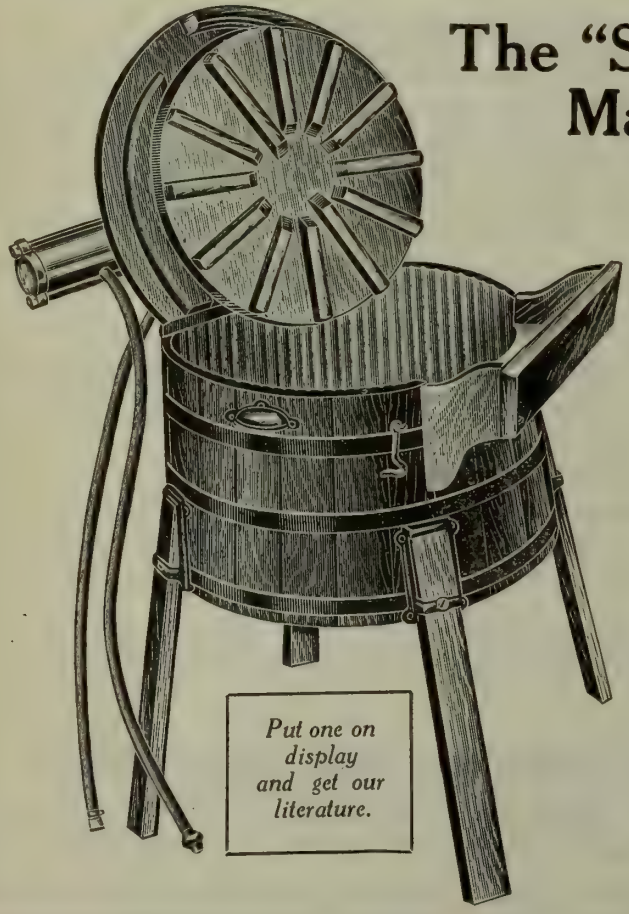


Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner





*Put one on display and get our literature.*

# The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

## Taylor-Forbes Co., Limited

Head Office and Works

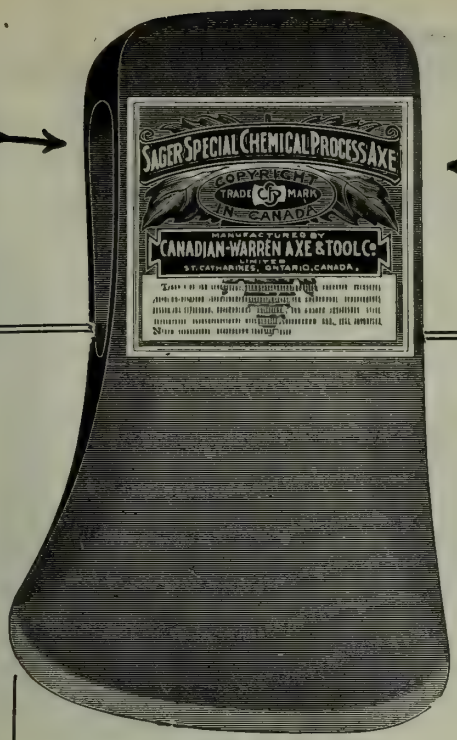
**Guelph, Ont.**

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE"**
**LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



**Soo Line Logging Tools**

# Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

**Made in Canada by**



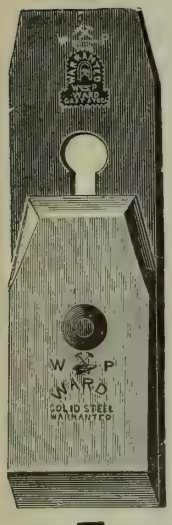



# WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD





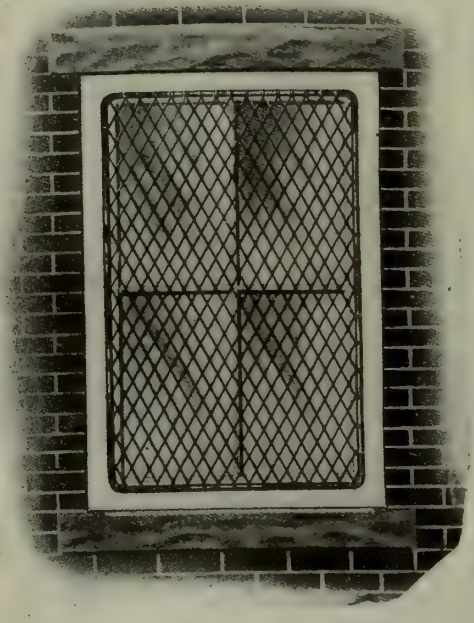

The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

*Canadian Agents:*

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, 62 Temperance St., Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



# Wire Window Guards
# Wire Balcony Guards
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
## for tool-rooms and stock-rooms
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED

**WIRE WORKS: St. Henry, MONTREAL**

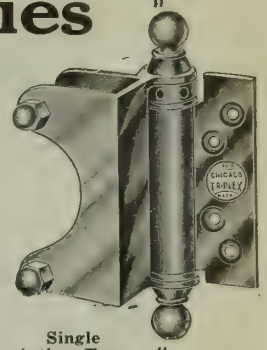
# In High Class Lavatories

TRADE MARK

**CHICAGO SPRING HINGES**

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Single Acting Type No. 2242

TRADE CSB CO MARK

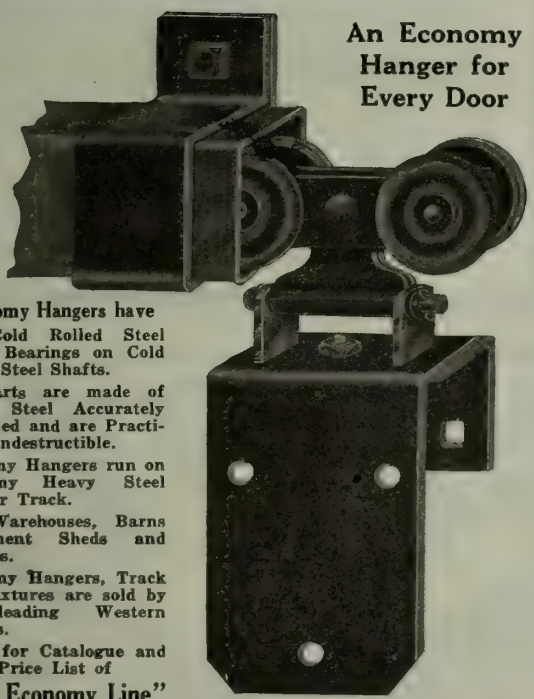
**Chicago Spring Butt Company,**

CHICAGO NEW YORK

Send for Catalogue M36

# ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

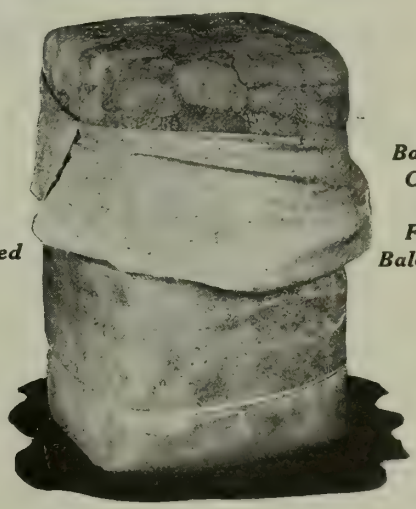
## ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

# SPONGES

*(British and West Indian)*

*Highest Quality Unbleached*



*Bahama Cuban and Florida Bale Goods*

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

## Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

*Quick Sales*
*Big Profit*
*Satisfaction*

*Occupy But Little Space*
*Sell Easy*

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

## Collette Mfg. Company, Collingwood, Ont.



# WILLIAMS'
## "Vulcan" Safety
# Lathe Dogs

WE HAVE embodied in these "Stout-hearts," built for a lifetime of strenuous service, the experience gained in the design and production of *Superior* Drop-Forged Machinists' Tools during nearly half a century. It is not too much to say that the automatic safety feature first introduced by Williams' "Vulcan" *Safety* Lathe Dogs has revolutionized the general design of this type of lathe tool. Like many improvements originated by us in other lines of Drop-Forged Tools, the safety feature of Williams' "Vulcan" *Safety* Lathe Dogs has since been adopted as *Standard*—a fitting recognition of efficiency and usefulness.

Many shops regularly specify Williams' "Vulcan" Dogs. Take advantage of this good will; add it to your own prestige.

They are in stock in Bent and Straight Tail Patterns, with 1 or 2 screws, 16 sizes of ⅜ to 6 inches maximum capacities.

*Machinists' Tools Booklets with your imprint, if desired.*

## J. H. Williams & Co.

"The Drop-Forging People"

**30 Richards St., Brooklyn, N.Y., U.S.A.**

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The A. G. Low Co., Ltd.

30 Pacific Ave., Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia




FIRST AID IN THE KITCHEN—

## IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

**At your jobber or**

**H. NAGLE & CO., Box 2024, MONTREAL**



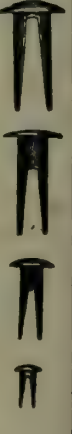

## More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



## The Parmenter & Bulloch Co.

LIMITED

**Gananoque, Ontario**



# 66% Profit On Your Investment

Grasp this opportunity! Think of the thousands and thousands of Liquid Veneer users who will purchase the new, phenomenal

# LIQUID VENEER MOP

**MADE IN CANADA**

All you have to do is display it. And our special introductory offer makes it a splendid, profit-paying article to feature. 66% Profit on your investment!

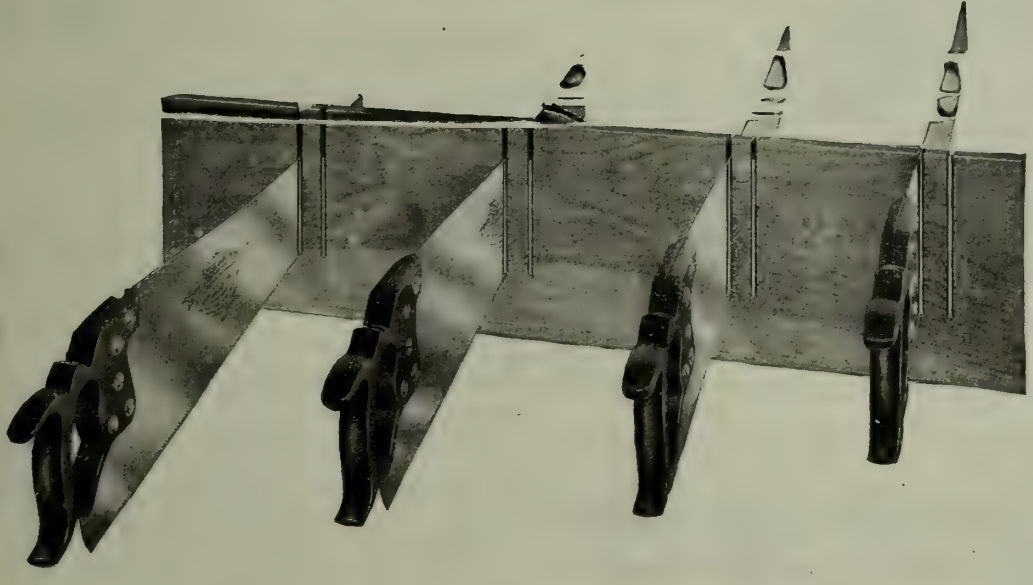
And remember, every mop you sell means greatly increased sales on Liquid Veneer.

Write for information.

## BUFFALO SPECIALTY CO.

**346 Ellicott St., Buffalo, N.Y.** **Bridgeburg, Ontario**

# SIMONDS HAND SAWS



Are demanded by mechanics the world over because they are efficient saws that are made Mechanically Right, of the best steel, made in our own mills. All first-class hardware stores carry our line because they recognize the trade pulling power of Simonds Saw Steel Products.

Value to customers and profit to dealer.

Write for booklet covering discounts on Simonds Cross-cut and Hand Saws.

## SIMONDS CANADA SAW CO., LIMITED

*"THE SAW MAKERS"*

**St. Remi Street and Acorn Ave., Montreal, Que.**

**Vancouver, B.C.** - - - - - **St. John, N.B.**




## Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

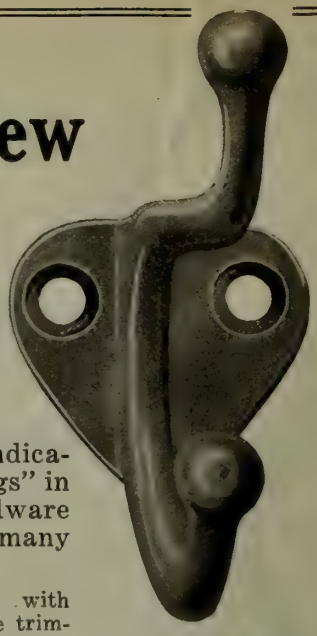
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd**
Manufacturers NEWMARKET, ONTARIO

## Many New Homes Building



**No. 142 Hook**
Cast Brass

There are many indications for "big doings" in the Builders' Hardware Line. You need many items.

We can supply you with everything in furniture trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**Ask for information.**

**The Stratford Brass Company, Limited**
Stratford, Ontario

Steel Rules, Gauges, Etc.

## CHESTERMAN'S

## MEASURING TAPES Linen and Steel

TRADE J C MARKS

CONSTANTIA J C

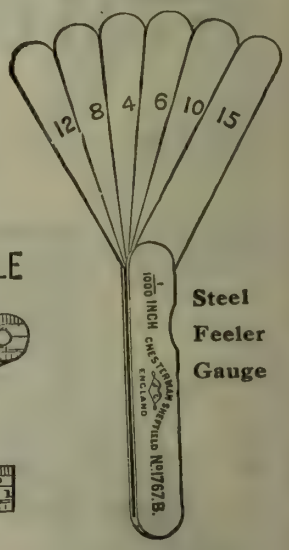
TRE BLE



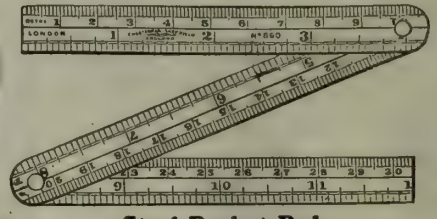
For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 404 Coristine Bldg., Montreal**

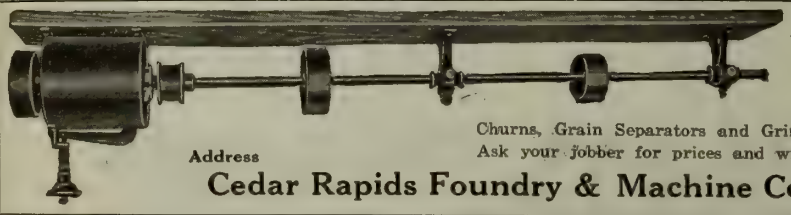
Engineers' Small Tools




Steel Feeler Gauge



Steel Pocket Rule



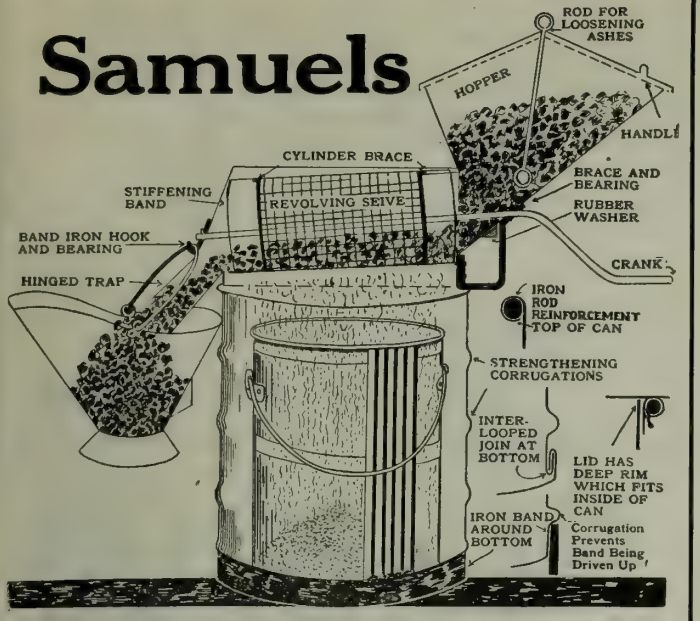
We invite all Canadian Implement and Hardware dealers to investigate the strong selling merits of this line of machines.

This Speed Governor and Line Shaft outfit will make the gas engines you sell more valuable to your farmer trade. They operate Cream Separators, Washing Machines, Churns, Grain Separators and Grind Stones, without vibration.

Ask your jobber for prices and write us for catalog and information.

Address **Cedar Rapids Foundry & Machine Co., 720 1st Ave. W., Cedar Rapids, Iowa, U.S.A.**

# Samuels




## Ash Sifting Season

*How Are You Fixed?*

*The Samuels Sifter Makes the Sales*

*Write Today*

## J. SAMUELS

275 Queen St., W. Toronto

# ARROWHEAD SAWS



## *Vanadium Steel*

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

## T. F. Shurly Company

Limited

St. Catharines

Ontario

# Satinette

## Wall Paper Cleaner

### *Saves Money for Your Customers Makes Money for You*

You can't beat this for its appeal to customers. A wallpaper cleaner that reduces the high cost of papering and decorating by easily and cheaply cleaning, not only wall paper, but kalsomine, plaster, window shades and the like.

Packed in patented air-tight containers, it never dries out or goes musty.




### Satinette Furniture Polish

leaves a dust-proof surface; ideal for the bodies of automobiles, On furniture it finishes with a hard, dry lustre giving added beauty of color and grain to the wood.

**Satinette Products Mfg. Co**

**Toronto Canada**

QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

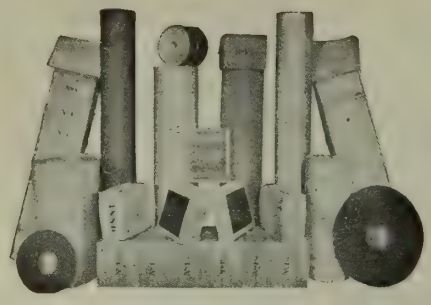
**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

## J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.
**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**
Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

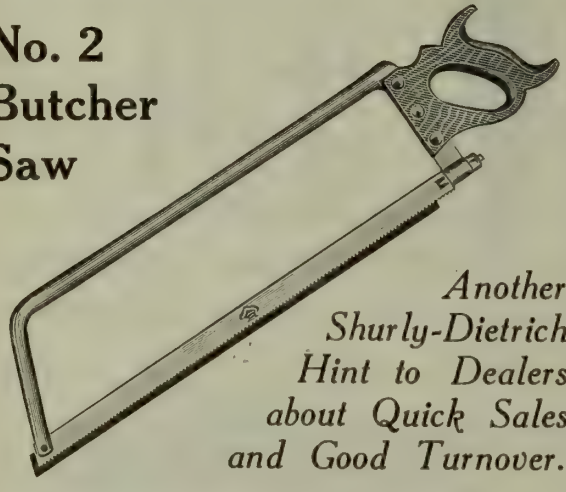
***May we send you catalogue and prices?***

Canadian Sales Representatives:
A. E. Hinds & Company, Galt Bld., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

**UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN.**

# Maple Leaf Saws

## No. 2 Butcher Saw



*Another Shurly-Dietrich Hint to Dealers about Quick Sales and Good Turnover.*

Satisfied customers assured to the dealer selling them.

**Shurly-Dietrich Co., Ltd.**
Galt - Canada

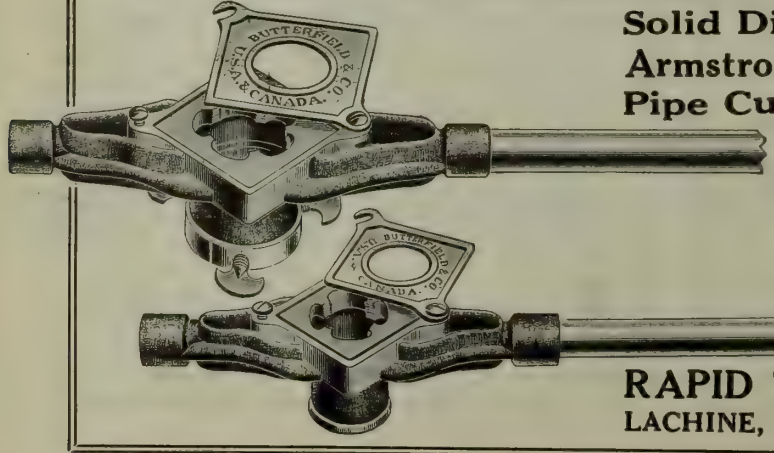
# UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA




**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

**RAPID TOOL & MACHINE CO., LTD.**
LACHINE, QUE. Branch: IBERVILLE, QUE.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

**The L. Martin Co.** *Headquarters for*

**GERMANTOWN LAMPBLACKS**

IN

**ENGLAND and AMERICA**

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

**THE L. MARTIN CO.**

**Montreal Toronto**
**Philadelphia New York**
**Winnipeg**
**London, Eng.**

P X H
TRADE MARK

# HONEST FILES

Honestly Made
OF
Honest Materials
AND
Honestly Priced

*"They Cut Faster and Wear Longer"*

**Ingersoll File Company**
Limited
INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors.

ASK YOUR JOBBER

IMPERIAL
TRADE MARK



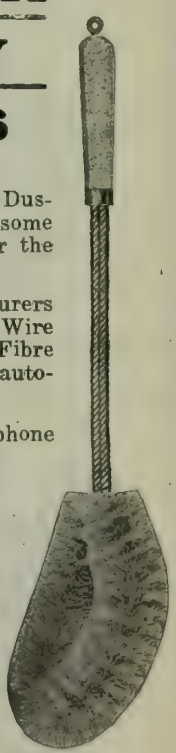
# Perfection Sanitary Brushes

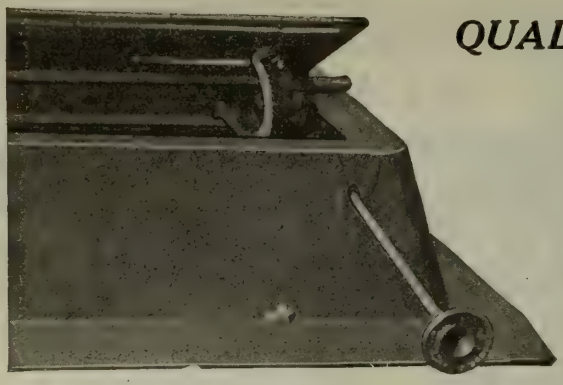
Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

We are the original manufacturers in Canada of High-grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

For further information, 'phone Park 250, or write—

**The Perfection Sanitary Brush Co.**
1118 Queen Street W.
Toronto





*QUALITY* *SERVICE*

THE
**Barton-Netting Co.**
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

*OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY*

# BROOMS

We are pleased to advise the trade that we can now supply our

**Standard Brooms**
Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

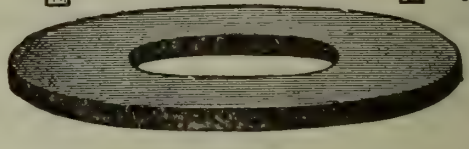
QUALITY as usual.

**Walter Woods & Co.**
**Hamilton and Winnipeg**

**Wrought and Steel Plate**
# WASHERS
**OF ALL DESCRIPTIONS**

ROUND AND SQUARE

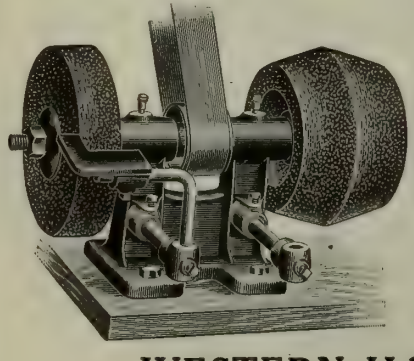
PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**
**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**
Milwaukee, Wis.



# BULLDOG
***Power Tool Grinders***

designed to meet the demand for a small power head grinder. Two vitrified corundum wheels for general use, and tool rests. The ideal wheel for steel grinding.
Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

**WESTERN HARDWARE MFG., COMPANY, LIMITED**
MILWAUKEE, WISCONSIN



No. 201
9-Inch
Spout

# All-Way Oil Gun

**Saves 50% on Oil Bills**

For Automobiles and all types of machinery. Fitted with a 9-in. spout.

The All-Way Oil Gun reaches anywhere by means of a flexible spout that may be bent to suit any place that must be reached. In using the ordinary oiler much oil is lost in attempting to reach awkwardly situated oil holes. The saving of oil from this feature reduces oil bills 50%. All-Way Oilers have a special cleaning device at the end of the spout which insures their being always ready for use.

***See the All-Way Oiler, R.R. Oiler, Combination Funnel and Filler, etc.***

**All-Way Oiler Mfg. Co.**
196 King Street West
Toronto, Ont.

---

# TRADE MARK Red Devil Tools




# Are You Selling the Genuine Giant?

THE "Red Devil" "Giant" Nail Puller has been widely imitated—but it still holds its place as the favorite of men who know. There are no springs to get out of order, no pinching, no rolling.

"Red Devil" "Giants" are made in several sizes at prices that are right. Write for catalogue showing all models and other "Red Devil" Tools,

**SMITH & HEMENWAY CO., Inc.**
**89 Coit Street Irvington, N.J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the Word.

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# Horse Collar Pads

**Keep Horses Fit for Work**



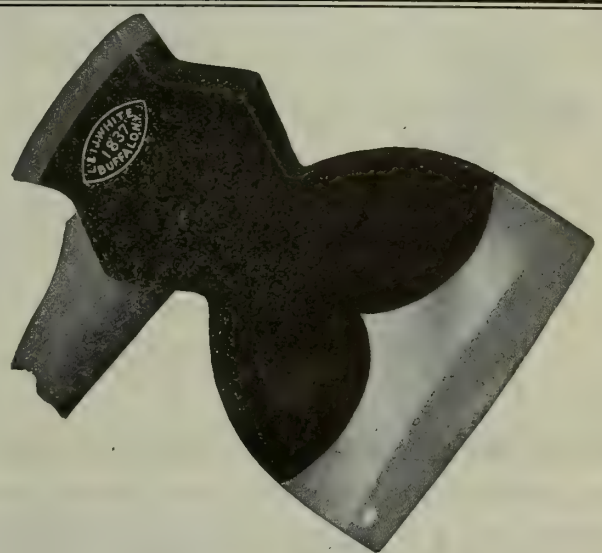

TAPATCO Pads are exceptionally strong, durable and highly absorbent.

These money-savers and money-makers have our Patented Hook Attachment that lengthens their life.

These efficient, comfortable pads save galled, bruised and chafed shoulders. When your customers have these well-made pads the horse is kept "on the job," fit and contented. Handsome profits. Order through your jobber.

**The American Pad & Textile Co.**
Chatham, Ontario

---




**Crucible Steel Laid**

# Hand Axes

have a cutting edge of best tool steel. Big sellers. It will pay you well to have a few of these.

***Have You Our Catalogue?***

**THE L. & I. J. WHITE CO.**
**55 Columbia Street - Buffalo, N.Y.**

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg




# 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

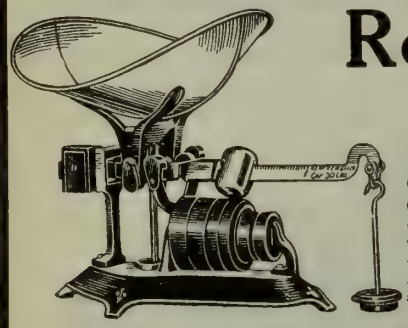
THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

# Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



# Renfrew

## HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government Inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

# The Renfrew Scale Co.

**Head Office and Works, Renfrew, Ont.**

Western Representatives: P. A. C. McIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

**Our Other Lines:** "Renfrew" 2,000-lb. Farmers' Truck Scale.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

# Geo. W. Reed & Co., Limited

**37 St. Antoine Street, Montreal**

# PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87**

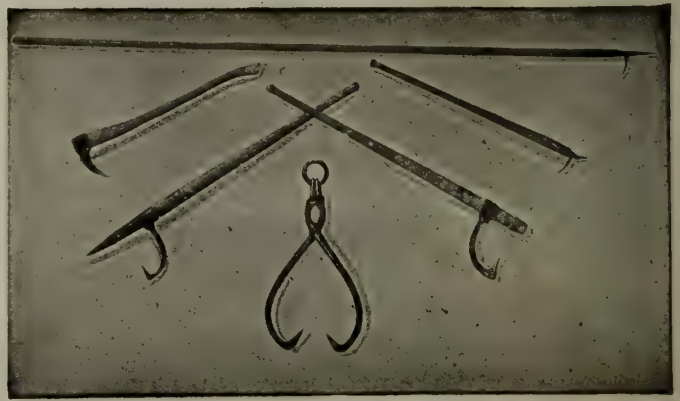
**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

## THOS. PINK COMPANY, LIMITED

**Manufacturers of Lumber Tools**

**Pembroke** **Ontario**



# VENTIPLEX PADS

Housing and Saddle Blankets are a most profitable line for the hardware dealer to handle.

Satisfied customers and repeat orders follow wherever Ventiplex products are sold.



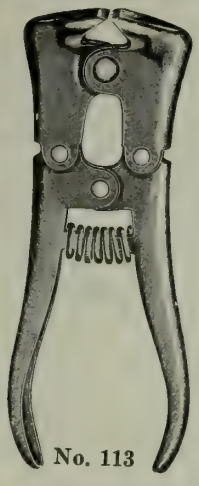

Made of fine wool felt, sanitary, hygienic, very durable and easily washed. Guaranteed to eliminate gall sores and sore necks.

Horse owners will readily appreciate what this means in money saved.

Write us for particulars

**BURLINGTON WINDSOR BLANKET CO., Ltd.**
TORONTO

# NIPPERS and PLIERS


No. 113

Here are two handy tools that are very profitable for the Dealer to sell. Both are well made, possess an attractive appearance, and have such a variety of uses that they make an instant appeal to the customer.

## "HERCULES" CUTTING NIPPERS No. 113

Forged from fine quality carbon steel, hardened and oil-tempered. Compound lever. Natural Steel finish, with faces of jaws polished bright. 5½ in. and 6½ in. sizes.

## COMBINATION CUTTING PLIER No. 118

Combines flat nose plier with gas burner grip, side cutters, two shear wire cutters, reamer and screw driver. Made of high grade steel, drop forged with jaws and cutting edges carefully hardened. 6 in., 7 in. and 8 in. sizes.


No. 118

**Write for our catalogue of handy tools. We manufacture a complete line. Order through your jobber or direct to us.**

**The Bridgeport Hardware Mfg. Corp.,**
Bridgeport Connecticut

# Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

**GEO. BUTLER & CO., LTD., Sheffield, England**
**London Showroom, 62 Holborn Viaduct, E.C.**
**Address correspondence to TRINITY WORKS SHEFFIELD**

# MAYHEW MADE TOOLS ARE RIGHT

## Small Screw Drivers on an Easel

Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality and modestly priced. They have tool steel blades *hammer forged*, nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters.

Order a two-dozen carton today.

*At your jobber's—or*

**MAYHEW STEEL PRODUCTS, INC.**
**291 Broadway, New York**

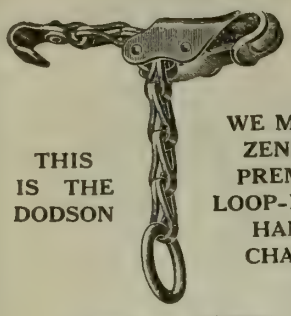
**508 Mission Street**
**San Francisco**

**180 N. Market Street**
**Chicago**




MAYHEW

*"Every blow of the hammer refines the steel"*



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

**THE USER WANTS THE BEST IN HARNESS GOODS TODAY**

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

**QUALITY, SERVICE, SATISFACTION, PROMPTNESS**

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

**NIAGARA FALLS METAL STAMPING WORKS**

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.




NIAGARA WROUGHT STEEL HARNESS SNAP



# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

Do not stand and wonder where you can procure any particular line in hardware. That's ours!

We shall assemble all your requirements and dispatch in one consignment.

Let us have your enquiries at once. Delays are dangerous on a rising market.

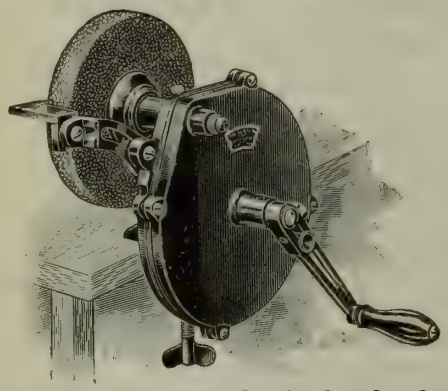
**Address your envelopes B Dept.**

## White & Colquhoun

*Hardware Exporters*

**45, 47 and 49 Mains St., off Waterloo St., Glasgow**





# GRINDERS

**The Mehasco Line**—well and favorably known throughout the West. Stocked in 4, 5, 6 and 7-inch fine carborundum wheels, spiral steel cut gears completely enclosed and entirely noiseless; working parts run in a bath of oil, no wear and tear. **The Champion** is a cheaper line, but exceptional value. It is stocked in 4, 5 and 6-inch wheels.

MEHASCO

The **No. 6 Tilting Grinder** runs in oil and on ball bearings, is offset from the handle, and is easily adjusted to any position without the use of set screws. The **No. 5 Sickle Grinder** has the gears completely enclosed, and is furnished with two grinding wheels, one for grinding sickles, and the other general purpose farm work. We also have the **No. 60 Power Grinder,** driven by belt. We have a special proposition of a display stand with a one-dozen assortment. Write us for information.

**MERCHANTS HARDWARE SPECIALTIES LIMITED**

CALGARY



HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



# Build Your Reputation on "WOTAN" Reamers

You will find no better business-building proposition than that offered by the agency for "WOTAN" REAMERS. Made of Special Alloy Steel, these tools will retain perfect accuracy during a long life. There are instances where "WOTAN" REAMERS on shell work have produced many thousands of holes without showing any sign of reduction whatever.
Your customers will realize the advantages of these tools, and each sale brings its own repeat orders.
Write for our terms, and we will explain our scheme of dealer co-operation.

**Full particulars from**

## FRYS (London) LTD.

**Dept. K, 46 Upper Thames Street, London, E.C., ENG.**

*Cables, Fryonia, London.*

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MADE IN CANADA

## Blacksmiths'
## Boiler Makers'
## Machinists'
**AND**
## Pipe Fitters'
## Tools

**Write for Catalogue**

## A. B. Jardine & Co.
**LIMITED**
**HESPELER, ONT.**

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**Manufacturers**
**OF**

# WIRE

**HEADQUARTERS FOR**
## WIRE BALE TIES
**Largest Capacity and Stock in Canada**
***PROMPT SHIPMENT***

## LAIDLAW BALE TIE COMPANY, Limited
**HAMILTON, CANADA**
**Winnipeg Toronto Montreal**
**London, England**

---



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**







# You and We Together for the Biggest Season yet

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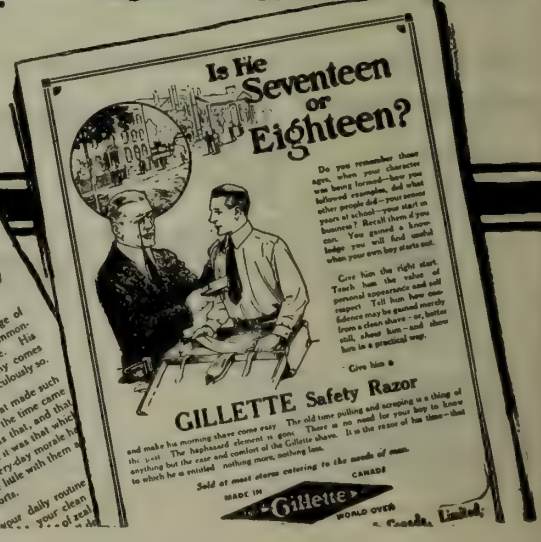



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*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, OCTOBER 4, 1919 No. 40

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*"For good looking, 'he' foot and chain bolts, you can't beat this 1055 and 1056.*

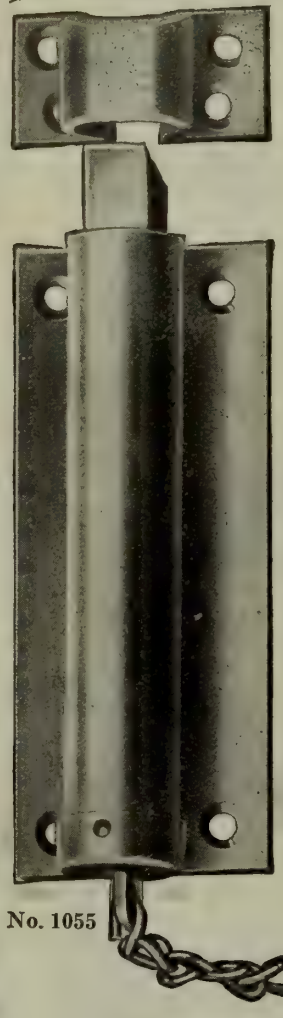
*"I'll let you in on this secret about them. The Stanley Works began 77 years ago as a bolt factory and to-day these two are pet numbers among all Stanley Bolts," says*



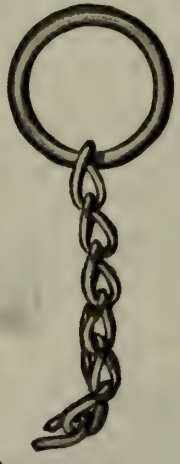

# Stanley Foot and Chain Bolts

"The barrel and plate of these bolts are formed up from the same sheet of steel. Their springs are Stanley sherardized so they can't rust and lose their pep. They are now being made in the 2, 3, 6, 8, and 10-inch sizes.

"In corresponding sizes the plate and barrel of both foot and chain bolts are the same dimensions; when they are used together they make a mighty neat appearance on your customers' doors. They come with all the necessary strikes, staples and screws. In the larger sizes they are packed one in a box."

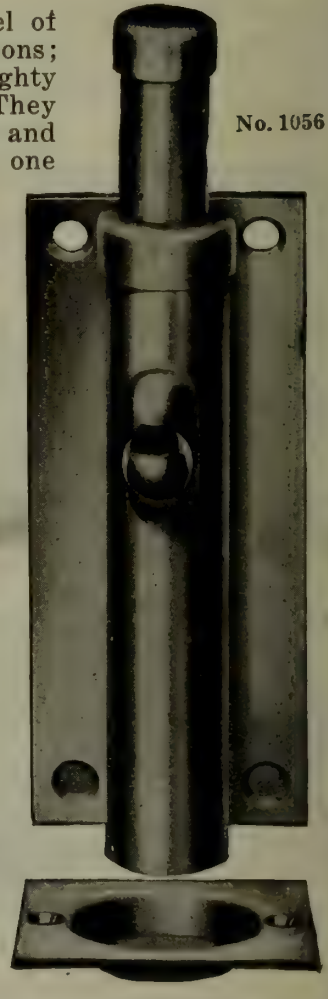


No. 1055



No. 1056 Foot Bolt is locked and released by the foot. The bolt itself is heavy and doubly reinforced and sherardized at the bottom where the strain comes. The parts where the foot locks and releases it are of solid bronze.

No. 1055 Chain Bolt. The bolt proper is a bar of dropped forged steel running through the entire length of the barrel. Its head is beveled so that the bolt locks automatically. It is released by a pull on the chain. The bevel can be easily reversed for doors opening in.



No. 1056

**"The profit on them is as husky as the bolts themselves."**

# THE STANLEY WORKS

## New Britain, Conn.

**Canadian Representative: A. Macfarlane, Inc., Montreal, P.Q.**

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, OCTOBER 4, 1919 No. 40

# Hardware Wholesalers' Banquet

## Social Feature of Annual Convention Resumed After Lapse of Four Years—Attended by Many Trade Representatives—New Officers Elected

AFTER an interval of four years, a banquet to mark the annual gathering of the Canadian Wholesale Hardware Association, was held on Monday night of this week in the Rose Room of the Windsor Hotel, Montreal. President Jos. Dowling occupied the chair as toastmaster and made appropriate references in introducing the various speakers.



*C. A. WHITWAM*
*Elected President Canadian Wholesale Hardware Association.*

During the war period, the annual conventions of the Association were held as usual, but the annual banquet feature was eliminated owing to war necessities. Close contact with big questions was maintained through these meetings and representatives met at appointed centres annually. It was only natural that this year's arrangements should bring together a large gathering of the hardware fraternity from many sections of Canada.

Among the guests were members from the sister organization, the National Wholesale Hardware Association of the United States, thus attesting the warm regard the two associations have for one another in their common interests of developing various constructive programmes.

Past President Jos. Dowling fittingly welcomed the members and also the guests, referring to the lapse of entertainment for four years and referring to the visitors in the very fitting phrase—"Our American Cousins and our Canadian Friends." In deference to the speakers who followed, Mr. Dowling, deferred speaking at length until later.

One feature was emphasized that is worthy of note and that was the international character of the setting. It really was Canadian night, American night, French-Canadian night, Scotch night and Irish night all in one, and a stalwart Scot in full regalia, pleasantly introduced at an opportune moment by Archie MacFarlane, imparted the stirring music that stirs the blood and makes it warmer.

### U. S. Vice-President's Address

Mr. Decatur, 2nd vice-president of the National Wholesale Hardware Association of the United States, made an informal address that was followed with close interest. He believed, strongly, in Association work and such gatherings as these, in his estimation, were excellent in promoting the right spirit of understanding and co-operation. The Canadian Association, he thought, had justification for engaging in an entertaining evening such as this in view of the fact that they had not so celebrated for four years.

"The National Wholesale Hardware Association of the United States has accounted for stupendous growth in various association work there," continued Mr. Decatur. "That growth has been one of the most remarkable in connection with any mercantile effort, and it is due to the get-together spirit that is fostered in such organizations.

"There is no line between the two countries—Canada and the United States. We are brothers. No one knows the future, but let's take care of to-day and to-morrow will take care of itself.

"I have no objection to a high wage scale—supply and demand will eventually right the situation. I do not believe that we will see prices what they once were, but they will reach a more normal level."

In concluding, Mr. Decatur strongly commended the profit-sharing plan of remunerating jobbers' salesmen. This was, in his opinion, an excellent plan since it worked automatically, the salesmen getting pay for the efforts he expended in securing business. Its adoption, he thought, would remove a good deal of dissatisfaction which might sometimes exist, otherwise.



*LIEUT.-COL. ROBT. STARKE*
*Elected Vice-President Canadian Wholesale Hardware Association.*

### Steel President Speaks

Robert Hobson, president of the Steel Company of Canada, Ltd., Hamilton, stated that he has made but a conditional acceptance of the invitation sent him by Secretary Hardy. Mr. Whitton had assured him that he and Mr. McMaster would relieve him of any speech-making.

It was not a time, however, to express oneself in frivolous terms, he said. We are living in very serious times. He had never dreamed that men would make the demands they are making to-day. When the previous speaker had remarked that there was but an imaginary line between

Canada and the United States, he forgot the five per cent.

Two billions of debt saddled on Canada, Mr. Hobson continued, was a terrible load that would have been considered staggering a few years ago, "but," he continued amid applause, "three-quarters of that debt is owing to Canadians and the interest on it is not going out of the country but into the hands of Canadians again. Old Britain has owed her large debt, in the past, to her own people, but she has had to assume great burdens very recently outside.

"The United States has been more fortunate. She entered the war much later and had, in consequence, a lighter burden to assume. Her Government had not enacted the excess profits tax legislation until two years after we had been paying it.

"Sir Thomas White, before the launching of the last Victory Loan, had said—'Work harder and save more.' I will use that phrase now and add to it and say—'Work harder and save more, add to it and buy your goods in Canada and save 5 per cent.' I have no quarrel with our friends to the south of us."

Mr. Hobson thought that a levy on capital would be a serious thing, were it enacted by the Government. He believed that it would be quite unnecessary if the people of Canada supported the forthcoming Victory Loan to the very limit, and if they largely oversubscribed it.

### U. S. Secretary's Address

James Fernley, secretary of the National Wholesale Hardware Association of the United States, was the next speaker. "May I be considered a good fellow with you," was his happy introduction to an informal address that reached an attentive audience.

"Twenty-five years ago it was a mooted question whether there should be a wholesale hardware association—whether the wholesaler had a right to exist. Today manufacturers are respecting the rights of the jobber. Here, among you, I see this condition well guarded, and manufacturers are looking after your interests.

"While speaking with your genial president, he referred to the heavy mail he sometimes has to open, and expressed the wish that some of the big orders had gone to his competitors. We have no such cordial relations in our United States association as that."

Mr. Fernley referred to the long and pleasant acquaintance that had existed between himself and the secretary of the Canadian Association, Mr. Hardy, there having been a natural bond of understanding in the work they had both been doing for the past 16 or 18 years. His father had been born under the British flag, and naturally he felt very much at home on this occasion. He would hope that a larger representation should attend the forthcoming convention to be held in the United States in October. "And if we are invited officially, the next time, to Canada, it will be all the more acceptable, for then our expenses will be paid."



*JOSEPH DOWLING*
*Retiring President Canadian Wholesale Hardware Association.*

At this stage a very unique pleasantry was sprung, the banquet hall door opening unexpectedly, admitting "ye stalwart piper," who played a soul-stirring march, to which accompaniment Colonel Robert Starke and T. B. Williamson stepped briskly, carrying a sparkling set of silver around the end of the head table to where retiring President Dowling sat. As the strains of Highland music subsided Colonel Starke addressed the recipient.

"I've been asked by members of the Association, for you, Mr. President, to accept this little token of esteem to show the deep regard in which you are held by your brother members. You, Mr. Dowling, have carried the Association through four strenuous years. I would ask you to accept this little gift with the very best motives, and trust that you and yours may live many years to enjoy its use."

**Canadian Wholesale Hardware Association**

**Officers-Elect, 1919-1920**

**President—C. A. Whitwam, London, Canada.**

**Vice-President—Col. Robert Starke, Montreal, Starke-Seybold, Ltd., Montreal.**

**Secretary—James Hardy, Jenkins & Hardy, Toronto.**

**Executive Committee**

**S. R. Kennedy, Kennedy Hardware Co., Ltd., Toronto.**

**George C. Davis, General Manager Frothingham & Workman, Ltd., Montreal.**

**Norman R. Howden, D. H. Howden & Co., Ltd., London.**

**John McD. Wilson, Manager Chinic Hardware Co., Ltd., Quebec.**

It was with evident emotion that Mr. Dowling expressed himself, and entire secrecy had made the surprise most complete. There had been nothing further from his thoughts, he said, and any effort that he had been permitted to exercise for the welfare of the Association he expended willingly and gladly. Others, he said, had worked hard with him. He would greatly prize the lovely gift.

Mr. Alexander of Hamilton pleasantly intercepted to remark that "when prices should have advanced on 40,000 lines, Joseph Dowling has guarded the ship to a safe haven."

The continuation of speeches on the toast—"Our Guests," brought others to their feet. W. McMaster, of Montreal, was pleased, he said, to observe the unanimity of interests which were recognized by the Association. His mind was carried back to the time when wages were $5.56 and $6.66 per month for apprentices, at the time he began his business career.

Introduced to a guest in the corridor, someone had said to him: "O you are the grandfather of young McMaster of the Steel Company," an obvious compliment to the snowy hair, which nature had richly endowed upon him.

Mr. McMaster referred to the great changes which had come about in the remuneration of workmen. There had been a great deal of pyramiding lately, in the scales of wages paid, and if this pyramiding were to continue it would only make matters worse. After all, the purchasing power of the dollar is what must be considered. He personally believed that a greater interest should be taken by the manufacturer in those serving him. The interests of capital and labor should be, in many ways, identical.

In concluding, Mr. McMaster expressed his feeling for Great Britain in the trials she was passing through. With coal now costing 39 shillings per ton, where it had previously sold for 5 to 6 shillings, a great cost problem had been created.

John Baillie, president of the Montreal Board of Trade, was glad to be present on this occasion. He had a great sympathy for Great Britain, and in the matter of Marine Insurance, and which a previous speaker had referred to as being altogether disproportionate and as working against the port of Montreal in particular, he believed that the country was getting what it paid for. Other companies, purely Canadian, had endeavoured to make this business pay but it was finally given up as unprofitable.

These associations, and these gatherings from time to time, Mr. Baillie thought, were an excellent means of bettering understandings as between man and man. They would help toward securing a fair and reasonable profit on operations being conducted in a business way.

George Caverhill, of Caverhill, Learmont and Co., said that he felt as young as he did 43 years before, when he received his $8 per month. "There's a land

that is fairer than day," he continued, "and when the manufacturer keeps off our ground we're happy."

"There is a real thing in this country that will hold us together, and that is work. This spirit is greatly lacking in Canada to-day. Not only is this a condition among returned men, but it is likewise true of the 'stay-at-homes' who never went to war. We must now make these men work. Winter is approaching and they will get back to work and this is our only salvation."

Mr. Caverhill expressed his pleasure and satisfaction with the presentation that had been made the retiring president of the Association, and he believed the tribute was a deserved one.

Chas. Britton, formerly of Cowan and Britton, Gananoque, Ont., was introduced as the "Dean of the Trade." Despite his advanced years, Mr. Britton vigorously referred to many of the present day problems, including the high cost of goods, soldiers' gratuities, and urged that every man should do his part during the reconstruction period. Mr. Britton took a fling at the Germans, describing their brutal methods, and urged that Germans should be barred from Canada for ever.

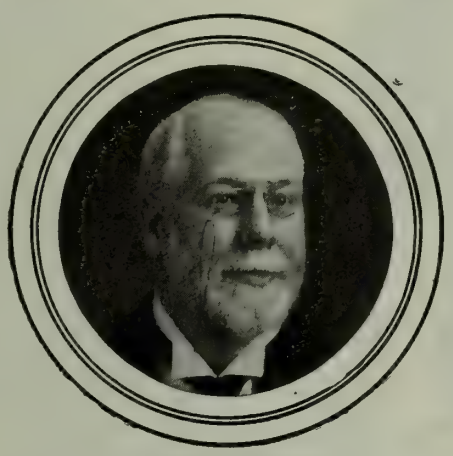
Owing to the lateness of the hour, the speakers who followed spoke very briefly. C. A. Whitman, of Hobbs Hardware Co., London, Ont., expressed his pleasure at meeting so many old and new members of the hardware trade. He fittingly referred to the members who had pasesd on during recent years, and paid a tribute to their efforts during bygone years to create better conditions in the trade, and place the association on a mutually beneficial and sympathetic basis. The Wholesalers' Association, stated Mr. Whitman, has also been a great force in drawing the manufacturers together. Mr. Whitman referred to the good work of President Dowling and Secretary Hardy.

H. A. Alexander, of Wood, Alexander & James, Hamilton, Ont., referred to the value of co-operation with sister associations, and told of the great benefits which may be secured by co-operation. Mr. Alexander also paid a tribute to the splendid work of the president, Mr. Dowling.

F. H. Whitton, Steel Company of Canada, humorously confessed that he shines best when the president of the company is not present. Mr. Whitton spoke of the value of co-operation, and remarked that a much better feeling now existed between the manufacturers. One of Mr. Whitton's remarks caused more than usual interest. He referred to a recent meeting at Ottawa, called by the Minister of Labor, and attended by 76 representative men. The wholesalers and retailers were described as parasites. Mr. Whitton had taken the matter up privately with many of those at the meeting and explained the absolute necessity of wholesalers and retailers as distributors. He pointed out the difficulties which would be experienced if wholesalers and retailers were eliminated, and illustrated his point by telling of the days when he was a boy in England, when the Gypsy came around with pots and pans, etc., taking scrap iron and old metals in exchange.

James Davidson, of Thos. Davidson Mfg. Co., in responding to the toast to sister associations, referred briefly to the value of associations, and expressed his appreciation of the invitations extended to sister associations by the wholesale hardware men.

Col. Robert Starke, of Starke, Seybold & Co., Montreal, in proposing a toast to the returned soldiers, told of his experiences in drilling men for the Great War, and of the thrills he had experienced in seeing how anxious the young men were to get away to the active scene of battle. When the history of the war is written, stated Mr. Starke, we will then know more about the great part the Canadians played in the conflict. Mr. Starke did not think there



*JAMES HARDY*
*Secretary Canadian Wholesale Hardware Association.*

was a hardware warehouse in Canada that did not send its quota of men forward. In practically all cases those who returned found their old positions, or better ones awaiting them.

T. B. Williamson, of H. S. Howland, Sons & Co., familiarly known as "Tom," could not understand why he was called upon to respond to the toast to "The Ladies." However, he rose to the occasion, and his recitation, "We All Love the Lassies," was heartily applauded. The singing of "Auld Lang Syne" and "God Save the King," closed the big event at a late hour.

Among those present were:

Joseph Dowling, Caverhill, Learmont & Co., Ltd.
C. A. Whitman, Hobbs Hdwe. Co., London, Ont.
T. B. Williamson, H. S. Howland, Sons & Co., Toronto.
Col. Robt. Starke, Starke-Seybold & Co., Montreal.
Herb. Seybold, Starke-Seybold & Co., Montreal.
James Hardy, Jenkins & Hardy, Toronto.
H. A. Alexander, Wood, Alexander & James, Hamilton.
Col. George Caverhill, Caverhill, Learmont & Co., Montreal.
S. Rae, D. H. Howden & Co., London, Ont.
"Dick" Terrell, Caverhill, Learmont & Co., Montreal.
Thos. Birkett, Jr., Thos. Birkett & Sons, Ottawa.
J. A. Frazer, Lewis Bros., Ltd., Montreal.
P. O. King, Kennedy Hardware Co., Toronto.
J. W. Richardson, Caverhill, Learmont & Co., Montreal.
F. W. Warren, Frothingham & Workman, Montreal.
Mr. Lewthwaite, Frothingham & Workman, Montreal.
W. J. Lawson, Rice Lewis & Sons Co., Toronto.
Robt. Hobson, Steel Co. of Canada, Ltd., Hamilton.
W. McMaster, Dominion Iron & Steel Co., Montreal.
Alex. Prudhomme, Prudhomme & Fils, Montreal.
F. H. Whitton, Steel Co. of Canada, Ltd., Hamilton, Ont.
James Fernley, National Hardware Assn. of U.S.
Mr. Decatur, 2nd Vice-President U.S. National Hardware Association.
A. Macfarlane, A. Macfarlane & Co., Montreal.
W. A. C. Hamilton, Consumers' Cordage Co., Montreal.
H. Greening, B. Greening Co., Ltd., Hamilton.
Geo. Griffith, B. Greening Co., Ltd., Hamilton.
H. G. Wright, E. T. Wright & Co., Hamilton, Ont.
Mr. McGhie, Welland Vale Mfg. Co., St. Catharines.
W. H. Hobbs, Consolidated Plate Glass Co., Montreal.
Geo. D. Davis, Hardware and Metal, Toronto.
S. Y. Dingee, Henry Disston & Sons Co., Toronto.
H. P. Hubbard, E. C. Atkins & Co., Hamilton.
A. H. Illsey, Hardware and Metal, Montreal.
Stanley Cook, Secy. Board of Trade, Montreal.
John Baillie, President, Montreal Board of Trade.
James Davidson, Thos. Davidson Mfg. Co., Montreal.
Chas. Britton, Gananoque, Ont.
Jno. R. Anderson, John R. Anderson, Montreal.
R. H. Reed, Consumers' Cordage Co., Montreal.
J. F. Zimmerman, Whites Ltd., Collingwood, Ont.
J. Hutton Crowdy, Montreal.
Alexander Gibb, Montreal.
Mr. Watson, Dominion Cartridge Co., Montreal.
D. J. Black, Steel Co. of Canada, Montreal.
James S. Parkes, Montreal.
J. A. Beaudry, Le Prix Courant.
D. J. Munn, Alex. McArthur & Co., Montreal.
R. B. Coulson, Dominion Iron & Steel Co., Montreal.
H. T. Diplock, Steel Co. of Canada, Ltd., Montreal.
Adam Taylor, Taylor-Forbes Co., Guelph, Ont.
J. Bruce Morrow, Toronto.
N. O. Philp, Starke, Seybold & Co., Montreal.
C. Graham Drinkwater, Vice-President Canadian Fairbanks-Morse Co., Ltd., Montreal.
W. J. Hayes, Manager Sheet Steel Products of Canada, Montreal
W. G. Harris, Graham Nail Works, Ltd., Toronto.
Leslie Drake, Canada Axe and Harvest Tool Mfg. Co., Ltd., Montreal.
J. H. G. Scott, Jenkins & Hardy, Montreal.
Mr. Dansereau, Bacon Bros., Montreal.
A. G. Yon, Manufacturers' Agent, Montreal.
H. E. O. Bull, Canada Wire & Iron Goods Co., Montreal.
H. Rooke, Page-Hersey Co., Toronto.
Thos. Blaikie, Steel Co. of Canada, Montreal.
H. S. Fry, Sec.-Treas. Peck Rolling Mills, Ltd., Montreal.
A. L. Telfer, J. H. Hanson Co., Ltd, Montreal.
W. G. McCutcheon, Manager Caverhill, Learmont, Montreal.
Alex. Donald, President Canada Wire & Iron Goods Co., Montreal.
Hector Prudhomme, A. Prudhomme & Fils, Ltd., Montreal.
Mr. Campbell.
C. A. Watt, D. F. Jones Mfg. Co., Gananoque.
E. Montgomery, Steel Co. of Canada, Ltd.
E. L. Sennatt, Starke, Seybold, Ltd., Montreal.
D. E. Hamilton, Simonds Canadian Saw Co., Montreal.
A. E. Hanna, Steel Co. of Canada, Ltd., Winnipeg.
A. E. Hough, Canadian Tube & Iron Co., Ltd., Montreal.
C. A. Walker, Ontario Lantern Co., Ltd., Hamilton.

Many letters of regret were received from those at a distance who found it impossible to be present.

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## HEARD AT THE WHOLESALERS' BANQUET

Decided appreciation was expressed for the vocal duet of George Caverhill and Archie McFarlane. When two kind-red-spirited Scots have a mind to sing as they had, it just makes a banquet hall ring. Open jealousy was expressed in one quarter for Archie's fine tartan waistcoat. The skirl o' the pipes was a richt welcome sound.

Something was said on the menu cards to the effect that the hardware jobbers assumed themselves to be honest, and

(Continued on page 96)

# FIFTY YEARS IN THE WEST

## How James H. Ashdown Won Out on the Prairies

Reprinted by Courtesy MACLEAN'S MAGAZINE



This is probably the most recent picture of Mr. J. H. Ashdown, President of the J. H. Ashdown Hardware Co., Limited. The snapshot was taken at Ottawa as Mr. Ashdown was leaving a meeting of the National Industrial Conference.

ONE afternoon in the year 1861, a young man of about eighteen years—the age when ambition so frequently stirs in the male heart a desire to strike out and conquer the world—was riding briskly along a railroad track. In the near distance was a settlement which in after years was to become known as the town of Hespeler. At this time, however—it was a mere clearing in the dense forest. Despite the fact that he had come all the way on shank's mare from Guelph, a distance of twelve miles, and despite the further fact that he had previously walked all the way from his father's farm in Brant County to Guelph in search of employment and had failed to find it, he was still cheerful. So cheerful, in fact, that when he saw a sixpenny bit sticking in the sand between two railway ties, he accepted it as an omen of good fortune. He dug it out with his knife and held it up exultantly. A sixpenny bit was a small fortune to a boy of eighteen in the early sixties. For one thing it meant one more meal; and a meal is an important item when one has gone out into the world on his own.

"Anyway," said the young seeker after fortune, whose name was James Ashdown, "I believe I ought to stop at this place and try my luck here. This means something."

He stopped in Hespeler and the omen of the sixpenny bit, if omen it were, proved to have had some policy. He found not only employment, but a chance to learn a trade, and it might perhaps be said that this incident proved the first stepping-stone to a successful career. One of the first men he applied to was a tinsmith named John Zryd who needed an apprentice and, after the latter had looked the lad over carefully, he decided that he would do. So a three-year contract was duly drawn up and signed. James Ashdown was to work for that period of time with the tinsmith and was to learn the trade. In the meantime he was to be entitled to the following:

Board, lodging and laundry free.
Twenty-five dollars the first year.
Thirty dollars the second year.
Forty-five dollars the last year.

Of course, that was a long, long time ago, and it was a fair bargain as such matters went. Certainly it looked good to young Ashdown, who started to work immediately with the enthusiasm that is, after all, the main element that enters into the success of any beginner. The remuneration did not entirely satisfy him, however. Before long he had made the acquaintance of the village blacksmith and had entered into an agreement with that man of girth and brawn to leave the posting of his books to one of nimbler mind. Young Ashdown looked after the books of the local Joe Gargery at nights. The remuneration again was slight—$6 a year for the first two years and $8 for the third—but there was more than money to be gained. There was experience, for one thing. And James Ashdown was intensely ambitious and realized the value of any kind of business training.

### He Turns to the West

As soon as the young tinsmith had learned his trade he decided to seek his fortune in the Western States, for the general idea had spread in Canada that a great boom would follow the close of the War of Secession. But this prosperity was not so pronounced as anticipated, and, after spending some time in Chicago and St. Louis, he finally found his way to the limits of civilization, at what was to be known as Fort Zarah on the plains of Kansas. A block house was being erected to protect settlers from the Indians and the young mechanic from Ontario secured work on this building for some ten months. There he saw the herds of buffalo which were still numerous in the West; he saw the Indian tribesmen when they came to barter at the trading post; above all he saw and liked the boundless prairie country.

In 1868, there was no city on the map named Winnipeg, nor was there a province known as Manitoba. There was a straggling Red River settlement and two stone forts (one, Fort Garry, at the Settlement of the Red and Assiniboine rivers; the other, known as Lower Fort Garry, some twenty miles down the Red) on the river bank that were trading posts of the Hudson's Bay Company. Mr. Ashdown knew nothing of the commercial possibilities of the settlement, and from what he had seen of the frontier life in Kansas, he knew that he would have to put up with many hardships; would, in fact, have a difficult time getting to the vicinity of Fort Garry; but the West had called him, and once more he set his face towards the land of the boundless prairie and the buffalo.

In those days the only entrance to Western Canada was by the way of St. Paul and St. Cloud. There was

a new line of railway northward from St. Paul to St. Cloud, but beyond that little settlement there was nothing but the prairie trail totally unknown to any but the hardy Red River voyageurs. Several years later a line of steamboats was to carry passengers and freight down the Red River, but in June, 1868, when Mr. Ashdown arrived at St. Cloud, he had to make a bargain with the driver of a Red River ox-cart for the carriage of his luggage and provisions. He, himself, had to walk beside the train of ox-carts, stopping when they stopped and starting when they started. At meal time he had to prepare his own food, boiling tea, frying bacon, etc., and was incessantly assailed by clouds of mosquitoes. At night he slept beneath the carts or elsewhere as circumstances allowed. At last, after what was considered a very favorable journey of nineteen days, on the 30th of June, 1868, he reached Fort Garry.

### Arrived with the Grasshoppers

His arrival did not prove to have been auspiciously timed. The year before there had been a visitation of grasshoppers all through that part of the country, but owing to the fact that they had come in the autumn, the crops had been saved. They had left myriads of eggs behind them, however, which in due course hatched out, literally by the million. They had devoured every green thing in the settlement by the time the young tinsmith arrived. In fact, one of the first views he had of the future Western Metropolis was of a body of Hudson's Bay employees shovelling heaps of dead grasshoppers into carts and wheelbarrows. They were piled against the south walls of the fort in deep drifts. The carts were emptied into the Assiniboine River.

Altogether the impression he first gained was not a pleasing one. It was a scattered village, its log buildings sprawling over the prairie and its inhabitants numbering one hundred souls. He soon discovered that the advent of the plague of grasshoppers had rendered food supplies very scarce and prices had gone away up out of sight. The H. C. of L. was operating with a vengeance. Flour was selling for thirty shillings per hundred pounds and oats for horse feed were two dollars a bushel.

There was no reserve of food in the district owing to the fact that the settlers had little or no incentive to raise large crops. The Hudson's Bay Company was the only purchaser of agricultural products, and it frequently restricted its purchases to ten bushels of wheat and half an ox from each settler annually. It was not the policy of the company to encourage agriculture. Its chief interest was in furs and the wilder and more unsettled the country the better for the fur trader. Living under such conditions, therefore, the settlers depended upon freighting, hunting, fishing and the cultivation of the small amount of grain and garden stuff necessary for their own use. When the grasshopper plague came, all they could do was to appeal to the outside world for assistance to save them from famine.

### Cause of the Riel Rebellion

It is one of the ironies of history that the effort of the Dominion Government to help the settlers of the Red River country in their necessity was at least the excuse, if not the cause, of the Riel Rebellion of 1869 and 1870. The Ottawa authorities considered that it would be better to provide the starving settlers with work at good wages than to feed them gratuitously. Accordingly work was provided on the Dawson road under the direction of John Snow, and a survey of the district was instituted by Colonel J. Stoughton-Dennis. Soon Snow was employing men in opening a road to the Red River settlement from the northwest angle of the Lake of the Woods, and Dennis, accompanied by a large party, was busy surveying the whole district on a rectangular plan. Now in the early days French, half-breed and British settlers had squatted along the river banks. Their little farms had a narrow frontage, but extended back from the river for two miles. According to an old custom they also enjoyed hay rights on the wild land for two miles behind their own property. When the Dominion surveyor, therefore, came along and cut across their narrow, ribbon-like farms with his rectangular scheme there was much uneasiness, not to say hostility. The English-speaking settlers were the first to take offence, and their suspicion of the Government




*Officers of the J. H. Ashborn Hardware Co., Limited.*

was passed on to the French and half-breeds. When the latter commenced taking violent measures, the Scotch and English settlers withdrew from the agitation. But the fat was by this time in the fire, and the Red River Rebellion was the result.

In spite of the grasshoppers' visitation with its strain of misery and rebellion, in spite of the fact that in the fall of the year pemmican was selling at sixty cents a pound and flour at eighty cents, young Ashdown decided to stick it out. His people in the East wrote urging him to return home, but he was not the kind that turns back having once set his hand to the plough. He had already gained self-reliance and resolution in the school of hardship, and he was going to give the new country a chance to right itself. For the first summer and the following winter and summer he undertook any honest work that presented itself. For instance some of his jobs were the painting of Deer Lodge, Knox Church and Holy Trinity.

### His Chance Arrives

The local tinsmith was a German named George Moser. Characteristically enough Moser interested himself in every movement of discontent in the country and helped in no small degree to foment trouble among the settlers. He was outspokenly anti-British and quite a bit of a firebrand; so much so in fact that sentiment became aroused against him. Realizing this, he concluded that it might be the best policy for him to get out of the country before the storm broke. It became hinted around that Moser was willing to sell out and James Ashdown saw his opportunity.

The shop of Moser was at the rear of a store at the corner of Main and Portage, where the C.P.R. ticket office now stands. He had a fairly good stock, as things were in those days, and Ashdown knew that he could not swing the deal with his own slim resources. But he had made a friend in Colonel Dennis and to the Colonel he carried his proposition.

"I want to buy out Moser," he said.

"Can you find the funds?" asked the Colonel.

"That," said the young tinsmith, "is what I want to see you about. I want a loan." He explained exactly what he had and what he needed. It was going to take over one thousand dollars to buy out the business—a large sum at that time—but only a part of that would require to be in cash. He believed he could persuade Moser to accept the balance in notes.

The upshot of it was that Colonel Dennis advanced the loan and Moser accepted notes for the balance. Accordingly the business changed hands and so was laid the foundation for what has become one of the largest hardware concerns in the country. Just here it may be said that some months later, Moser rued his bargain and told some of his acquaintances that he hoped Ashdown would not be able to meet his notes when they came due. Once more the young Canadian who had bought out the German was cheered by the loyalty of a friend, a Mr. McBride, who went to him and told him he had heard that Moser wanted to get hold of the business again, but he would stand by Ashdown and would be glad to give him financial assistance if he needed any when the notes matured. While this kind offer was appreciated, there were sufficient funds on hand for the lifting of the notes at maturity without any assistance.

### Trouble With the Half-Breeds Begins

The young merchant soon removed from the undesirable premises which had satisfied Moser. He rented a shop on Lombard street but had hardly become established there before the rebellion fomented by Louis Riel came to a head. Had Hon. Joseph Howe, who visited Fort Garry in the early days of October, 1869, taken the advice of Mr. Ashdown, it is probable that the threatened rebellion would have been averted. Mr. Ashdown earnestly advised the famous Nova Scotian to call a public meeting and, by making a clear statement of the Government's intentions, disarm suspicion and meet all the objections of malcontents in open discussion. But for some reason or other, which Mr. Ashdown says he could never fathom, Howe refused to adopt this sensible plan. After a very short stay he started on his return trip. Somewhere south of the American boundary he met the Hon. William MacDougall, who was on his way to Fort Garry as Lieutenant-Governor elect to take over "The Hudson Bay Territory," including Assiniboia, which was governed by an elective council, presided over by the Governor of the Hudson Bay Territory, and to replace it with a popularly constituted provincial regime. Instead of stopping to hold a conference with MacDougall, Howe passed him with the curt greeting:

"It's a cold day!"

MacDougall and his party of officials deemed it imprudent to press on to Fort Garry, for they had already received word that the French would oppose them by force. The new Governor remained at Pembina, and appointed Colonel Dennis as his military representative to organize the loyalists against the rebels. It is significant that the overt act in the Riel Rebellion occurred on October 21, 1869, a few days after Mr. Howe's mysterious visit had terminated. A detachment of Riel's men erected a large cross at a narrow pass near Stinking River, barricaded the highway, and proceeded to hold up all travellers and all trains of freighting carts, allowing none to pass on their way to the settlement without permits from Riel's officers. Among other things that the rebels confiscated were arms and ammunition being sent into the country for the use of the new Lieutenant-Governor and his party. On November 3, Riel took a still bolder step by seizing Upper Fort Garry. This he accomplished without any resistance, marching through the gate of the fort at the head of 125 armed half-breeds, who forthwith took possession.

### Guarding Provisions

These events created great indignation among the English-speaking people in the little village near the Upper Fort. The men of the place, Mr. Ashdown among them, talked matters over, and Dr. Schultz and others advocated resistance. He urged the others to help him protect the Government pork and provisions stored in his warehouse. As the English settlers were without arms or in fact provisions, Mr. Ashdown said it would be folly to resist Riel in this way. "Let the Government guard its own provisions!" was his advice, and he went back to his store. Schultz's counsels prevailed, however, and he and his followers, some fifty volunteers, mounted guard over the Government stores. Mr. Ashdown relates that he went to bed that night, but not to sleep. Although the Schultz move was contrary to his better judgment, he did not feel that he could stand aloof, so, after an anxious night, he walked over to Schultz's store and lined up with the little band of unarmed citizen guards.

Three days after the English patriots went on guard, they were marched as prisoners through the gate of Fort Garry. As Schultz's store was under the guns of the Fort and as the English volunteers were quickly cut off by the half-breeds from all supplies of food and water, they were obliged to negotiate terms of surrender. When they marched out of the store they supposed by the message received from Riel through a negotiator that they would be given their liberty and allowed to go where they pleased, but they soon found that Riel's promise was worthless and they were in his power.

### In the Hands of Riel

The prisoners were locked up in the upper flat of a two-storey building, ordinarily occupied by the Hudson's Bay Company's staff of accountants and clerks. The five or six rooms in this upper storey were crowded. The ventilation was so bad the prisoners were compelled to break several of the windows to save themselves from being suffocated. They were imprisoned on December 7 and were doomed to stay in durance vile for sixty-nine days. Mr. Ashdown was confined with twenty-one others in a room twelve feet broad by sixteen feet long. And the French half-breeds were no tender jailers. The bill of fare consisted of pemmican and tea. Had it not been

for the kindness of women in the village and the good offices of Mr. Joseph Crowson, Mr. Ashdown's father-in-law, who on acount of lameness was suffered to go at large by Riel, and who carried provisions to the Fort, the prisoners would almost have starved. As it was many of the good things intended for them were snatched out of Crowson's baskets by the half-breed bandits.

Mr. Ashdown has very vivid memories of that weary imprisonment and many are the interesting stories that he has to tell concerning the attempts of his companions to escape and the general conduct of the guards. He formed a very unfavorable impression of Louis Riel. He says that Riel fancied himself a little Napoleon, but he was more like a strutting peacock. Nor was he really brave. When he heard that a party of English settlers were coming down from the Portage plains to attack him and his force and liberate the prisoners, he came and stood outside the door of the room where Mr. Ashdown was confined and in a shaky voice said:

"Bad men are coming. You must be quiet. You must not make any disturbance."

Riel, however, had a wonderful influence over the French half-breeds and if he had not made the mistake of putting Thomas Scott to death it is probable that he would have been pardoned by the Government for his share in the rebellion and would have been an important figure in the Western country.

Speaking of Riel's reason for singling out Scott for the supreme penalty, Mr. Ashdown has expressed the opinion that it was not because the genial young Irishman had been obstreperous or objectionable during his imprisonment, but because he was a fine figure of a man. The Indian always picks out a big man as the natural leader of any group, hence the half-breed Riel obeyed the redskin instinct in selecting Scott as his victim. Scott was well liked by Mr. Ashdown and the other prisoners.

### His Business Shows Growth

It is not surprising, with all this trouble going on, that the first year that Mr. Ashdown ran his business was not very prosperous. The coming of soldiers to the settlement at the close of the rebellion gave quite a fillip to trade, however. In spite of the Riel regime, he had been able to import in the preceding June an order of goods from wholesale houses in St. Paul. The goods had come through by ox train. Encouraged by the increasing volume of business, it was in this same eventful month that Mr. Ashdown decided it would not be long until he would need much larger premises. So on November 4, 1870, he purchased the lot on which the Main street retail establishment of the J. H. Ashdown Hardware Company now stands, for the sum of forty pounds sterling.

The following year was an important one in the history of this enterprising merchant, for his business had already yielded him such good returns that he was able to pay for the erection of a wooden building, twenty by sixty, two storeys high, on the lot which he had bought the previous year. Mr. Ashdown did some of the work on this building himself and a most interesting memory that he has in connection with his first permanent place of business is that the lumber was brought down the Red River, on the steamboat "Selkirk," by no less a person than J. J. Hill, who was afterwards to achieve fame as the railroad king of the North-Western States. This was the first trip of the steamboat down the Red River. Perhaps this helps to account for the high price of the lumber. At any rate Mr. Ashdown had to pay seventy dollars per thousand for the siding used in the building and one hundred dollars per thousand for the flooring.

### The Growth of Winnipeg

Time passed; and the business of James H. Ashdown grew; and a city was forming around what had been the scattered settlement of Fort Garry. It became a brisk business centre. In due course it became necessary to find a new name for the new metropolis and quite a fight developed. A party of the most influential citizens wanted the name "Winnipeg." Others wanted "Selkirk," "Garry" or "Assiniboine." A fight arose also on the question of incorporation as a city. There was distinct opposition on this score. When the Legislature assembled, the "Winnipeg" party collected its forces, once more resolved to push the question to the limit. It is significant of the confidence that his fellow-citizens had already come to repose in Mr. Ashdown that they selected him as chairman of the committee to fight out the question with the law-makers. They knew that they could depend upon him as a moderate but determined and resourceful spokesman. Mr. Ashdown relates that one of the strongest forces in opposition to the bill was the manager of the Hudson's Bay Company. When the chairman of the citizen's committee got down to actual work at the Legislature, the Hudson's Bay Manager argued the question stubbornly. First he wanted the committee to consent to have the municipality incorporated as a village. When he saw that they were obdurate, he said he would consent to have Winnipeg named in the bill as a town. But Mr. Ashdown would not give way an inch. He had big ideas about Winnipeg. "It is going to be a city, a metropolis, and we might as well start out right in the first place, and have it incorporated as a city!" No opposition could break down the resolution of Mr. Ashdown and his committee, and as their powers of persuasion were effective, and strong public feeling supported them, the bill was passed and the royal assent given. On November 3, 1873, the busy little village on the banks of the Red River, with a population of only 1,664, became at a bound the city of Winnipeg.

### Ashdown Fights the Boss

Winnipeg immediately clinched its claim to being a city by evolving a system of boss rule. One of the leaders of the crowd which had opposed the incorporation decided to organize a slate that would carry the first municipal election and so leave control in reactionary hands. His supporters made the boast openly that they would control the half-breed vote and so sweep the nominees of the citizens' party out of sight.

Mr. Ashdown was one of those representing the people's interests, and he put up an active campaign. On election day, however, the big chief of the reactionary ring went from poll to poll with sleighs full of half-breeds. Mr. Ashdown relates that the sleighs were so crowded that the men did not have room to sit down. And these unsavory electors voted at every poll without regard to residence or anything else. The political boss who was directing their unscrupulous activities met Mr. Ashdown at the poll where the Union Bank building now stands at the corner of William Avenue and Main Street.

"I'm sorry I can't support you!" he said with a broad smile.

"All right," replied the indomitable hardware merchant, "I'll get there in spite of you!"

And he did. But he was the only representative of the citizens' party that was elected. He continued to sit on the Council for several years and had much to do with the framing of early by-laws and the organization of the public utilities of the city.

### The Growth of a Business

This is the story of the very remarkable personal career of James H. Ashdown, and so nothing can be said in detail as to the growth of his business. During all the years that he was devoting himself so zealously to the welfare of the community, he was never for one moment losing sight of the business he had established. The years 1875 to 1885 were years of remarkable development. A handsome brick building replaced the original frame headquarters and at various times additions had to be made and the volume of business was always growing. In 1889, came the most radical advance in the establishment of a branch at Calgary. Other branches were established as the West grew and the prairies became dotted with live, growing towns.

Space does not permit of any detailed account of Mr. Ashdown's public career, for his record is a long one indeed. He was president of the Board of Trade and fought vigorously and successfully against high freight

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# Carrying a Good Stock

## "If You Buy Right You Can Sell Right," Says Cannot Get Too Much Display"—

Based on an interview with M. Platt, of Platt

PLATT BROS., hardware merchants at 1356 St. Clair avenue, have learned the value of display. They have found that good store display and attractive window dressing have a definite value in dollars and cents and that they are a most effective means of speeding turnover. They have learned this lesson so thoroughly that this summer they erected a new store in order to accommodate their increasing trade and they built it just twice as large as their old one and along lines that would make for maximum display value.

### Cannot Get Too Much

"My idea is that a merchant simply cannot display too much merchandise," said Mr. M. Platt to HARDWARE AND METAL. "Our entire new store is designed with the idea of keeping the goods we carry constantly before the eyes of the buying public. We have learned from experience that this is a most satisfactory way of increasing our business."

"Another point we emphasize," he said, "is that we have a complete stock. We want our store to be known far and wide as the hardware store that has anything that should be found in a hardware store. Everyday we have people come into our store and ask if we have this or if we have that. Only a few minutes ago a woman came in and said she had tried in at least a dozen stores to get some polish for cleaning brass. We were able to supply her, and there is no doubt in the world that the next time that woman wants anything in the hardware line she is going to pass other hardware stores nearer to her home and come to us, because she knows we have the goods, that our goods are of good quality, and that our prices are right.

### An Important Matter

"That is an important matter. If a merchant buys right he can sell right, and it does not take people long to find out about this. I do not mean that we handle cheap stuff. We want to give people the best possible value for their money and our customers realize that and appreciate our store policy. As far as cheap goods are concerned, we want nothing to do with them. They are a poor advertisement for any store. They are dear in the long run, and if we sold stuff that did not work well, or give satisfaction, people would soon say, "I guess we won't buy any more at Platt Bros., see what they sold me. It won't work and it isn't any good."

### Satisfaction Counts

"Satisfaction counts every time. Every time we satisfy a customer it means that he is going to come back again, and not only that, but that he is going to talk about us to his friends, and that he is going to bring or send them into our store for goods sooner or later. People know every time when they are well and fairly treated by a merchant. We find people are willing to pay a fair price every time for an article that will give them satisfaction. If we had an article that we could recommend unreservedly at $2 and another article good, but not, perhaps, quite as good, for $1.75, the majority of people would gladly pay the $2 and take the article which we told them was unquestioned. There has been a noticeable tendency on the part of the buying public to demand quality goods. When they are paying higher prices than used to prevail they realize that cheap articles are dear and that there is no satisfaction in buying them.

### Likes the Workingman

Platt Bros.' store is located in a district which reaches one of the wealthiest residential sections in Toronto, and also sections in which large numbers of the better class of workingmen live. They have a stock that will meet the demands of all, but Mr. Platt says he likes to sell to the workingman.

"I like the workingman to deal with, because, invariably, he knows what he wants," said Mr. Platt. "If he comes down to the store for hinges, he will tell me right off the bat that he wants a six-inch strap hinge, or that he wants




# Will Bring Customers Back

## M. Platt, of Platt Bros., Toronto. "You Simply Cash Plan is Working Out Well

ros., by C. E. Parsons, of Hardware and Metal

a certain kind of a saw or pair of calipers, or whatever it is. If a wealthy individual comes in, all he knows is that he wants hinges or a saw, or something else. There is nothing definite in his mind about what kind he wants. He does not know and it takes a lot of questioning about the work, or whatever it is, before we can decide what is best fitted for it. In this way a lot of time is lost, and time means money. I can make half a dozen sales to workingmen while I am finding out what a man or woman of the other sort wants.

### Works on Cash Basis

Platt Bros. work as nearly as possible on a cash basis. They have to deal with a number of contractors in the course of their business and to these men there are regular periods for settlement, but all their general trade over the counter is strictly on a cash basis.

"I would sooner have the goods on my shelf any time," said Mr. Platt, "than hand them out to somebody who might pay me in six months, or who might never pay at all. We take no chances on people we don't know all about. The cash plan makes for better business all round. We buy that way and we can buy better and sell better. Our customers get the benefits and we have the money we need to carry on our business and replenish our stocks. If we granted credit we would have a whole lot of unnecessary bookkeeping to look after and a lot of chasing up and collecting to do, and we would have losses and conditions that would be much less satisfactory than they are on the cash plan."

### Street Car Advertising

Platt Bros.' store is located in a section which is reached, not by the regular cars, but by the Toronto civic railway. Everyone who goes into the district, unless he walks in or rides in in an automobile, has to go on the civic street cars. Hundreds of thousands of people pass in and out of the section each month. In order to reach these people Platt Bros. regularly use street car advertising.

"The cards in the street cars, our window displays and our store displays are the only methods we have of reaching the people," said Mr. Platt. "We are more than satisfied with the results we obtain from each one of these sources. We change our window displays each week and we always put in the prices of whatever we are showing. We change the cards in the street cars each week and we are constantly changing the goods around in our store.

### Use Display Tables

"We find we get splendid results from display tables and we use several of them and keep them constantly changed around and placed in different parts of the store. People like to look them over and the goods sell themselves, thus saving our salesmen's time.

As far as window displays are concerned, I believe that our two windows are without any question the best ads. we have. They sell goods and they sell them continually, and that is all we can expect of them. We always use price cards, as I believe that is one of the first principles of good window display, and also of good business. The very first thing anybody wants to know if he is interested in what is shown is how much it is going to cost and we aim to answer that question right then and there. People get it fixed in their minds and they don't come in and ask us to sell cheaper. Very often they are surprised to find out that the goods are a good deal lower in price than they expected they would be. If it had not been for the price card they would not have bought, because they would have gone away with the idea that whatever they wanted was too expensive.

### Seasonable Displays

"We believe that it is most important, not only in our street car ads., but in our store and window displays, always to keep seasonable lines to the fore. Just now, for instance, with the cold weather coming on, people are interested in heating equipment. We have a window display of stoves and our cards

in the street cars show four sizes of heaters and the reading matter tells about them and extends an invitation to the prospective buyers to come into our store and see the goods and find out more about them. People, especially women, like to have a friendly invitation to a store, and we aim to treat them right if they come, whether we make a sale or not. We try to be of real service to them in helping them select goods that will be of real service to them and give them good satisfaction and value for their money. It pays to do this. Even if they do not buy at the time they get a good impression of our store and our service, and they will remember it and tell their friends about us. We can get no better advertisement than that.

### Quick Deliveries

Included in the service that Platt Bros. aim to give is quick delivery. They have an auto delivery, and Mr. Platt says it is giving the utmost satisfaction, not only to their customers, but to the firm.

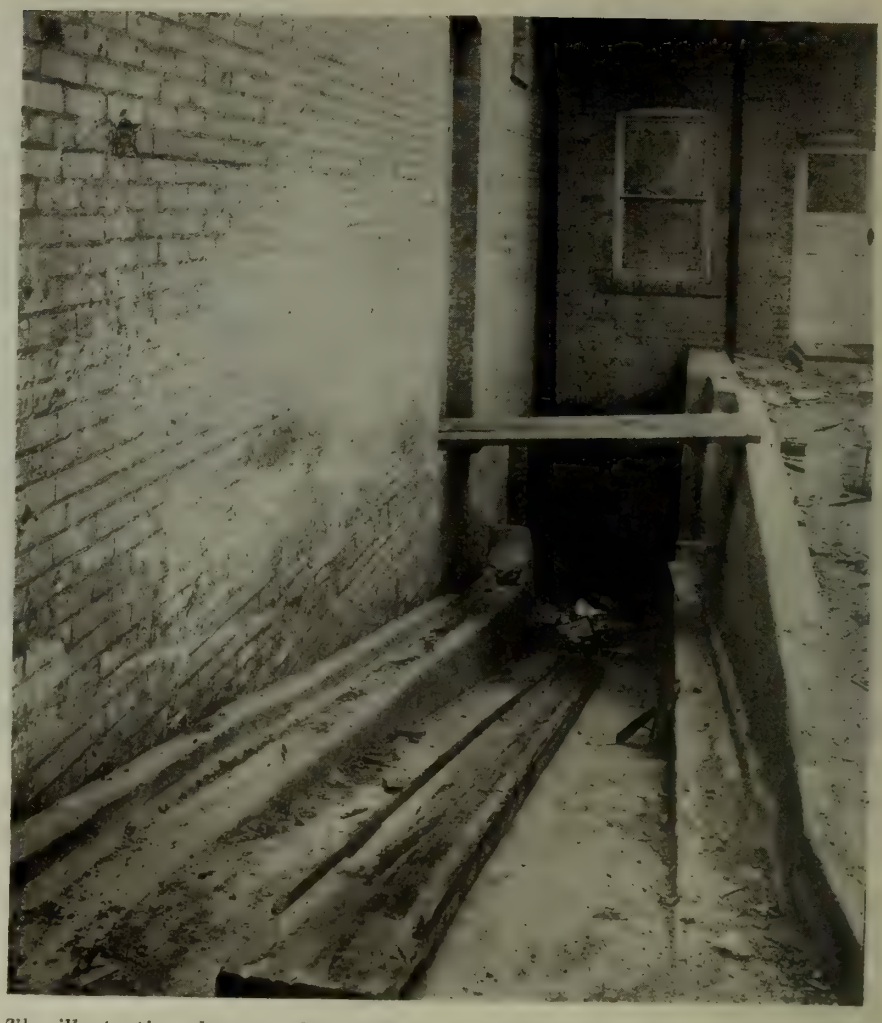
"We can get merchandise to people quickly by our car," he said, "and they like when they ask to have a thing sent promptly to get it. We find that they appreciate this and come back. From our own standpoint it is economical and saves a lot of time and trouble. There is no horse to feed or clean and no feed to buy or stables to clean, or any of the other things necessitated by the keeping of horses. From a financial standpoint we figure that by having an auto delivery we save one man's wages per week."

### Saves Much Time

The district in which Platt Bros.' store is located is a residential section that has grown with great rapidity within the last few years and is still growing. In their business with contractors they handle considerable quantities of glass for windows for dwellings and do the glazing for many people who are building. During the past year they have sold over $25,000 worth of glass alone. In order to handle this business expeditiously and get the glazed windows or supplies of glass to the point of delivery quickly, they have constructed a cement runway at the rear of their store to the basement, where all the glass work is handled. As will be seen from the illustration, a concrete runway was built and the car is backed down to the basement door and the glass loaded in. While the grade is fairly steep, it is not too steep for the car to climb with a big load.

### Are Kept Busy

In the glass department three men are kept busy all the year round on glazing. The glass is kept in a specially constructed rack and a complete stock is carried of all sizes usually required. Each is in its own section and the size is painted below in large figures, so that the workmen can find it quickly.



*The illustration shows a plan worked out by Platt Bros. to save time in loading glass. Their glass stock is carried in the basement and the auto simply backs down the runway, is loaded and is on its way with no time lost in carrying the glass up stairs.*

"We use wheels for cutting," said Mr. Platt. "The trouble with diamonds is that if two men use a diamond it is done and no more use. We do all our work with wheels, and this season we have handled more than five carloads of glass. From our standpoint there is the most money in the glasswork on a six-roomed house, and it is easier to handle.

### No Early Closing

Platt Bros. have a system of hours that is all their own. The store is open until nine o'clock every evening except Saturdays, when it is open until eleven. The doors, however, are closed every afternoon the entire year round.

"We have been thinking of closing at six o'clock in the evening, and we probably will," said Mr. Platt. "We are only living once and might as well get a little fun out of life."

### Sells Auto Accessories

The firm's trade in auto accessories has grown steadily. As will be seen from the illustration, a large wall case close to the entrance of the store on the right as one enters, contains a partial display of the stock carried. Other lines are shown at another point in the store and window displays are put in occasionally.

"It is a nice business," said Mr. Platt, "and one that has grown steadily. We started in a small way and have reached the point where we have to carry a complete stock to meet the demands of car owners, of whom there a large number in this vicinity.

### The Paint Section

As will be seen from the illustration, the paint section occupies a prominent place in the store, being located well up to the front and on the right. Mr. Platt states that his paint sales show an increase this season of over fifty per cent. and that he has had a splendid year.

As might be expected in a residential section, he has had unusually good sales of garden tools, seeds and supplies. Also of poultry netting.

"Since the war," said Mr. Platt, "people are more thrifty. The high prices have got them into gardening and keeping chickens and our business in these supplies has increased greatly.

On an average, Mr. Platt says, his sales of roofing run about two carloads a year. Seasonable windows displays

(Continued on page 96)

### *REMARKABLE RECORD*

THE entire trade will extend congratulations and best wishes to J. H. Ashdown on the semi-centenary of the J. H. Ashdown Hardware Co., Limited. The story as told elsewhere in this issue of the great accomplishments of Mr. Ashdown will be read and re-read by men in all branches of the trade. The retail salesmen in the stores will also find an abundance of food for thought in the story of the development of the Ashdown business.

To have exceeded by six years man's allotted span of three-score years and ten, and in addition to presiding over a huge business continue to take an active interest in public affairs, is a most unusual record, but such is the record of J. H. Ashdown. HARDWARE AND METAL joins in extending congratulations and best wishes to Mr. Ashdown.

### *MAKING NEW RECORDS*

"PERMITS Continue to Soar," "Building Figures Break All Records," Hundreds of New Houses," headings like these are as common in the newspapers these days as dispatches about strikes, and there never was a time when strike stories were so numerous. It has unquestionably, though, been a wonderful building year, and there is every indication that the activity will increase right through the fall and break all past records in 1920. In spite of all the houses that have been built this year, it is practically impossible to obtain a house to rent in many places. In the larger cities conditions were never worse. Rents are higher than at any time in the history of the Dominion, and not only that, but there is an acute scarcity of houses to rent. A situation of this kind presents an opportunity to men with money to invest to make good returns and help their community grow by building dwellings. This is being done in many cases and among those building are several hardware merchants. All over the country plans are being prepared for new buildings. Some of this work will start this fall. Hundreds of thousands of dollars' worth will proceed in the spring. All this activity means business for the hardware merchant. It means business in two ways. The hardware merchants can supply not only the supplies for erecting the buildings, but also the hardware for the people who are going to live in them. Business has been exceptionally good this season and the greatest trouble most hardware merchants have had is to get enough goods to fill their orders.

### *DOING GOOD WORK*

HON. DR. CODY, Minister of Education for Ontario, is making good on the promises he made some time ago to revise the curricula in the high schools and continuation schools. The edict has gone forth that home work is to be cut down, that collection of insects and plants is to be discontinued and that a change is to be made in the methods of handling some of the other subjects. Business men as a unit are behind Hon. Dr. Cody in the task he has undertaken. For a long time it has been apparent that there was something radically wrong with educational matters in Ontario. Boys and girls were being loaded down with studies that had little practical value and would be of little or no help to them when they went out to make their own way in the world. From the standpoint of business men, the instruction the boys and girls were receiving was not such as to fit them to enter commercial life. Ontario's school system has been costing large sums of money annually. There was no complaint about this, as no money expended for education of the right kind is ever wasted. Not long after Hon. Dr. Cody took over the duties of Minister of Education, he promised certain changes with a view of making the instruction more practical. These are now being made and in taking action, Hon. Dr. Cody will have warm support from business men.

# EVENTS IN THE TRADE

## Fire Loss

T. E. Bissell & Co., Ltd., Ingersoll, Ont., manufacturers of agricultural implements, sustained a loss by fire.

Beardmore & Co., Toronto, wholesale leather, sustained a loss by fire.

Fire which was caused by overheated tanks did damage amounting to $5,000 at the factory of the Brantford Roofing Company, Brantford, Ont.

The Belleville Sash and Door Co., of Belleville, Ont., sustained a fire loss.

The plant of the Union Foundry and Machine Works, Ltd., at West St. John, N.B., was damaged by fire.

## Obituary

The death occurred at Hamilton, Ont., of Robert Buskard, carriage maker.

The death occurred in St. Thomas, Ont., on Monday afternoon of Mrs. Hazel McIntyre, wife of W. G. McIntyre, manager for South Western Ontario of the Sherwin-Williams Company of Canada, Limited. She was in her 27th year. The funeral was held on Wednesday afternoon and among those who attended was C. A. Thomas, manager of the Toronto branch of the Sherwin-Williams Company.

The death occurred at his home in Toronto following a brief illness with bronchial pneumonia of Elias Warren Chard. Mr. Chard was 68 years old and came to Canada as a young man.

He was employed with a Toronto hardware firm for a number of years, and later went into business for himself at 324 College street, Toronto, where, at his death, he had been in business for 38 years. He was a member of Georgian Masonic Lodge, also of the Royal Dominion Lodge of Oddfellows. Besides his wife, he is survived by one brother, Arthur Chard.

## Trade Notes

The St. Lambert Hardware Co., of St. Lambert, Que., has been dissolved.

The Nellis Hardware Co., of Vermilion, Alberta, is moving into new and larger premises.

Merveilleuse, manufacturers of stove polish, has been registered at Montreal by Gabriel Aubry.

The National Varnish Company of Canada has been registered at Montreal by Wm. A. Lowry.

The Brantford Oven and Rack Co., Ltd., Brantford, Ont., is building a $10,000 addition to its plant.

Partnership in the Robertson-Stewart Hardware Co. at Grande Prairie, Alberta, has been dissolved.

The head office of the Ross Can Company, Limited, has been moved from Toronto to Bowmanville, Ont.

Scarfe and Co., manufacturers of varnish at Brantford, Ont., have commenced work on an extension to their factory.

The Wentworth Mfg. Co., Ltd., Hamilton, Ont., manufacturers of stamped brass goods, has been taken over by the E. T. Wright Co., Ltd. of Hamilton.

W. H. Parker, wh
Hardware Co. at
was owner, will sh
sale hardware busi

The plant of the
Ltd., Toronto, Ont.,
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The Canadian W
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The Western Cl
Salle, Illinois, has
Peterborough, Ont.,
a Canadian branch

J. W. Jameson,
ager of the Garlan
Hamilton, Ont., has
the Steel Specialty
and will shortly con
ture of stoves. The
Hamilton and its name will be changed to the Canadian Stoves Company.

## Personals

George L. Morrow, hardware merchant at Edgerton, Alta., was a recent visitor in Winnipeg on business.

John L. Huston has been appointed salesman by the Miller Lock Company of Philadelphia to cover New England, Ontario, Quebec and the Maritime Provinces.

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## Montreal News

C. R. Burkhart, Moore Pushpin Co. representative, Philadelphia, called on Montreal jobbers.

A. W. Poole, of McArthur, Irwin, Ltd., Montreal, was a business visitor this week to Toronto.

H. A. Lawson, of the Bissell Carpet Sweeper Co., Ltd., was in Montreal on

W. McDonald, general hardware merchant, North Bay, Ont., was a caller at the office of HARDWARE AND METAL on Monday of this week. Mr. Cassidy intended making calls at U. S. points before his return.

## News From St. John

Harry C. Chase, of the staff of Emerson & Fisher, Ltd., St. John, N.B., accompanied by his bride, returned to-day after a pleasant honeymoon trip to Montreal and New York. His associates on the staff of the company presented

him with a handsome leather upholstered chair. He received a substantial check from the firm.

Two warehouses of the Wallace Machinery Works, Sussex, N.B., were destroyed by fire this week with a loss of about $25,000. Much of the material in the warehouses was destroyed, including eight threshing machines, wood-cutters and some valuable patterns.

Capt. William Burrill has returned after a lengthy stay overseas. Before leaving he was with the Canadian Fairbanks-Morse Co., Ltd., St. John, N.B. He left with the 26th Battalion in the spring of 1915 as paymaster.

W. S. Fisher, of Emerson & Fisher, Ltd., hardware merchants, Germain street, St. John, N.B., has returned after the recent Industrial Conference in Ottawa. Later he visited Quebec. Mr. Fisher expressed himself as very well satisfied with the success of the conference, saying that he expected much good would come of it, both to employer and employee, as each side had met and discussed the problems of importance to each harmoniously and fully.

H. J. Ramshaw, manager of the Garlock Packing Co., of Hamilton, Ont., was in St. John this week and while here established a branch at 149 Prince William street.

### IS GOING TO MONTREAL

John J. Coleman, who, for the past five years, has been resident manager of the Toronto branch of Thomas Firth & Sons, Limited, Sheffield, England, has been appointed Canadian manager. He will have his headquarters at Montreal and succeeds John A. Sherwood, who is retiring. Arthur E. Steer has been appointed resident manager of the Toronto branch. Mr. Coleman, who has been spending some weeks in Sheffield, England, is expected to arrive in Canada this week.

### TO LOCATE AT SASKATOON

According to press reports from Regina, the North Star Oil & Refining Co., Ltd., successors to the Continental Oil Co., Ltd., will make Saskatoon their Western headquarters. Messrs. G. M. Clayton and J. McCormick, two directors of the company, have, it is stated, selected a site and building will be commenced shortly.

### PLAN WESTERN BRANCH

Chas. M. Adams, of Toronto, president of the Adams Harness Manufacturing Co., Ltd., and F. W. Adams, of Winnipeg, Western manager of the company, are in Saskatoon.

F. W. Adams stated that the company would proceed with the construction of a branch warehouse on First Avenue as soon as conditions become more settled and building material more easily obtainable.

### MONTREAL HARDWAREMAN WEDS

Robert L. Hornidge, manager of the auto equipment department of Lewis Bros., Ltd., Montreal, will be married in Ottawa on Monday, Oct. 6, to Miss Margaret Hamilton of that city. "Tom" Houghton, assistant sales manager of Lewis Bros., Ltd., will assist in the pleasing capacity of groomsman. Mr. and Mrs. Hornidge will reside in Montreal.

### D J. LADD & CO. PURCHASES O-RIB-O BUILDING PAPER BUSINESS

D. J. Ladd, formerly secretary-treasurer and assistant manager of the O-Rib-O Manufacturing Co., Winnipeg, has by mutual consent severed his connection with that company, purchasing the company's complete stock of building paper, roofing and felts, etc., and is now in business under the name of D. J. Ladd & Co., 502 Trust and Loan Building, Winnipeg. Mr. Ladd represents in Western Canada the Alex. McArthur Co., Ltd., of Montreal. The purchase by Mr. Ladd of this department of the O-Rib-O Company business also includes storage warehouse and track facilities.

### PARKHILL BEDDING, LTD., NEW FIRM IN WINNIPEG

Parkhill Bedding, Limited, is a new company formed in Winnipeg, with J. H. Parkhill, for fourteen years president and general manager of the Alaska Bedding Co., as president and manager. A. B. Jones, formerly sales representative of the Alaska Bedding Co., is vice-president and sales manager of the new company. Reg. C. Young, also formerly of the Alaska Bedding Co., is director and superintendent of Parkhill Bedding, Ltd. The new company hopes to alleviate, to some extent, the conditions existing in the bedding business, wherein it is difficult for the trade to get prompt delivery owing to the limited supply of bedding available. Factory and office buildings of the new company are being erected at Notre Dame avenue and Erin street, Winnipeg. The factory is of modern construction, with good sanitary and lighting facilities. The machinery equipment will, it is expected, be in operation by November 1.

### MUST KEEP REGULATIONS

It is stated that strict enforcement of the regulations made by the Ontario Hydro Commission regarding electrical installations is to be made. In a case which was heard in court at Stayner, a Toronto electrical firm, which had a contract for wiring a mill, was fined $50 for not having obtained a permit for the installation and a further $400 for refusing to correct defects in their work when ordered to do so by the Hydro inspectors.

McArthur-Irwin, Limited, Montreal, has been granted permission to increase its capital from $360.000 to $1,000.000.

Canadian Edison Appliance Company, Limited, capital $1.000.000, head office Toronto, plans to manufacture and deal in electrical specialties and heating apparatus.

### MR. W. S. FALLIS BEREAVED

The friends of Mr. W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., Montreal, will regret to learn of his bereavement in the loss of his mother, whose death occurred at Palmerston, Ontario. The late Mrs. Fallis had been the victim of a stroke a month ago and while she rallied for a brief time, her advanced years prevented a permanent recovery. The strong bond that had so long existed between Mr. Fallis and his mother will make this separation the keener.

### BRANCHES OF BRITISH STEEL PLANTS FOR WINNIPEG

Arthur J. Holling, steel manufacturer of Sheffield, England, who arrived in Winnipeg recently, states that branches of British steel manufacturing concerns will be established in Winnipeg very shortly. Mr. Holling expects to found the new enterprise in Winnipeg. He will visit the Pacific coast before returning to England, and expects to return to Winnipeg very shortly after completing arrangements for the commercial venture he plans.

### SPORTING GOODS SALES BRISK

Dealers in sporting goods throughout the province report a busy season in connection with the opening of the big game shooting in these parts. The number of licenses issued for shooting game has been larger than for many years, due, it is thought, to the many returned soldiers going in for this sport. Sales of sporting goods have been particularly large and interest has been helped along by prominent displays of such goods in the merchants' windows.




### MAKERS OF EXPLOSIVES

C. W. Stockford, Atwood, Ont.—Will you please advise us regarding concerns manufacturing explosives for blowing up stumps?

These may be obtained from the Canadian Explosives Limited, Dominion Bank Building, Toronto, and from E. I. Dupont de Nemours, 63 Bay St., Toronto.—Editor.

### FAWN LAUNDRY STOVE

R. H. Williams & Sons, Limited, Regina.—We would appreciate very much any information as to the makers of the Fawn Laundry Stove, No. 8. We are in need of repairs for this stove.

The Fawn stoves, No. 8 and No. 9, were manufactured many years ago by the McClary Mfg. Co., of London, Ont. They advise that patterns for these stoves have been destroyed and that therefore it is impossible to furnish parts for repairs.—Editor.

# THE CLERKS DEPARTMENT

## How Long Since You Have Made Any Study of Your Job?

### One Trouble, Says Percy H. Johnston, is That Men Cease to Apply Themselves Earnestly and Systematically to Study and Become Absolute Masters of Their Work.

"ONE trouble is that the majority of men—except those in certain professions, such as doctors, electric engineers, and teachers—cease to apply themselves earnestly, persistently and systematically to study. They just frivol away their time. They may read, but reading and studying are two different things. One requires no real mental effort, the other does. Let a man become absolute master of his work, no matter what it is; let him know more about it, the history of it, the evolution of it, the why and wherefore of it, the basic principles of it, let him know his job from A to Z.

"There is no excuse for any healthy person remaining half-educated, for being content to be anything short of absolute master of his work. Why, the knowledge of all the ages is contained in a few rows of books. Even one hour's hard study a day will raise a man above the crowd. One's library can be a wonderful laboratory."

This is how Percy H. Johnston views a business career. This young man who at 38 is senior vice-president of the Chemical National Bank of New York, came off the farm and made his way by hard work. In the American Magazine his story is told as follows by B. C. Forbes:

#### Field Open to All

Any man can attain success if he is willing to pay the price—good habits, good health, much burning of midnight oil in study (not mere reading), the investment of an endless amount of genuine friendship, constant alertness to the little opportunities that lie at everyone's hand if the mind and eye have been trained to see them, and, of course, ceaseless industry, without which wishes and ambition are worthless."

So declares a man, still under forty, who already has travelled from poverty and obscurity to power and place. He started his journey from a remote townlet in Kentucky, where, as a boy of ten, he earned three dollars a month as a street lamp lighter. Later he became a bank "rat," and rose, by methods within reach of any of us, until he was the best-posted and most widely known youth in the whole county.

By going about things as this Southern lad went about them, success is not only possible, it is almost inevitable. He started with no special endowments, no money, no pull. "The only 'pull' worth having," he declares emphatically, "is the 'pull' you yourself earn by your own merits."

#### Always Ambitious

Percy H. Johnston's ambition was first aroused, when he was only a small boy, by the death of his father. The little chap felt that it was up to him to help provide for his mother and sister, who were left in very moderate circumstances. So he went to the local gas works—Lebanon, Kentucky, his birthplace, had about five thousand inhabitants—and arranged to light all the street lamps in the neighborhood every night.

His three-dollar-a-month pay was eked out by milking neighbors' cows, at fifty cents weekly a head. He was so small a tot that the cows often kicked him off the milk stool; but he displayed his ingenuity by strapping them up in a way that rendered the kickers powerless.

When only twelve, he made up his mind definitely that he would by and by become a banker.

#### Equipped Himself

"It did not take much brains to realize even then," he says now, "that if I hoped to become a successful banker the thing for me to do, the only thing for me to do, was to begin right away to equip myself for banking work. Long before I left school I was steeped in banking literature and banking facts. I could recite from memory the names of the fifty largest banks in America; I kept tabs on how their deposits were shaping; I knew who was at the head of each institution; I vowed that one day I would be president of one of them. Julius Caesar had no vaster ambition than I had! Nor was he more willing to battle to attain them than I was.

#### Figured It Out

"I had it all figured out just how I would proceed. For example, I made up my mind that, as soon as I had enough practical banking experience to qualify, I would become a Federal national bank examiner, so as to get thorough insight into how different banks were run, and thus learn the secrets of success and the causes of failures. I took to heart one memorable line in my school copybook, "Knowledge is power.' And I began in a modest way to get together a library on banking. It has grown, by the way, to be one of the very largest in America."

#### Made Good Suggestion

The local bank was glad to engage so earnest, diligent and ambitious a boy when he graduated from high school in 1897, at the age of sixteen. His pay started at ten dollars a month. But it did not stay long at that figure. Before the average office boy would have learned the difference between a check and a draft, Percy Johnstone astounded his superiors by suggesting to them that the bank ought to get closer to the people of the county; that it ought to have more information about conditions in the surrounding territory; that it ought to know which farmers were industrious, capable and thriving, and which ones were going down-hill; which ones had good farms, and which had poor ones. He volunteered to spend his whole vacation (and as much more time as might be necessary) doing this kind of work. The idea was somewhat revolutionary, but the good-natured officers didn't want to dampen his ardor.

#### Made Many Friends

Hitching a horse to a buggy, off he set as a representative of the Marion National Bank of Lebanon. He had a ready smile, a pleasing personality, and remarkable understanding of human nature. For a whole month he never spent a night except under a farmer's roof. He visited every farm in one-half of the county, and endeavored to make friends all along his route.

He could tell the farmers a lot about crop conditions elsewhere and about markets; he could discuss soil and cattle and horses intelligently; he could regale them with Lebanon gossip; and, equally important, he was able to get on a first-name basis with the farmers' sons and the younger farmers.

#### Had Valuable Facts

When he returned, he filed a greater and more valuable mass of detailed, first-hand information than the bank had ever before dreamed of acquiring. He deposited a record of the size and character of each farm visited, the condition of the dwelling and farm buildings, intimate facts about the farmer and his family and their connections and their interests, the number of horses, mules, cattle, sheep and hogs owned, the prices realized for live stock and products, whether the farmer had a bank account and, if so, where.

"As a mere boy I grasped the importance of saving money," says Mr. Johnston. "And when I began to read about banking and business I realized that they were all based on capital; that capital was needed to make a start in any line; that even a bootblack had to have enough money to buy a set of brushes and a supply of blacking. Therefore I was eager to do any little job that meant a few dollars.

#### Made Easy Money

In mixing among the people in and out of town he heard many complaints from those who did work for the county that their bills were paid only once a year, in December. Many contractors, engineers, carpenters, farmers, masons, and others, needed their money promptly. These county claims, as they were called, usually were for rather small amounts, and the bank didn't care to discount them. Young Johnston agreed to buy up these claims on an eight per cent. basis, and then had bundles of them discounted by the bank at six per cent. Very soon almost all the county claims were brought to him, and he not only made his two per cent. profit, but the sellers felt that he was helping them out, and were duly grateful.

#### Took Ten Per Cent.

Again, whenever witnesses for the commonwealth appeared at court they were handed a claim for three dollars or five dollars or some other small sum, payable by the state treasurer. Johnston had a man at the courthouse to tell each witness that if he wanted to get his money right away and without any trouble he could take the claim over to the Marion Bank, and Johnston would take it at ten per

cent. discount. He acquired practically a monopoly of this lucrative business.

"You are not likely to get anywhere in particular if you don't know where you want to go," says Mr. Johnston. "I had very early determined to become a national bank examiner as a stepping-stone to something higher. So when twenty-six I went to Washington and took the examination. I was so saturated with both the theory and practice of banking—I had read and studied every bank act that was ever printed in the English language—that I passed without difficulty."

**Worked Long Hours**

The reason for his rapid rise? For one thing, he worked every day three or four hours more than examiners usually choose to work. His foundational knowledge was most exhaustive; he had mastered all banking laws, he was versed in banking principles and theories as evolved abroad as well as at home, and his practical training had been excellent. This enabled him to devise new and better standards for conducting bank examinations.

Discovering that different examiners had different methods and symptoms, and that no standardization had ever been evolved, he painstakingly built up a model system which was available for universal use throughout the nation. This at once improved the efficacy of examiners and gave the controller's department systematic records to go by in supervising and correcting faults unearthed in any part of the country.

**Does Them Better**

"Don't accept things as they are, if they can be improved," is a morsel of Johnstonian home-made philosophy. In each position he filled he exercised his brains, as well as his hands and legs, to effect better results than had ever been attained before. He never asked, when undertaking a piece of work, "How is it done?" He always asked himself, "What is the best way it can be done?" Then he applied himself diligently every day and almost every night—he is a twelve-hour rather than an eight-hour-day worker—to finding out, through much brain sweat, how the work could be done more successfully. And no good idea was allowed to go to rust through lack of effort and "pep" to get it put into practice. Once converted to a new idea himself, he moved heaven and earth to have it endorsed and adopted by his superiors and associates.

**Earns Recognition**

The man of this type, the man who proves himself bigger than his job, the man who can make the work of any position whatsoever count for more than it ever did before, seldom has to go hunting for something higher. Jobs seeks him. When thirty-two the Citizens' National Bank of Louisville induced the aggressive Kentuckian to become its cashier. What hapened? Just what was bound to happen. In one year he was made a vice-president and in another year first vice-president, with a salary equal to that of a bank president.

How did he earn such notable recognition?

**Got the Business**

By becoming the most valuable executive in the institution, by making more friends than any other Louisville banker had ever made, by bringing in more new business than all the other bank officers in the city combined, and by exercising such judgment in analyzing men and credit that the bank did not lose one dollar on any new customer brought in.

Just how did Johnston go about getting so much new business? When he joined the bank it was opening an average of three new accounts weekly; he increased the number to thirty weekly.

Johnston's methods didn't call for superhuman ability, for extraordinary brilliancy, for genius of any description. They simply called for willingness, for industry, for intelligence, and, above all, for humanness; for broad, sincere human sympathy, a genuine feeling of brotherhood.

**Made Many Friends**

"I concluded at the very start that the sure and certain way to make good as a bank officer, or as any other kind of executive, was to make the institution intensely human, and to build up an ever-swelling host of personal friends," says Mr. Johnston of this part of his career.

"I made up my mind to make one call a day on some business concern. I didn't ask them to bank with the Citizens' National. I simply explained that I had come to Louisville in the banking business, that I was anxious to learn all I could about what the city produced, and that I would esteem it a privilege to be shown over the concern's establishment. When leaving I would express the hope that some day, when passing the bank, they would drop in to say how-do, adding, with a smile, that etiquette demanded that a call be returned.

"I kept a loose-leaf book in which I recorded every call I made, the names of the people I met, and any other helpful data. Under no circumstances would I pay another visit within six months. After that I would make another informal, friendly call, explaining that I was in the neighborhood and that I thought I would like to know how business was moving.

"This time, when about to go, I would remark, 'If at any time you contemplate increasing your banking connections, or want to make any change, we would like you to give our bank consideration. We have checked you up through the mercantile agencies and have studied your figures, and I assure you we would be responsive to your credit requirements.'

"The percentage of those who opened accounts following such visits was positively astounding. Our deposits quickly rose from $3,000,000 to $11,000,000. The plan was so successful that I took a bright young clerk, made him assistant cashier, and sent him out to cultivate the smaller concerns while I covered the bigger ones."

**Message of Sympathy**

Another wrinkle, based on insight into and sympathy with human nature: One or two clerks were delegated to read every line of the local newspapers and mark everything of interest that happened. No matter how small (or how large) the depositor, if a death occurred in the family, a note of sympathy that rang true was sent, or, if there was any occasion for congratulation, a cordial, appropriate letter was written. In this and other ways the bank was kept in personal contact with all its customers.

"I am a great believer in the value of a smile," said Mr. Johnston. "We saw to it that there was a real welcome and a cheery word for all. People have so many troubles of their own that they like to meet persons who are bright and happy and cheerful. We took out of our windows fellows who did not know how to be cordial and courteous and sunny, and put in fellows who had winning, attractive dispositions and personalities. The consequence was that people got to love coming to the bank. It was in the fullest sense a 'bank home' to them. It radiated good-will and optimism. This all counted."

**Genuine Friendship**

Charles M. Schwab once said to me that he could talk to workers because he "felt" what he said. It was not veneer with him. He was one of them and one with them. Percy Johnston could win friends because his friendship for others was not artificial, not bogus, but sincere. Within him was a flowing fountain of human sympathy. The spirit of helpfulness was strong within him.

"Many people make friends, but straightway forget them," said Mr. Johnston. "I try to keep in touch with them. Every human being likes to know that he occupies some part in the mind and the heart of others. Neglected friendships are less forgivable than neglected assets. Friendships are as flowers that spring up in the garden of business. They must be tended and watered and cherished. They give perfume to life.

**Banking Etiquette**

"Banking operations are so restricted by law that there is very little that one bank can do more more than another, in a strictly business way, to help a customer; for no honest banker will ever place the money of his depositors in jeopardy for any reason whatsoever. Therefore the personal element must be depended upon to attract clients—that and, of course, the very best of service."

"What pointers can you pass on to others anxious to get ahead?" I asked.

He hesitated to reply. Under further questioning he finally said:

"No man can afford to say in a position where the avenue to the top is closed.

"If you are to make a success in life you have to take some chance.

**Must Work Hard**

"A man may have limitless ambition, but unless he exerts himself to the utmost to qualify himself to attain his ambition, his mere ambition is worthless.

"You don't have to go to college for education. One trouble is that the majority of men—except those in certain professions, such as doctors, electrical engineers, and teachers—cease to apply themselves earnestly, persistently and systematically to study. They just frivol away their time. They may read, but reading and studying are two different things. One requires no real mental effort, the other does. Let a man become absolute master of his work, no matter what it is; let him know more about it, the history of it, the evolution of it, the why and wherefore of it, the basic principles of it, let him know his job from A to Z, let him put as much energy and enthusiasm into practising it as he has put into studying it, and he is morally bound to gain recognition sooner or later. One promotion invariably leads to another. The further you rise, the wider the circle your candle reaches.

**There's No Excuse**

"There is no excuse for any healthy person remaining half-educated, for being content to be anything short of absolute master of his work. Why, the knowledge of all the ages is contained in a few rows of books. Even one hour's hard study a day will raise a man above the crowd. One's library can be a wonderful laboratory.

"Of course, combine book knowledge with knowledge of human nature. And human nature can be studied even better in humble places than in Fifth Avenue, for at bottom human nature is very much the same everywhere—and then the poor are not so much given to using language to disguise their thoughts.

"Knowledge harnessed to work spells success. Keep hammering, hammering, hammering. Set your goal, turn your face toward it, and never under any circumstances, no matter how discouraging temporarily, turn your back to it. Expect hardships. Take punishment. Put all you can into life. And do it cheerfully. Keep smiling. And in time you are bound to reap pretty much what you sow.

**Big Men Needed**

"To-day America is crying aloud for men of brains, men of force, men of daring. The only reason this country is lagging in the development of its business, particularly its foreign business, is that there are not enough men of the right calibre to fill the places. Capital is ready, but it is waiting for the men.

"A young man should not consider what salary he can get at the start or the second year; but, rather, where he is likely to be in fifteen years. He must early decide, and decide very definitely, whether his chief goal in life is to be the making of money or the attaining of success. If he chooses the former, he may earn all the money of his wildest dreams, but he will have missed the real joy and happiness and purpose of life. These come from healthy, wholesome ambition. I know what I'm talking about when I stress the impotency of money to yield satisfaction. This may be an old story, but it is eternally true—and it needs to be emphasized to-day as much as ever before.

# Delay in Delivery Seems Worst Feature in Steel Strike Up to the Present

## Advices Sent Out by the Steel Companies Contain No Note of Alarm—Big Plant at Bethlehem is Working Almost at Normal Capacity

WHILE it is somewhat difficult to get definitely at the status of production of steel in the United States owing to the mass of conflicting statements made by the opposing interests, it seems fairly certain that the huge Bethlehem steel mills are working at near their normal capacity. It is stated that there have been many of the strikers return to work. It is also stated that a great many men have been picked up from other industries attracted by the wages offered.

Continued improvement from a production standpoint is reported from the Pittsburgh district. At Youngstown, however, all operations are still suspended.

### No Alarming Advices

Any advices received by Canadian firms contain no note of alarm. It is intimated that there may be some unavoidable delays in deliveries, but unless some unforeseen difficulties arise there is nothing so far to indicate anything worse. Large Canadian orders booked some time ago are in the hands of the mills and the firms have not been advised that they will not be filled.

Stocks in general in Canada seem to be very low, especially in sheets, plates, bars and tubes. There is an active demand and any supplies that arrive are quickly distributed.

### Notices Sent Out

Following is the type of notice being sent out to dealers by steel firms:

Gentlemen:—You undoubtedly are fully posted as to labor disturbances from what is appearing in the daily press. While we cannot give you any detailed information except to advise that we are doing the very best that we can in the interest of your trade.

Inquiries must be made preferably by letter rather than telegraphic, as in any event there will be a delay in making a reply, and possibly in a number of instances we will not be able to give you much satisfaction, as the conditions now prevailing are entirely beyond our control, and it is reasonable that the trade will so understand

Any interference with carrying out all our manufacturing schedules is most regrettable, but we are hopeful that the situation will clarify shortly.

### Want Their Opinions

Gentlemen:—It is impossible to forecast at this writing, or confirm that there is much, if any, disturbance, having in mind only the information as appearing in the press. However, in the case of mills making the same thing and occupying different locations, if one mill did not close down and the freight rates therefrom should be in excess of the mill that we originally intended to ship from, having in mind the minimum rate of freight in the interest of the customer, will you be agreeable to pay the additional freight, whether from mill or warehouse stock, as ordered.

Undoubtedly, you would be inclined to make reply asking us to bring to your attention each individual case, and while it can be done, it will mean excessive delay, and perhaps loss of opportunity to make shipment.

The object of this letter is to have your views on the general situation. Hoping that you will be able to extend to us the privilege of doing as suggested herein, the necessity of conference or decision depending entirely upon how urgently the goods are needed by our respective customers.

(Continued on page 87)

# Change in Control of John Lysaght, Ltd.

MUCH interest has been evoked by items recently published, referring to the sale of a controlling interest in the business of John Lysaght, Limited, Bristol, England, to certain Welsh financiers. Advices recently received by mail show that the prime mover in the deal was H. Seymour Berry, of Merthyr Tydvil, Wales, who had been closely associated with the late Lord Rhondda, and also with his daughter, the present Viscountess Rhondda, in their large enterprises, chiefly in the coal trade. With him are associated Viscountess Rhondda and D. R. Llewellyn, known as the "Coal King" in South Wales, as he controls about one-seventh of the output from those coal fields, Mr. Berry also controlling a very large output.

### Becomes Chairman

The remarkable success of the Lysaght business, which has been described as one of the romances of British industry, had attracted the attention of Mr. Berry, who had for several months been negotiating for the purchase of stock held by the heirs of the late John Lysaght. The deal was finally carried through, and Mr. Berry becomes chairman of the company, Mr. Llewellyn vice-chairman, with Viscountess Rhondda and two other Welsh directors representing the Welsh interests. The management, however, will be unchanged, as Messrs. S. R. Lysaght, the managing director; W. R. Lysaght, manager of the steel works and rolling mills; D. G. Lysaght and H. G. Hill, who have for years directed the company's affairs, will remain on the board.

### Improve Position

Authorities in British commercial and financial circles express keen satisfaction over the transaction, as it means uniting one of the most successful iron and steel companies with powerful colliery interests, thus insuring a supply of fuel at favorable rates, and improving the company's position for competing in the world's markets. The magnitude of the business is shown by the fact that cost of securing the control is said to have been approximately £5,000,000, although the total capitalization, outside of £300,000 of debenture stock, most of which had already been redeemed, was only £1,000,000, of which £600,000 was in 6 per cent. preference shares, and only £400,000 in ordinary shares, the latter held chiefly by the Lysaght heirs. The actual values of the properties, however, is immensely greater, the cost of the blast furnaces and steel works alone having been over £2,000,000, nearly all paid for out of accrued profits.

### Steady Development

The steady growth of the Lysaght business since the time that it was established by the late John Lysaght, in 1857, is full of interest. The original sheet mills were in Wolverhampton, but many years ago a new sheet-rolling mill plant was built on the seaboard, at Newport, Monmouthshire, and has been steadily enlarged, until it now contains fifty mills, being probably the largest individual sheet rolling plant in the world. The galvanizing and finishing works remain in Bristol, where they were originally established, and there the Company has other important departments, including structural iron works, wire netting department, etc. An important forward step was taken in 1913, when the company built their own blast furnaces and steel works in Scunthorpe, Lincolnshire, securing a large supply of low-grade iron ore, from which steel could be produced more cheaply than in any other part of the Kingdom. These works were greatly enlarged during the war, and are now considered probably the finest in Great Britain.

### Large Export Trade

The company has always paid special attention to the export trade, especially within the Empire, having branch houses in Australia, New Zealand, Canada, South Africa and elsewhere. In Australia, where they have a specially large trade, they have been erecting their own iron and steel works in line with the Commonwealth's policy of developing its own mineral resources. While they have not yet manufactured in Canada, they have had a branch of the company established for many years

(Continued on page 96)

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THE hardware business is exceptionally brisk at the present time and there are shortages on many lines of builders' hardware and heating equipment. Collections are good.

Stocks of boiler tubes are very low and an advance in the present quotations is expected at any time. Some American houses have already put a ten per cent. increase into effect.

A very firm market prevails for sheets and bars. The question of future deliveries is bothering many firms. At some points already in the States goods consigned to Canada are being held up because there are no cars. The outlook for both sheets and bars is for firm prices and if the strike continues advances are inevitable.

Wood sleighs have been revised to higher levels and the new quotations are 25 per cent. above former figures. Steel sleighs are up fifteen per cent.

A general advance has been made in bolts and nuts, the new discounts applying to standard lists being in many cases higher than previous figures.

A new discount is effective on the O-Cedar lines, the figures being thirty per cent. in place of the former quotation of 33 1-3 per cent.

One effect of the American strike has been to ease the market for ingot metals. Lead is down a quarter of a cent a pound. A boom is expected very shortly in copper prices as a result of arrangements being made for sending large supplies to Europe, especially to Germany.

# MONTREAL MARKETS

MONTREAL, Oct. 2—Some important advances as recorded by the jobbing trade this week are embodied herewith. Higher prices are in effect for building papers and sheathings, as will be found noted elsewhere. The price of silverware is higher. Bath sprays are moving upward to some extent and new prices will be available immediately. Wood handles are being marked up. Bolts and nuts are materially increased in price and the cause of this is stated to be higher production costs to the manufacturer. Common foot valves are higher, as are also standard lubricators.

There is a decided firming of sisal fibre prices and while there may not be immediate advances, the market tone is a strong one. Jute materials are already marked higher in production centres, in fact sisal fibres are higher at some outside points. Steel sheets and plates are very firm and may move upward.

Nail pullers and bench rules are marked lower, and the ingot markets, due more to the quiet condition of trade than to anything else, are somewhat easier for a few of the basic lines. Old material is quiet still and unchanged and this condition also obtains in the manufactured lead products.

### *Advances Applied To Papers, Sheathing, Etc.*

**Montreal.**

BUILDING PAPERS, SPECIALTIES—An increase of price is applied to various tarred felts, dry sheathings, slate roofings and roof coatings. These changes do not cover the regular prepared roofings, and which, as HARDWARE AND METAL stated last week, were likely to hold steadily for the balance of the selling season.

"Everlastic" slate surfaced roofing is 20c per roll higher, 100 roll lots now selling at $3.40; 50 to 100 rolls at $3.45, and less than 50 at $3.50. These prices are f.o.b. Montreal to the retail trade. Tarred felt in 7, 10 and 16 oz. is advanced 35c per cwt. to $4.15; heavy dry straw sheathing advanced 30c per cwt. to $3.35; heavy tar straw sheathing 30c per cwt. to $3.50. Dry sheathing paper, No. 1 "Anchor" is up 3 c per roll to $1.23; dry sheathing No. 2, 4c to 64c per roll; "Anchor" brand tarred No. 1, 3c to $1.33; No. 2, ditto, 4c to 82c; "Stag" brand sheathing, 4c per roll advance to 70c. Roof coating is advanced to 50c per gallon in barrels; 4, 5 and 10 gallon cans are 60c per gallon, and 1, 2 and 3 gallons are priced 85c per gallon, package included.

### *Silverware, Bath Sprays And Various Handles Up*

**Montreal.**

SILVERWARE, SPRAYS.—Lines of silverware, known as "1847," have been advanced to the extent of 7½ per cent.

Various wood handles are also increased in price and new quotations will probably be 10 per cent. higher. Shower sprays are higher, the extent of advance not yet being stated.

### *Foot Valves Higher; Lubricators, Too*

**Montreal.**

FOOT VALVES, LUBRICATORS.—

Advances have been applied to foot valves. The ordinary japanned are selling now at, each, 1 in., 45c; 1¼ in., 55c; 1½ in., 65c; 2 in., 90c; while the corresponding prices for the galvanized are 60c, 75c, $1.00 and $1.50.

Standard lubricators have been advanced 10 per cent. over previous prices.

## *Nail Pullers Down; Also Bench Rules*

**Montreal.**

NAIL PULLERS, RULES.—Declines are announced for nail pullers. The present prices, per dozen, on "Sure Grip" are $19 per dozen, and on "Rex," $16.50.

Bench rules, No. 1003, are reduced to $13.90 per doz., and No. 1005 to $23.15 per dozen.

## *Bolts and Nuts Advance; Coach Screws; Tire Bolts*

**Montreal.**

BOLTS AND NUTS. — Increased prices are in effect for nuts and bolts. This is not a result of the recent strike conditions obtaining, it is pointed out, but rather a pure matter of increased costs to the maker through labor, etc. The new discounts are as follows: Carriage, 3-8 in. and smaller, 6 in. and shorter, 25 per cent.; 3-8 in. and smaller, above 6 in., 10%; 7-16 in. and larger, 10%; Machine bolts, 3-8 in. and smaller, 4 in. and shorter, 30%; longer lengths 20%; 7-16 and larger, 20%. Coach screws, lag screws, 40%; tire bolts 45%; square nuts, blank, add $1 net to list, tapped, add $1.25 to list; Hexagon blank, add $1.25 to list, tapped, $1.50.

## *Steady Basis Holds On Coal Oil; Gasoline*

**Montreal.**

COAL OIL, GASOLINE.—The Fall months have brought the usual heavier demand for coal oil and now that oil heaters will be used extensively, the demand will greatly increase. Prices are unchanged, 22c being the quoted basis for ordinary grade and 25c that for the better qualities. Gasoline is unchanged at 33c per gallon.

## *Builders Want Nails; Makes Brisk Selling*

**Montreal.**

NAILS AND WIRE.—The activity in the country centres has made for a brisk selling of nails and the jobbers report business as excellent. The base price of $4.75 for both standard wire and cut is held firmly, and there is no indication of any easing in the undertone. There has been a fair demand for export, it is understood, and the prospect for Canadian mills is bright.

Standard steel wire is steadily held at $5 per cwt., base.

## *Big Season Opens For Stoves; Heaters*

**Montreal.**

STOVES AND WARES.—The movement has been brisk of late for stoves, and particularly for heaters. With the present possibility in prospect, of there being a temporary restriction of shipments of steel plate from U.S. centres, it will be good policy to order one's requirements of heaters, it would seem, without delay. There is excellent business at present, the manufacturers state.

Wares have been in good demand, and the repeat and sorting business added to the booked orders which are going forward now, makes a very brisk time. Prices are very firm.

## *Sisal Ropes Firmer; Sift Fibres Higher*

**Montreal.**

ROPE AND CORDAGE.—There is much firmer undertone to the sisal market and quotations have been advanced in primary centres. Whether there will be an early change in this market is not forecast, but the undertone is naturally much stronger, because of the outside influences. Strikes of various sorts and other restrictions on export, etc., in producing points are factors of far-reaching consequence. Manilas are strong and firm. Jute goods, twines, etc., have been advanced in price and higher quotations to the trade may be anticipated at any time. The movement is seasonable with sisal, base price, 25c per lb.; Beaver and British manila, 28c, and pure manila, 32c per lb.

## *Good Trade Obtains For Iron and Steel*

**Montreal.**

IRON AND STEEL.—The orders received from the country are very satisfactory and the jobbers are well pleased. Stocks are ample to meet the needs and there is every reason to look for a continued brisk movement during the coming weeks. The Canadian mills will be, if anything, busier than ever, with the prospect of supplies being somewhat restricted from U. S. mills through the labor tie-up.

| | |
|---|---|
| Iron finish machinery steel | 3 80 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond toe steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *While No Advances, Sheets Rather Firm*

**Montreal.**

SHEETS AND PLATES.—There is quite a firm undertone for black sheets and for galvanized, too, the tendencies are somewhat strong. The supplies available at this time are ample, but increases in stocks held cannot be anticipated if industrial strikes are maintained. The volume of business is fair and prices are quite unchanged.

| BLACK SHEETS— | Per 100 lbs. | |
|---|---|---|
| 10 gauge | $5 50 | $6 25 |
| 12 gauge | 5 55 | 6 20 |
| 14 gauge | 5 60 | 6 35 |
| 16 gauge | 5 70 | 6 50 |
| 18-20 gauge | .... | 6 35 |
| 22-24 gauge | .... | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 23 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | $8 65 | $9 25 |
| 28 gauge | 8 30 | 8 85 |
| 26 gauge | .... | 8 50 |
| 22 and 24 gauge | 7 70 | 8 35 |
| 20 gauge | 7 50 | 8 35 |
| 18 gauge | 7 50 | 8 35 |
| 16 gauge | 7 30 | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 8 35 |
| 26 gauge | .... | 8 10 |
| 24 gauge | .... | 7 40 |
| 22 gauge | .... | 7 30 |
| 18 and 20 gauge | .... | 7 00 |

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Not Much Sale For Some Lead Products*

**Montreal.**

LEAD PRODUCTS.—There is not a great deal of business for lead pipe and kindred lines, although there is the routine business from week to week and this totals up fairly well in the course of time. The basis is maintained, little feature being evident that is worthy of note. Solder is a fair seller.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 36½ |
| Solder, strictly, lb. | .... | 0 32 |
| Strictly, commercial, lb. | .... | 0 31 |
| Solder, wiping, lb. | .... | 0 29 |
| Solder wire (8 gauge)— | | |
| 40/60 | .... | 0 36 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 17 |
| Do., broken lots | .... | 0 18 |

## *Old Material Rests; Movement Restricted*

**Montreal.**

OLD MATERIAL.—The present conditions surrounding the market are of an unchanged nature, practically-speaking. The movement is in quantities for immediate use and some lines are in restricted demand. The price tendencies are rather steady, excepting that steel and iron scrap are inclined to hold firmly.

| Dealers' Buying Prices— | | |
|---|---|---|
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | .... | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | .... | 0 15 |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Malleable scrap (ton) | .... | 15 00 |

## *Ingot Market Quiet; Await Strike Outcome*

**Montreal.**

INGOT METALS.—There has been little excitement in the ingot list during the week. Naturally, the industrial conditions will have an effect on deliveries

if the conditions continue for any length of time.

COPPER.—This is moving quietly and with a slight weakness manifest, the price being 24¾c per lb.

TIN.—Shipments of English tin are naturally likely to be retarded if the labor conditions continue as at present in Great Britain. The basis is still unchanged here at 59c per lb.

LEAD.—Not a big movement and the basis is slightly weaker at 7¼c per lb.

SPELTER.—While there is not a great demand for this there have been sales of late in a small way, and the basis is held at 9¾c per lb.

ANTIMONY.—No new features have arisen and price holds at 9½c.

ALUMINUM.—Ingots are in small demand and the price is a shade weaker at 34c per lb.

PIG IRON.—The quoted price is $50 per ton.

# TORONTO MARKETS

TORONTO, October 2—The strike in the American steel mills is a dark cloud on the horizon of many firms and with rumors of a railway strike it is impossible for them to tell yet where they are going to be in the matter of getting supplies and deliveries of sheets and bars. Already there is talk that orders booked now may not be received before the first of the year, if then.

An advance is expected at once in the price of tubes. The strike finds the stocks of tubes in Canadian warehouses very low. Already an advance of ten per cent. in prices has been announced by some of the warehouses in the United States and nothing is promised that is at all definite regarding deliveries. In some cases it is reported that there are no cars to move goods at American points. This applies not only to tubes, but to other goods.

A new discount is effective on the O-Cedar line, the new quotations being on the basis of thirty per cent. in place of the former figures of 33 1-3 per cent.

Wood sleighs have been advanced 25 per cent. and quotations on steel sleighs are 15 per cent. higher.

A number of important changes have been made in the quotations on bolts and nuts, prices in all instances showing advances. The details will be found in the market reports.

One effect of the strike across the line has been to make ingot metals easier. A decline of a quarter of a cent a pound is shown in lead.

While tin shows a decline in primary markets the Canadian quotations are firm and are likely to continue so, as owing to the strike in England there will be difficulty in getting boats away and consignments moved by rail.

An advance is looked for in copper, contingent upon Germany becoming a very large buyer shortly. As soon as credit arrangements are completed a boom is looked for in the copper market.

## *Wood Sleighs and Steel Sleighs Higher*

**Toronto.**

WOOD SLEIGHS, STEEL SLEIGHS.—New quotations on these lines show substantial advances over former figures. Wood sleighs are 25 per cent. higher and on steel sleighs the advance is fifteen per cent.

## *New Discounts Named on Bolts and Nuts*

**Toronto.**

BOLTS AND NUTS.—New discounts on bolts and nuts applying to standard lists are now effective as follows: Tire bolts, 45 per cent.; Carriage bolts ($1.00 list) ⅜ in. dia. and smaller, 6 in. and shorter, 25 per cent.; Carriage bolts ($1.00 list) ⅜ in. dia. and smaller,, long lengths, 10 per cent.; Carriage bolts ($1.00 list) 7-16 in. dia. and larger, 10 per cent.; Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30 per cent.; Machine bolts, ⅜ in. dia. and smaller, longer lengths, 20 per cent.; Machine bolts, 7-16 in. dia. and larger, 20 per cent.; Sleigh shoe bolts, all sizes, Net List; Coach and lag screws, 40 per cent.; Square head blank bolts, 20 per cent.; Bolt ends, 20 per cent.; Plow bolts, 15 per cent.; Elevator bolts, large flat head, 15 per cent.; Elevator bolts, corrugated head, 50 per cent.; Fancy head bolts, 15 per cent.; Step and shaft bolts ($3.00 list), 15 per cent.; Whiffletree bolts, 15 per cent.; Nuts, square blank, add $1.00 to list; Nuts, square tapped, add $1.25 to list; Nuts, hexagon, blank, add $1.25 to list; Nuts, hexagon, tapped, add $1.50 to list; Terms—2 per cent. 30 days.

## *Higher Quotations on O-Cedar Goods*

**Toronto.**

O-CEDAR LINES. — New discounts have been made on the O-Cedar lines and the quotations are now on a basis of thirty per cent. in place of the former figure of 33 1/3 per cent.

## *Firm Market For Steel and Iron Bars*

**Toronto.**

STEEL AND IRON BARS.—A distinctly firmer tone to the market is noticeable as a result of the strike. Supplies are none too plentiful and with a good volume of business offering are being rapidly depleted. The matter of future deliveries is causing some concern, and many dealers do not expect to get orders they placed recently filled before the end of the year. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | .... | 4 50 |
| Band steel | .... | 4 25 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Advance Expected in Boiler Tubes, Wrought Pipe*

**Toronto.**

BOILER TUBES, WROUGHT PIPES.—An early advance in both these lines is expected as a result of prevailing conditions. Stocks of tubes are low, generally speaking and it would be difficult to obtain any quantities of some sizes already. Some American firms have already advanced their prices on tubes ten per cent. The outlook for delivery of tubes as far as American firms are concerned is anything but satisfactory. Quotations are as follows:

| | Per 100 feet | |
|---|---|---|
| BOILER TUBES— | Seamless | Lapweld |
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Very Firm Market in Sheets and Plates*

**Toronto**

SHEETS AND PLATES.—The general situation in the market for sheets and plates seems to grow steadily more complicated and uncertain owing to conditions due to the strike. Prices are firm and there seems little doubt that they will go higher. Aside from prices is the question of delivery, and many firms are most uncertain as to how they are going to come out. The longer the strike lasts the worse the situation will be. At present some of the mills are still at work on raw materials they had

on hand before the walkout occurred. When these supplies are worked up, there is no telling when more can be procured. In some cases the situation is complicated further by the fact that goods consigned to Canadian firms are ready for delivery, but there are no cars to haul them. Quotations are as follows:

| BLACK SHEETS— | |
|---|---|
| 14 gauge | 5 45 |
| 16 gauge | 5 60 |
| 18-20 gauge | 6 15 |
| 22-24 gauge | 6 20 |
| 26 gauge | 6 30 |
| 28 gauge | 6 45 |
| 3-16 inch plate | 6 25 |
| ¼-inch boiler plate | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

| GALVANIZED SHEETS. | | |
|---|---|---|
| 10¾ oz. | $8 20 | $8 85 |
| U.S. 28 | 7 80 | 8 30 |
| U.S. 26 | 7 30 | 7 90 |
| 22 and 24 | 7 15 | 7 65 |
| 18 and 20 | 7 00 | 7 45 |
| 16 | 6 85 | 7 25 |
| 12 and 14 | 6 70 | 7 05 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Business* A1 *in Stoves and Wares*

**Toronto.**

STOVES, WARES.—Business continues very active in these lines and the main trouble of the distributors is to get enough goods to fill their orders without annoying delays. Just what is going to happen in regard to raw materials seems uncertain. The mills in the United States are booked away ahead with orders from Canadian firms. An early settlement of the strike would relieve a lot of anxiety that is being experienced at present in regard to future deliveries. From present indications there is nothing to show that prices are going to do other than stiffen.

## *Market is Steady For Corrugated Sheets*

**Toronto.**

CORRUGATED SHEETS.—With any amount of business offering, stocks are being rapidly depleted. Large quantities of goods are on order but indications point to some delays in delivery. It is not generally expected, however, that these will be serious. Quotations are as follows:

| Corrugated Sheets— | Per 100 Square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Strike is Making Scrap Very Quiet*

**Toronto.**

OLD MATERIALS.—The scrap market is showing the effects of the American strike and things have been very, very quiet all week. Rubber has weakened considerably. Stove plate is the only material to show a firmer tendency and the advance here is very slight. Quotations are as follows:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | 0 | 03½ |
| Heavy lead pipe | 0 | 05¼ |
| Pipe scrap | 8 | 00 |
| Stove plate, per ton | 12 | 50 |
| No. 2 busheling | 11 | 00 |
| Yellow brass | 0 | 10 |
| Red Brass | 0 | 16¾ |
| Light brass | 0 | 07 |
| Scrap zinc | 0 | 05 |
| Heavy copper | 0 | 18 |
| Wrought iron, No. 1, per gr. ton | 14 | 50 |
| No. 1 machinery cast | 18 | 00 |
| Heavy melting steel | 14 | 00 |
| Old rubbers, boots and shoes | 0 | 07 |
| Overseas, lumbermen's rubber boots | 0 | 05 |
| Bicycle tires | 0 | 1½ |
| Automobile tires | 0 | 03 |

## *No Changes Shown in Prices of Cordage*

**Toronto.**

CORDAGE.—Business is only fair in cordage. Prices are holding without any change, the quotations being as follows: Pure manila, 32 cents per pound base; Beaver or British manila, 28 cents; New Zealand hemp, 28 cents; Sisal, 25 cents; Sisal lath yarn, 25 cents per pound base.

## *Market is Steady For Lead and Zinc*

**Toronto.**

LEAD AND ZINC PRODUCTS.—Business is reported quite active in all these lines. Prices are remaining steady and no immediate revision in the following quotations is looked for:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | $0 | 12½ |
| Lead waste pipe, list, per lb. | 0 | 13½ |
| Do., over 6 inches, list, per lb. | 0 | 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 16 |

Cut sheets ½ to ⅝c lb. extra and cut sheets to size, 1c lb. extra.

| | | |
|---|---|---|
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | | 0 17 |

## *Copper May Advance Ingot Metal Easier*

**Toronto.**

INGOT METALS.—One result of the strike in the United States has been to make the market for ingot metals distinctly easier. Lead has declined a quarter of a cent a pound. Spelter shows no change. At primary points tin is easier but in the Canadian market it is firm owing to the probability that shipments from England will be held up indefinitely owing to the strike. A big boom in copper is expected shortly and if it develops, an advance is looked for.

COPPER.—There is every indication that European countries, especially Germany, will enter the market shortly and take large quantities of copper. It is understood that arrangements for the financing of these purchases are already under way. In the meantime prices are firm at 27 cents a pound.

LEAD.—Prices of lead show a falling off of a quarter of a cent a pound, the quotations being on the basis of 6¾ cents.

SPELTER.—The market for spelter is a little easier but prices are holding without material change.

TIN.—Quotations for tin range around 57½ cents a pound. Only a fair volume of business is offering.

ANTIMONY.—The demand for antimony has shown a falling off. The quotations remain fairly steady and range from 10 to 11½ cents.

ALUMINUM.—The volume of business in aluminum is not large. Prices are holding unchanged at 35 cents a pound.

# LONDON MARKETS

LONDON, October 2—Business here continues good. Regular fall lines are all selling well and also carpenters' tools, household lines and builders' hardware. On a great many lines merchants are finding it very difficult to get the goods. Roofing is having a good sale at present, also stoves, heaters and stove accessories. Prices are all firm. Bolts and nuts show an advance. The advance on bolts is from 10 to 20 per cent. and on nuts 25 cents per 100 pounds.

## *Bolts and Nuts Revised Upwards*

**London, Ont.**

BOLTS AND NUTS.—New and higher quotations on bolts and nuts are now in effect as follows:

Discounts apply to list of Feb. 1, 1913. Carriage bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorted, 25 per cent.; Carriage bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25 per cent.; Carriage bolts $1 list), 7-16 dia. and larger, 10 per cent.; Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30 per cent.; Machine bolts, ⅜ in. dia. and smaller, longer lengths, 20 per cent.; Machine bolts, 7-16 in. dia. and larger, 20 per cent.; sleigh shoe bolts, all sizes, net list; Coach and lag screws, 40 per cent.; Square head blank bolts, 20 per cent.; Bolt ends, 20 per cent.; Plow bolts, 15 per cent.; Elevator bolts, 15 per cent.; Fancy head bolts, 15 per cent.; Shaft bolts ($3 list), 15 per cent.; Step bolts, large head ($3 list), 15 per cent.; Whiffletree bolts, 15 per cent.; Nuts, square, blank, add to list, $1.00; Nuts, square, tapped, add to list, $1.25; Nuts, hexagon, blank, add to list, $1.25; nuts, hexagon,

tapped, add to list, $1.50; Stove bolts, 65 per cent.; Tire bolts, 50 per cent.; Terms: 2 per cent. off 30 days from date of shipment. F.O.B. Montreal, Toronto, Hamilton, London, Ont.

## *Nails Selling Well; Prices Remain Firm*

London, Ont.

NAILS.—Nails are selling well. Prices are firm, the quotations being as follows: Wire, $1.70 base; Cut, $4.75 base.

## *Higher Quotations on Building Paper*

London, Ont.

BUILDING PAPER.—New and higher quotations are in effect on building paper. The figures are as follows:

Tarred felt, $4.15 per 100 lbs.; No. 1 Dry Fibre, $1.23 per roll; No. 2, Dry Fibre, 64 cents per roll; No. 1 Tarred Fibre, $1.35 per roll; No. 2 Tarred Fibre, 82 cents per roll; Surprise sheeting, 70 cents per roll.

## *Advance is Made in Sweat Pads*

London, Ont.

SWEAT PADS.—Higher prices have gone into effect on sweat pads, the new quotations being: $9.00 per dozen for Yellow or Gold Edge.

## *Higher Prices Named on English Graining Combs*

London, Ont.

ENGLISH STEEL GRAINING COMBS.—New quotations on English steel graining combs show a revision upwards, the price being 85 cents per set.

## *Bent Packing Needles Show an Advance*

London, Ont.

ENGLISH BENT PACKING NEEDLES.—Higher quotations are in effect on English bent packing needles, the prices being as follows:

3½ in., 30c.; 4 in., 33c.; 4½ in., 40c.; 5 in., 50c.; 5½ in., 55c. dozen.

## *Wood Handle Gimlets Join Upward March*

London, Ont.

ENGLISH WOOD HANDLE GIMLETS.—Higher prices have been named on these goods, the quotations being ⅛ in. to ¼ in., 95 cents per dozen.

## *Active Demand For Cow Chains*

London, Ont.

COW CHAINS.—There is an active demand for cow chains just now. The quotation is 20 per cent. off list.

## *Ready Sale Found For Ash Sifters*

London, Ont.

ASH SIFTERS.—A brisk demand is being experienced for ash sifters. The prices are as follows:

Common wood side, $3.00 per dozen; Banner, $3.20 each; No. 1 Rocker, $4.75 each.

## *Weather Strip and Buck Saws Moving*

London, Ont.

WEATHER STRIP, BUCK SAWS.—There is a steady demand for weather strip. Prices are as follows:

Wood and felt, 55-5 per cent off list; Frost King, $4.40 per dozen packages; Swan Hardwood, 75 cents per set. Buck saws are also selling well. Quotations are:

Happy Medium, $9.60 per dozen; Prince Rupert, $15.30 per dozen; No. 50 Disston, $15.30 per dozen.

## *Cross Cut Saws and Axes Are Selling Well*

London, Ont.

CROSS CUT SAWS, AXES.—There is a brisk demand for both cross cut saws and axes. Quotations on cross cut saws are:

Maple Leaf Lance, 5 ft., $4.95 each; Maple Leaf Racer, 5½ ft., $5.85 each; Maple Leaf Premier, 6 ft., $6.60 each; Pangburn; Simonds; Champion, 57 cents per foot.

Axe prices are as follows:

Handled, Eagle, $17.50 per dozen; handled, Cherokee, $20.50 per dozen; Axe heads: Keystone, $13.25 per dozen; Cherokee, $15.50 per dozen; hand made, $15.50 per dozen; Black Diamond, $16.00 per dozen; Welland Vale Special, $14.75 per dozen; Welland Vale Double Bit, $19.50 per dozen.

## *Higher Prices For Baseball Goods*

London, Ont.

BASEBALL GOODS.—Booking prices for baseball goods for the spring of 1920 show considerable advance in most lines. The official league baseball is $21.00 per dozen, as against former price of $16.80 per dozen.

## *Further Advance is Made in Zenoleum*

London, Ont.

ZENOLEUM.—New and higher prices are effective on zenoleum. The quotations are:

35c size, $2.85 per dozen cans; 65c size, $5.50 per dozen cans; $1.25 size, $10.50 per dozen cans; $2.00 size, $16.50 per dozen cans; Lice Powder, $2.50 per dozen packages.

## *Booked Orders For Skates Being Shipped*

London, Ont.

ICE SKATES.—Booked orders for ice skates are now being shipped. Starr make is quoted at 30 per cent. off list.

## *White Lead in Oil; Sales are Light*

London, Ont.

WHITE LEAD IN OIL.—No change is shown in quotations on white lead in oil. Sales are light. Prices are:

Pure, tons, $16.35 per 100 lbs., less tons, $16.70; Elephant, tons, $16.95 per 100 lbs., less tons, $17.30.

## *Roofing Nails Are Finding Good Sale*

London, Ont.

LARGE HEAD ROOFING NAILS.—No change in prices is shown in this line. Sales are very brisk just now. Prices are:

Kegs, $8.50 per 100 lbs.; 25-lb boxes, $9.00 per 100 lbs.

## *Glass and Putty Holding Unchanged*

London, Ont.

GLASS, PUTTY.—These goods are in brisk demand.

Single Diamond, 30 per cent. off list; Double Diamond, 30 per cent. off list; Cut Lights, 10 per cent. off list.

Putty—Standard, 100-lb drums, $6.80 per 100 lbs.; Standard, 25-lb. drums, $7.05 per 100 lbs.; Pure, 100-lb. drums, $9.30 per 100 lbs.; Pure, 125-lb. drums, $9.55 per 100 lbs.

## *No Change Shown in Linseed Oil Prices*

London, Ont.

LINSEED OIL.—Prices are holding steady, with a fairly active demand. The figures are:

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrels, gal. | $3.25 | $3.28 |
| 3 to 5 barrels, gal. | 3.24 | 3.27 |
| 6 to 9 barrels, gal. | 3.22 | 3.25 |

Less barrels, add 10 cents gallon.

## *Turpentine Market Holds Unchanged*

London, Ont.

TURPENTINE.—No change is shown in the quotations on turpentine, the prices being as follows:

| | |
|---|---|
| 1-barrel lots, imperial gal. | $2.55 |
| 2 to 4 barrels, imperial gal. | 2.54 |
| 5-gallon lots, imperial gal. | 2.65 |

# WINNIPEG MARKETS

WINNIPEG, October 2—Price changes for the week show very little difference over former quotations. About the only lines of note to affect the hardware dealers are as follows: Tin plate, marking gauges, butt gauges, clapboard markers, pipe reamers, sash cord, wrapping twine and Kasement Skrene Dores, all of which show slight advances over former quotations. Hardware markets in general reflect a firmer tendency in practically all lines and with the steel industries in the United States at a standstill, owing to the strike, higher prices will no doubt be issued on their lines in the near future.

Business is reported to be slackening up somewhat after the big rush of the last few months. However, sorting orders are reported very good.

## *Tin Plate Advances One Dollar a Box*

**Winnipeg.**

TIN PLATE.—Prices during the week show an advance of $1.00 box in the price of Tin Plate, due to further increased costs of production, while supplies of this commodity are reported limited. To-day's ruling prices are given as follows:

Tin plate, 1C, 20x28, full boxes, $23.50 box; 20x33, half boxes, $14.50 each, full boxes, $28.00 per box; 20 x 39, half boxes, $16.75 each. Tin Plate, 1X, 20 x 28, full boxes, $27.00 per box; 20 x 33, half boxes, $16.50 each; 20 x 39, half boxes, $19.25 each.

## *Marking Gauges Revised Upwards*

**Winnipeg.**

MARKING GAUGES.—Revised prices are now effective on Marking Gauges. Butt Gauges and Clapboard Markers showing a general advance of from 5 to 10 per cent. To-day's market prices are given below:

Marking Gauges, No. 90, $7.20; No. 91, $13.95; No. 72, $5.30; No. 77, $15.20 per dozen. Butt Gauges, No. 95, $17.60; No. 95½, $12.00 per dozen. Clapboard Markers, No. 88, $9.20; No. 89, $9 20 per dozen.

## *Higher Quotations On Pipe Reamers*

**Winnipeg.**

PIPE REAMERS.—Pipe Reamer prices have again been revised to higher levels, based on new prices issued by manufacturers, showing advances of from 5 to 10 per cent. over former quotations and are now selling at the following figures:

Pipe Reamers, No. ⅛, 53c; No. ¼, 63c; No. ⅜, 84c; No. ½, $1.05; No. ¾, $1.47; No. 1, $2.31; No. 1¼, $2.63; No. 1½, $3.47; No. 2, $5.25 each.

## *New Prices Named on Kasement Skrene Doors*

**Winnipeg.**

KASEMENT SKRENE DOORS.—New prices for next season have just been issued on Kasement Skrene Doors, and orders are now being solicited by the Winnipeg jobbers at the following figures:

Kasement Skrene Doors, No. 1, 2 ft. 8 in. x 6 ft. 8 in., $37.25, No. 2, $39.00; No. 1, 2 ft. 10 in. x 6 ft. 10 in., $38.25, No. 2, $40.00; No. 1, 3 ft. x 7 ft., $39.50, No. 2, $41.00 per dozen.

## *Cotton Goods Are Showing Strength*

**Winnipeg.**

SASH CORD, WRAPPING TWINE.—Prices on cotton goods have again strengthened, showing advances of from 1 to 2c per lb., and affects Sash Cord and Cotton Wrapping Twine, making to-day's selling prices as given herewith:

Hercules Sash Cord, in hanks or coils, No. 7, 77c; No. 8, 76c; No. 9, 76c; No. 10, 76c. Cotton Wrapping Twine, 3-ply, in balls, 78c per lb.; 3-ply, in cones, 75c per lb.; 4-ply, in balls, 82c per lb.; 4-ply, in cones, 80c per lb..

## *Further Advances in Guns and Rifles*

**Winnipeg.**

GUNS AND RIFLES.—Further advances have been made by American manufacturers of guns and rifles and will average from 3 to 7½ per cent. over former quotations, and new prices will be issued within the next few days. Stocks in all lines of guns is very low, while only a limited stock of rifles are on hand, while deliveries from the factories at present are proving very unsatisfactory.

## *Stock of Lamp Chimneys Are Low*

**Winnipeg.**

LAMP CHIMNEYS.—A heavy demand is reported in all lines of lamp chimneys, while stocks are very low owing to the inability of the factories to make deliveries; however, an improvement in shipments is looked for in the near future. To-day's prices are as follows:

Lamp Chimneys, A, 8 dozen, cases, $9.10 per case. Per dozen, $1.25; B, 6 dozen cases, $7.80 per case. Per dozen, $1.40.

## *Linseed Oil Prices Show No Changes*

**Winnipeg.**

LINSEED OIL.—Linseed Oil prices show no change on the local market, holding firm at former quotations, while it is reported from some quarters that higher prices are coming. To-day's ruling prices are given as follows:

Raw Linseed Oil, barrel lots, $3.00 per gallon; Boiled Linseed Oil, barrel lots, $3.03 per gallon.

## *Putty Prices May Advance Shortly*

**Winnipeg.**

PUTTY.—The demand for putty at the present time is very heavy, as dealers are stocking up for the usual fall requirements. Prices show no change in this line up to the present, but reports indicate an upward trend in the near future. To-day's prices are confirmed as follows:

Putty, 100-lb drums, $7.20; 25-lb. drums, $7.80 per 100 lbs.; 1½-lb. tins, 14½c each.

## *Turpentine Prices Are Holding Firmly*

**Winnipeg.**

TURPENTINE. — Turpentine prices still hold firm on the local market with only a very limited demand; however, no drop in price is anticipated as the export demand is reported heavy, and as long as it continues, high prices are to be expected on this commodity. To-day's ruling prices are confirmed as follows:

Barrel lots, $2.70 per gallon; ½ barrel lots, $2.73 per gallon; 5 gallon lots, $2.75; 1 gallon lots, $2.75 per gallon. Plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURG, Pa., Octobeh 2.—The steel strike started out as a serious matter, but not altogether as serious as expected. For four days, or until Friday morning, September 26, the matter hung in the balance, whether the strike would spread or would recede. The information gathered together Friday morning showed positively that the strike was losing ground, proving conclusively that, barring accidents, it would be lost, and probably in a few weeks.

The character of the strike was determined the first day. The organization campaign, authorized at the annual convention of the American Federation of Labor at St. Paul, June, 1918, was under the auspices of 24 unions affiliated with the federation, these unions being of various crafts which had more or less employment in the iron and steel industry as a whole, but did not represent any large proportion of the men employed. Machinists, engineers, moulders, etc., are employed to an extent and their joining the unions and going on strike would cripple operations more or less. The organization campaign also took in common labor.

When the strike started it was at once disclosed that it was not primarily a strike of these skilled men at all, but of the common labor, and chiefly the foreign born labor at that. The latter struck practically 100 per cent., while of the American born common labor many were willing to work. Then two things occurred, making the influence of the strike more serious. Men who wanted to work were thrown out of employment because other men, needed for operating a plant or a department as a whole, were on strike, and men who were at work were intimidated by strikers and gotten out. For illustration, practically all of Youngstown was on strike by the end of the second day, but the Trumbull Steel Company, operating a steel mill and sheet and tin plate mill at Warren, a few miles distant, was in full operation. Strikers marched up the Mahoning valley to Warren and "got" the mill at the time of changing turns, the fresh turn not being allowed to go to work. The same thing occurred at Canton, the men from a striking plant marching to the Canton Sheet Steel Company plant, which was not on strike, and closing the mill.

By Tuesday night a low point in operations was reached. When the strike

started, at 6 a.m. Monday, September 22, about 35 per cent. of the productive capacity of the iron and steel industry was thrown idle. Then a process began of the strike losing at places where it had started poorly, and of spreading where it had started well. By Tuesday night the idleness amounted to about 40 per cent. Then began a close watch of how things broke from hour to hour. As the Youngstown and Wheeling districts were down tight and the Monongahela Valley was working moderately well, while the rest of the Pittbsurgh district was nearly normal, it was evident that if the Monongahela valley could continue operating the fact would break the strike in Youngstown and even Chicago and Gary, which were about two-thirds down, would eventually feel the influence. Accordingly, the close watch was kept on the Monongahela valley. As it was chiefly a strike of common labor the blast furnaces were most affected, and the blast furnaces were also more vulnerable because the men have to work in the open. After Tuesday night the number of blast furnaces began to gain, but as there were losses elsewhere it was not a clear case, Chicago and Gary going down more and more, while the strike in Cleveland became practically complete. By Friday morning, however, as noted above, there was good news only and the swing was towards the strike waning. An important influence outside the Monongahela valley was that Tuesday and Wednesday there was a cleaning out of Bolshevists at Sharon, in the Shenango valley, 70 miles north of Pittsburgh. Nearly a hundred were gathered in. Then the intimidation that had gotten out many men in the valley in addition to those who had struck, ceased, and beginning with the resumption of one Shenango merchant stack at Sharpsville Thursday night, operations in the valley increased, although very slowly. This is counted upon to have a favorable effect upon Youngstown and the rest of the Mahoning valley, just over the state line in Ohio, where everything is still closed.

It is largely a matter of protection by the civil authorities. In Pennsylvania nearly all the county and municipal authorities have done well to preserve order, and the magnificent Pennsylvania State Constabulary, a perfectly trained body of mounted men, has worked wonders. Two of these men can take care of a moderate sized riot. In Ohio there is no state constabulary.

The issue of a strike is usually settled the first week, though the strike itself may last much longer. With the start this strike made, it could have no hope of success unless it continued to gain throughout the first week, but it gained only during the first two days. Wednesday it was suffering more losses than gains, and since Wednesday it has had losses only, and no gains. Barring accidents, it is lost to the agitators and won by the manufacturers, and not by the latter doing anything except endeavoring to keep the agitators from doing mischief.

Winning a strike and producing steel, however, are different things for the manufacturers. The test, in this instance, has not been the amount of steel produced, but the number of men willing to work. Men have been kept in employment at works when the efficiency of the plant was more or less diminished by departments not being uniformly manned, and production has not been in the same proportion as employment. Thus, if as estimated there was 40 per cent. idleness when the strike was two days old, that does not mean that actual tonnage production was 60 per cent. of normal.

Furthermore, assuming that there are no accidents or unexpected developments and the manufacturers have virtually won the strike, it does not mean that production will be fully restored in the near future. The strikers in some districts may hold out for weeks, perhaps many weeks, depending in considerable part how well order is preserved, for twenty per cent. of the men can often intimidate eighty per cent. of the men and keep them from working. At the best there will be a large loss of production and consumers of steel will be incommoded very considerably. There are stocks in buyers' hands, but the stocks are not large and are probably somewhat below normal. Buyers of steel products have displayed a fine feeling of sympathy for the steel producers and are indisposed to bother them about deliveries.

Of course, it is impossible to be absolutely precise as to the extent various producers are affected by the strike, but the following is a summary that cannot be far from the exact fact, dealing with conditions as they were at the end of last week: East of Johnstown, Pa., and Buffalo, N.Y., practically everything working. Cambria at Johnstown, closed tight, also Lackawanna at Buffalo and some of the merchant furnaces at Buffalo. Cleveland, down tight; Lorain, nearby, running full. In the Pittsburgh district, Jones & Laughlin Steel Company operating both South Side and Woodlawn works practically full, the remainder of municipal Pittsburgh operating above 50 per cent. Monongahela valley, the largest single section of the Pittsburgh district, lower part including Homestead, Duquesne and Edgar Thomson works of Carnegie running nearly full; middle part of McKeesport, almost full; Monessen, at upper end, both steel plants closed. New Castle, at foot of Shenango valley, operating almost full; Farrell and Sharon, near middle, operating little, but increasing; upper part, almost idle, but gaining. Mahoning valley, including Youngstown, down tight. Wheeling district, down tight, except a few mills running practically full. Calumet district (Chicago and Gary) almost down. The south running almost normal.

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Fire Security Appliances, Limited, capital $20,000, head office Swift Current, Saskatchewan, plans to manufacture and deal in electrical appliances and equipment.

## DELAY IN DELIVERY SEEMS WORSE FEATURE IN STEEL STRIKE

(Continued from page 80)

### Scrap Supplies

Discussing the effects of the strike on the scrap metal market, the Waste Trade Journal says: "What then is there in store for the waste material market as the result of the steel strike which, because of the representative character of the industry involved, has been chosen as the determinant of the entire labor and cost issue? As a fact, it must first be recorded that the mills, possibly in a mistaken attempt to lower values, have been purchasing scrap iron from hand to mouth in the last few months and, in consequence, many of their yards did not hold enough scrap, when the strike broke, to enable them to continue even curtailed operations without obtaining fresh supplies. This accounts for what buying was reported during the week and scrap iron was no exception in this respect, for the same condition was noted with reference to pig iron and alloys.

### Demand is Active

We have, therefore, in evidence a large suppressed demand for scrap and, because of the difficulties attending shipping and unloading during the strike, this suppressed demand will not show its full force until after the strike is over, when intensive competition for rush deliveries of scrap is likely to be witnessed between mill purchasing agents with the result that values will sharply reflect this competition for material between buyers. This condition is likely to become all the more accentuated as the threatened interruption of lake traffic is certain to curtail ore shipments to blast furnaces with the further result that, when the latter resume operations in full, they will find themselves lamentably short of ore. Which condition must naturally result in increased demand for scrap iron. So much for the directly visible effects on the scrap iron market.

### Would Cause Rise

"Let us now consider the effect that the various possible solutions of the problems presented by the steel strike may have on scrap iron values. If the demands of the unionists should prevail, the cost of finished steel products must necessarily rise in proportion to the advance in the cost of labor that enters into their manufacture. To whatever extent the cost of finished steel is enhanced that of scrap must naturally follow suit. On the other hand, let us for the sake of argument consider the possibility of the steel mills scoring a clean victory over labor. In that event labor costs in all industries would be accepted to have reached their peak and to be subject to downward revision only."

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Burns Hardware, Limited, Toronto, Ont., capital $100,000, plans to manufacture and deal in hardware goods.




# More Facts are Needed to Sell Paint

## Men Who Know Their Goods and All the Points About Them Find Little Trouble in Selling Them—Can Render Real Service to the Prospective Customer and Retain Trade Permanently

THREE paint men were sitting in the Pullman smoker, discussing the outlook of the paint trade for the year 1920.

One was the salesmanager of a large manufacturing concern, another was his advertising manager and the third, a travelling salesman.

The advertising manager had dwelt enthusiastically upon the fact that paint advertising had at last reached a sound, sensible basis in which the public were being led to the conviction that painting was an economic necessity. That instead of shouting brands, qualities and a thousand and one other self-centred slogans, the "Save the Surface" campaign had brought into use a slogan that the public could call their own. It announced a fact that directly affected and interested the property owner from standpoint of his own pocketbook.

### He Was Skeptical

"So far so good," remarked the salesman, " when that campaign started I was skeptical as to whether it would do any good. This summer has proven that not only will it do good, but it is doing good right now, and everybody is getting something out of it, from the manufacturer, the painter and the retailer, right down to the consuming public themselves."

"I doubted if it could be done, as it has been done," he continued, "but we've got the proof in the stimulus it has given to business this year. But,—there's a lot more to be done, and I believe it can be done pretty much the same way."

"What's on your mind now?" asked the salesmanager with interest.

### Aroused Interest

"The 'Save the Surface' campaign has undoubtedly awakened the minds of the public to the need of painting and paint," explained the salesman, "and it has also awakened the trade to the extent of its possibilities."

"But there still remains a great deal of awakening to be done amongst those who sell paint. I don't mean the paint dealer himself, but the sales clerks, even painters who are to a certain extent salesmen."

"Isn't this co-operative campaign affecting them too?" inquired the salesmanager.

### Due to Ignorance

"Yes and no," answered the salesman. "Save the surface carries just one big blanketing conviction to the public, but there are thousands of details about painting and paint that remain to be carried out in the saving of the surface. You know as well as I do that in ninety-nine cases out of a hundred the abuse and wrong use of paint is due to ignorance rather than wilfulness. I've seen more paint sales spoiled or lost through ignorance of facts on the part of retail sales clerks than for any other reason. Paints and varnishes are everywhere sold for the wrong purpose. People are allowed to buy and use them on surfaces that are not fit for painting, when a little guidance or a few helpful suggestions on the part of the retail salesman might have avoided it."

"I believe you're right," broke in the advertising man, "if the public after their conviction that painting should be done, do not receive the full value of their purchases through ignorance or lack of sufficient knowledge of facts, it most certainly is going to discount the value of any educational work that the paint trade is carrying out on a co-operative basis."

### Got Them Coming

"You get me right," remarked the salesman, "you've got the public coming. Now keep them coming with good service. While ignorance of painting and paint facts exists, it should not be allowed to be an excuse if any effort on the part of the trade can eliminate it."

"Whew——!" exclaimed the advertising man, "to think of the tons and tons of literature that every paint house has scattered broadcast throughout the country and then have this thrown in your face. The devil of it all is that I know it's only too true. It makes a fellow feel as though the job of advertising manager is put on a manufacturer's list like one of those pretty things you put on the plate rail—highly ornamental and that about lets you out. We fuss around experimenting and testing to get the latest and best information on paints and varnishes and that is all the regard that is paid to it."

"No man will ever know all there is to be known about paints and varnishes," broke in the salesmanager, "but there's a lot of people selling them that don't know all that they might. No doubt about it that the paint and varnish trade could be increased immensely if those who sell them did so on a more intelligent basis. More than once, confidence in paint on the part of the consumer, has been destroyed through the fact that the person selling it has not rendered the service that he might have done.

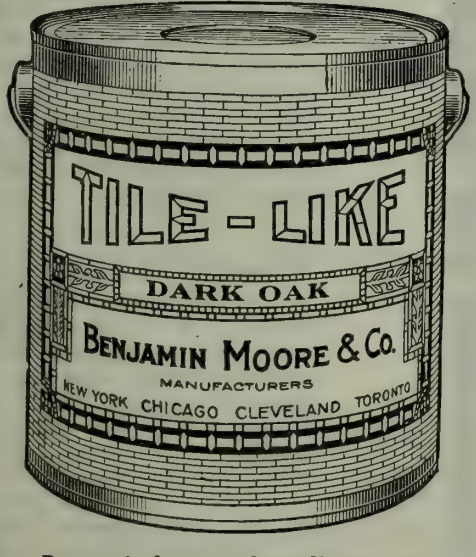
Continued on page 92

# Tile-Like

"Save the surface and you save all" *Paint & Varnish*

# Finish

## A Varnish and Stain Combined




**Put up in large and small size cans**

For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oilcloth, etc.

Tile-Like is the greatest renovator of old furniture you can sell in your store. Makes everything look like new.

For beautiful effects and great durable wearing qualities recommend Tile-Like. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

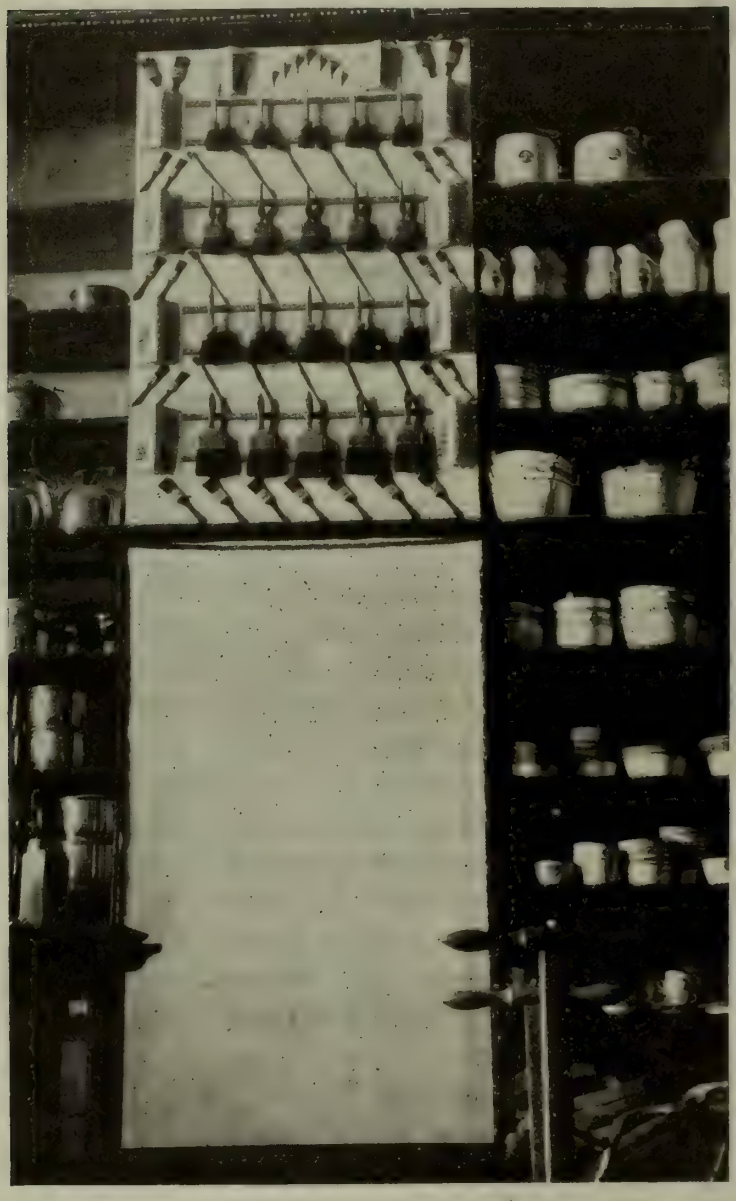
# Benjamin Moore & Co., Limited

**One of the Largest Paint and Varnish Industries on the American Continent**

**Toronto** **Halifax** **Winnipeg**

# The Brush Department

## Take Care of Your Stock of Brushes



*This simple yet attractive and very effective display of brushes was in process of arrangement when a representative of* HARDWARE AND METAL *dropped into the store of McPherson Bros., at Medicine Hat, Alberta. The lower panel will also show brushes. Store display is one of the easiest and best methods there is of increasing brush sales.*

"MANY merchants who handle brushes have a great deal to learn in regard to taking care of their stock," said the traveler for one of the large brush manufacturers in discussing the brush business with HARDWARE AND METAL.

"It is surprising how many firms as soon as a shipment of brushes arrives unwraps the whole consignment and dumps the brushes higgledy piggledy into the drawers or bins, where they are going to stay until sold. What is the result? In nine cases out of ten the drawers have not been cleaned for goodness knows how long. They are dark and they are warm. This simply makes an ideal place for moths to live and the moths are not a bit backward about taking advantage of the opportunity.

### Spoil the Bristles

"The damage done to bristles by neglect of this kind runs into many dollars. The larvae of the moths eat the bristles and while they will not eat them all, they seriously impair the usefulness of the brush.

"Another trouble that follows this indiscriminate dumping of brushes into a dusty drawer is that the brushes become filled with dust. Some brushes are so dusty that when people take them home they think they had better wash them, and into a pail of water they go. No new brush should be put into water as the cells of the bristles absorb the water and then when the brush is dipped into paint for work trouble starts as the paint is not absorbed and streaky work results.

### Get Knocked About

"Brushes get knocked about considerably when they are thrown into a drawer one on top of the other. I have seen brushes so cut and scratched that if they were offered to me I should hesitate to buy them. A little care in looking after the stock would have obviated this and left the brush when it was shown to the customer just as good as when it came from the factory.

"Brushes should be looked after and not thrown around or left in places where they will get filled with dust and moths. The dealer who can hand out a nice-looking, spotless brush to the customer will make sales a lot easier than if he shows one from which the dust comes in a cloud and which bears evidence of hard usage."

### BOOSTING WESTERN BUSINESS

F. J. Penberthy, vice-president and managing director of Lowe Brothers, Toronto, is in Winnipeg in connection with a Western sales campaign. Mackenzie Brothers, Limited, of Winnipeg, have been appointed sole distributing agents for the three prairie provinces. Mr. Penberthy took with him to the West as salesmen, Herman Scrotch, W. J. Keyes and Fred Hutton, of Toronto, and the salesmen selected in Winnipeg by Mackenzie Brothers include J. T. McCullough, P. W. Tinline and D. A. Macdonald.

### SAYS IT WAS SUCCESSFUL

The last issue of the "Labor Gazette" contains the following:

"A unique experiment has recently been concluded at the plant of the Humphreys Glass Works at Moncton, N.B. Last May when the employees demanded higher wages the directors proposed to hand the plant over to the men for three months if they would agree to deposit with the board twenty-five per cent. of their wages as a guarantee. This ar-

# Hundreds of Ways to sell BOECKH'S HOUSEHOLD BRUSHES & BROOMS



EVERY housewife in your locality, and there are hundreds of them, will buy Boeckh's brushes and brooms if you only demonstrate them to her——because every housewife is continually looking for brushes and brooms that will save her time, labor and expense.

Boeckh's household brushes do this——and do it so thoroughly that they have become household necessities.

Women in all parts of the country have come to realize that Boeckh's are the most satisfactory brushes and brooms to use. The demand for Boeckh's has been created——all you have to do is to supply it.

Make use of your windows to attract women to your store——display Boeckh's! Once displayed sales readily follow.




**THE BOECKH COMPANY, LTD.**

158 to 168 West Adelaide Street

TORONTO -- CANADA

rangement was carried out and during June, July and August the factory was under the control of the men, and the union scale of wages was paid. It is reported that the experiment was successful and that at the end of the period the guarantee of twenty-five per cent. was returned to the men."

### MORE FACTS ARE NEEDED TO SELL PAINT

(Continued from page 88)

Paints and varnishes are not the only line that suffer from this cause. Manufacturers and the larger stores are recognizing this fact. Efforts to remedy this condition are being put in effect by many, but these are largely in the embryo stage."

"I, with many others, have recognized for a long time, that those who sell goods, both wholesale and retail, must take a deeper interest in them. Successful merchandising no longer consists of piling up a sales record, it involves rendering the most intelligent service possible, if the confidence of the public is to be fully gained and retained. And intelligent service cannot be rendered without a thorough knowledge of the goods sold.

"The great bulk of the buying public is at the mercy of the salesman. He can gain confidence or lose it with the character of the service rendered. His business record will grow just in proportion as he renders that service which the public seek.

"The business world is hungry for salesmen who can sell with intelligent knowledge of what they are selling. If to this they can add initiative and originality of ideas, there is scarcely any limit but the sky in chances for advancement. Every salesmanager has his weather eye constantly set for such men.

"I know of several likeable young retail clerks, with good address and personality that I would like to give a try out on my staff, but for one thing; they don't know what they are selling, and they are not making any effort to inform themselves so that they can render that service that is now a necessary asset to the rising salesman.

"On the other hand, I know of some fellows of less brilliant parts who are plugging along steadily, sponging up every fact and morsel of information they can get. If somebody else don't snap them up for better jobs, I will at the first opportunity.

"So far as any effort on the part of the paint and varnish manufacturers to overcome lack of adequate knowledge about the service of their goods both with the consumer and the salesman is concerned, the problem is somewhat different in the two cases. The public had no business obligation or interest to cause them to take a deeper interest in our products other than that set before them by the advertising manufacturer. The salesman who has made the selling of goods his business should, in his own interests, endeavor to dig for every scrap of information possible that will help him to render the service he should.

"After all, it is pretty much up to the individual. By his efforts he will either sink or swim. You may lead a horse to water, but you cannot make him drink. As our advertising manager has just said, tons and tons of literature have been thrown at the trade for years, yet we find the condition that exists to-day. There are men who will rise little above the position that they occupy to-day. On the other hand, there are men, who in spite of handicaps will, and of their own initiative, rise into the trusted positions of to-morrow. Some men you couldn't raise with a derrick. Others will swim with a millstone of difficulties tied about their necks.

"If the paint and varnish trade undertake a broad educational campaign to brighten the interest of salesmen, all I can say is 'Amen,' and I'll back them to the limit. But—whether they do or not, there are sources of information galore, which a salesman can take advantage of—if he only will.

"To-morrow I am going to interview and look over a man for an important job, who studies the goods he sells and who because he renders the service at his disposal in his salesmanship is, I believe, fitted to fill the place. There are a lot of smart chaps who have applied for the place, but who I know cannot render the service I want because they have not equipped themselves as they should have done in their spare time."

## Howard W. McConnell Moving to Winnipeg

Howard W. McConnell, who, for the past sixteen years has represented the A. Ramsay & Son Co., of Montreal, has left for Winnipeg, where he will represent the firm in Manitoba and Saskatchewan. He will be associated with H. L. Perry Co., Ltd., 214 Princess St., Winnipeg, and will also have charge of the commission lines now handled by that firm. He will be located at 214 Princess Street. Mr. McConnell is a native of Morewood, Ont. During the sixteen years he has been with A. Ramsay & Son Co., he has covered the territory from Quebec City to Victoria. During 1912, '13 and '14 he was in the wholesale trade out of Winnipeg. In 1915, '16 and '17 he was in the wholesale trade in Toronto, and looked after points between Kingston and London.



HOWARD McCONNELL,
Who is going to Winnipeg as Manitoba and Saskatchewan representative of the A. Ramsay & Son Company, of Montreal.

## Brandram-Henderson Hold Western Conference

In the Royal Alexandra Hotel at Winnipeg on September 24 and 25, the managers and salesmen of Brandram-Henderson, Ltd., met for a conference on business conditions and to consider the program for 1920. This conference was presided over by W. S. McLennan, general sales manager, of Montreal, and there were in attendance, also, the managers of Western branches from Winnipeg to the Coast. J. Leonard Paul, manager Western division, Winnipeg; George E. Smith, manager B. C. division; and F. E. Truesdale, manager Alberta division, addressed the conference and fifteen salesmen from the various territories covered in the West came in to Winnipeg for the two days' discussions.

While in the West, Mr. McLennan sized up the general conditions and expressed to HARDWARE AND METAL his great satisfaction with the outlook. "Some districts will suffer," said Mr. McLennan, "owing to poor crops. But as the territory is a vast one there will be many places that will reap a fair yield and in a general way we expect that business will be as large as it has been. Some districts will show up well, and while there are some sections that were hard hit, it average will be quite satisfactory."

The following program was carried out during the duration of the Winnipeg conference:

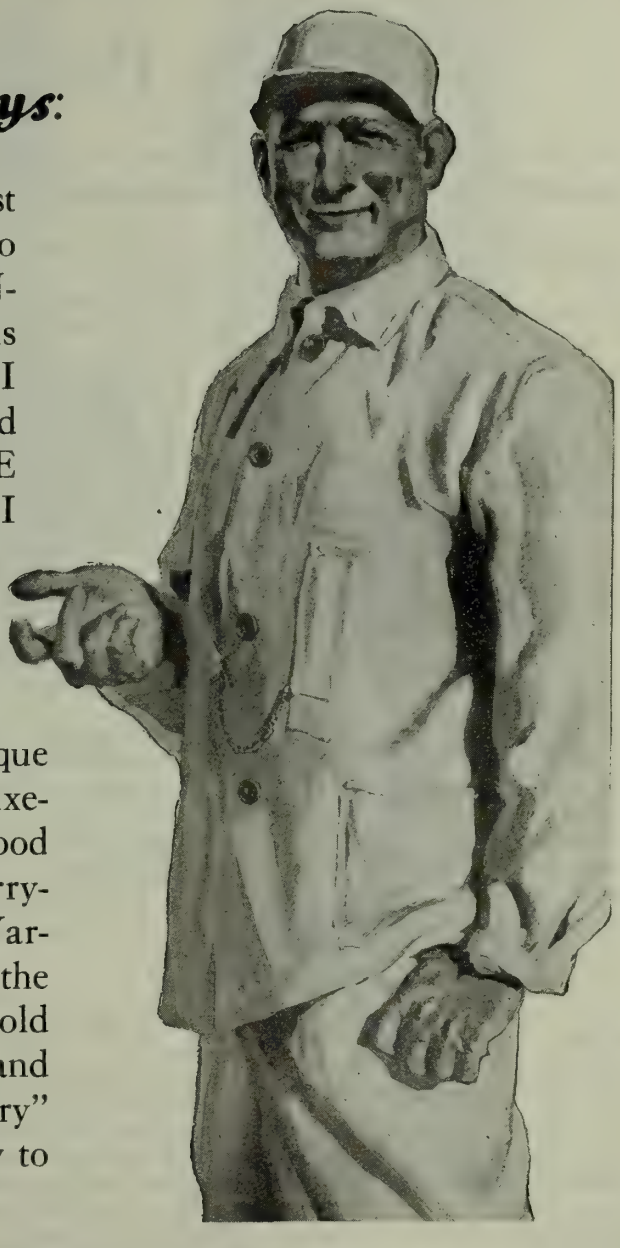
**Wednesday, September 24th, 1919.**

Group Photo at Office.
Visit to Grain Exchange Pit.
Luncheon—Carleton Club.
Opening Business Session at Royal Alexandra Hotel—W. S. McLennan (Chairman).
Advertising Campaign for 1920. By W. S. McLennan.
General Discussion — Advertising Campaign for 1920. By Conference Members.
Adjournment.
Informal Dinner at Royal Alexandra Hotel.
Theatrical Party.

**Thursday, September 25th, 1919.**

Auto Tour of City, starting at Royal Alexandra Hotel.
Managers' Meeting at Office.
Agency Talk:
(a) What Constitutes an Agency. By W. S. McLennan.
(b) What is Hoped For in an Agency. By George E. Smith.
(c) Regulating Agent's Cost. By J. Leonard Paul.
Agency Discussion. By Conference Members.
Lunch. At Royal Alexandra Hotel.
Business Session at Royal Alexandra Hotel.
Sales Campaigns for 1920. By W. S. McLennan.
General Discussion of Sales Policies. By Conference Members.
Reports on any Salesman's request.
B.-H. Product Discussion. Conducted by W. S. McLennan, at which time members are requested to seek information needed concerning manufacture and use of different products.
Closing.
Informal Dinner. At Royal Alexandra Hotel.

# The Luxeberry Painter Says:



"I guess the Simpson folks must have brought in all the neighbors to see the floors I LIQUID GRANITED for them. I've had more calls to finish floors 'like Simpson's' than I can take care of. Some don't wait and are buying the LIQUID GRANITE and doing the work themselves. I always use LIQUID GRANITE. Every such floor is a lasting testimonial for me."

Liquid Granite is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among achitects, painters and home builders. This is why all "Berry" products are so easy and satisfactory to sell.

**Partial List of Distributors of**

## BERRY BROTHERS' PRODUCTS

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd., Vancouver, B.C. | Lariviere, Inc. - - - - Montreal, Que. |
| Wood, Vallance Hardware Co., Ltd., Nelson, B.C. | L. H. Gaudry & Co. - - - Quebec, P.Q. |
| Frank A. Gillis Co. - - - Halifax, N.S. | Wood, Vallance, Ltd. - - Winnipeg, Man. |
| Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont. | Wood, Vallance & Adams, Ltd. - Calgary, Alta. |
| Whites, Ltd. - - - - - Collingwood, Ont. | Revillon Wholesale, Ltd. - Edmonton, Alta. |
| Sanderson Pearcy & Co., Ltd. - Toronto, Ont. | Townsend Paint Mfg. Co. - - Montreal, Que. |
| A. M. Bell & Co., Ltd. - - - Halifax, N.S. | |

BERRY BROTHERS INC

World's Largest Makers

Varnishes and Paint Specialties

**Walkerville, Ont.**

No. 47

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, October 2.—Linseed oil prices show greater spread this week, and there is likely to be a freer supply in the course of a couple of weeks. In the meantime, seed shipments are finding their way eastward and these should soon relieve the rather stringent situation that has existed these many weeks. Turpentine prices have been somewhat easier in one or two quarters, and there is little increase in the available stocks yet. Movement of putty and white lead in oil is seasonably satisfactory, while mixed paints and specialties are very active.

### *A Few Weeks Still Before Oil Plentiful*

**Montreal.**

LINSEED OIL.—It was hoped that there would be relief in the matter of linseed oil supplies before now, but crushers state that another two weeks will be required to secure supplies and crush the seed for marketing. The basis thus far is therefore a decidedly nominal one. Within a short while there will be relief in point of supply and perhaps prices will rule somewhat lower. Just at the present time there is practically no supply to be had in quantity, and the quotations below the for single barrel lots.

| Raw— | Imp. Gal. | |
|---|---|---|
| Single barrels | $2 90 | $3 02 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| **Boiled—** | **Imp. Gal.** | |
| Single barrels | $2 92½ | $3 04½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Greater Spread Moves Turpentine Downward*

**Montreal.**

TURPENTINE.—The local situation is not changed a great deal excepting that one jobber has reduced his price on single barrel lots to $2.45. There is not much improvement in the supply, but with consumption rather limited there has been little distress in this market.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | $2 45 | $2 65 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Movement Has Not Started Actively*

**Montreal.**

PUTTY.—While there will be a heavy movement of putty in the next few weeks, the activity is not marked as yet. The undertone is steadily firm and no changes are anticipated at the present time. Supplies are ample to meet the requirements of the trade.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days, net 60.

### *Seasonable Goods Sales Of White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—The movement of this commodity is an active one but the sales are just what the season would usually bring. The undertone is steady, and without features of importance the following basis obtains on the various quantities usually purchased: Five-ton lots, per 100 pounds, $15.50; 1-ton lots, $16, and smaller lots, $16.35.

### *Mixed Paints Sellers On Extensive Basis*

**Montreal.**

MIXED PAINTS.—While paint makers have anticipated a quieting down of business conditions for these goods, there has been little diminution in the outgo. One large manufacturer stated that the activity was quite as marked in point of actual business as it was in the early summer months. Much fall painting must be done now, and the fine sunny weather, if continued, will account for many a job being done this fall. The basis is, of course, unchanged.

## TORONTO

TORONTO, October 2.—There is a tendency for linseed oil to be very slightly easier, but crushers are still having difficulty in obtaining supplies of seed and are not looking for any material decline until the middle of December. Prices range from $2.95 to $3.25 per gallon for raw oil, and from $2.97½ to $3.28 for boiled. Conditions resulting from the big strikes in the United States and England have temporarily depressed the turpentine market at primary points, and this is reflected in slightly easier conditions here. Turpentine prices range around $2.45 to $2.50 per Imperial gallon. Paint manufacturers report large bookings for the spring. There is little chance, they state, of any reduction in the prices.

### *Linseed Oil Prices Show Wider Range*

**Toronto.**

LINSEED OIL.—Linseed oil prices show a slightly wider range this week. Deliveries of seed for immediate use continue slow. Little change is looked for in prices before the new crop comes in and deliveries after the first of the year will, it is stated, be made on lower quotations. It is stated that some of the American paint firms are making large purchases for future delivery, preferring apparently to pay the Canadian price, plus the duty, to buying at home. The latest reports indicate that the flaxseed crop will be a splendid one as the excellent fall weather has allowed the seed to develop nicely. Estimates are that it will run over 7,000,000 bushels. Linseed oil quotations are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | $2 95 | $3 25 |
| 3 to 5 barels, gal. | 2 94 | 3 24 |
| 10 barrels and over | 2 92 | 3 22 |
| | **Boiled** | |
| 1 to 2 barrels, gal. | $2 97½ | $3 28 |
| 3 to 5 barrels, gal. | 2 96½ | 3 27 |
| 10 barrels and over | 2 94½ | 3 25 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

### *Trading is Quiet In White Lead in Oil*

**Toronto.**

WHITE LEAD IN OIL.—Business in white lead in oil is a little quieter. No change is shown in the quotations, which are as follows: Five-ton lots, $15.85 per hundred pounds; 1-ton lots, $16.35, and in smaller quantities, $16.70.

### *Turpentine Prices Temporarily Easier*

**Toronto.**

TURPENTINE.—As a result of all shipments overseas being held up at Southern points, due to strike troubles in England and the United States, the market at primary points is depressed. The condition exists that while a nominal price exists there is absolutely no goods to be purchased at the figures quoted. Deliveries from the South have been very slow, and as far as local conditions are concerned stocks are getting very low. Prices in Toronto are a little easier and range around $2.45 to $2.50 per Imperial gallon. According to advices from the South, the depressed market is merely temporary as with the resumption of shipping there are large orders to be




# A Chance to "Cash In"

We offer you a chance to "Cash In." Why waste your time with a line of Paints and Varnishes that requires uphill work to sell, when you can link your store's future to a Brand to which the public has been completely "won over." We long ago secured the all-important "quality" advantage—by **knowing how** to make a superior Paint. We later secured the "publicity" advantage — by consistently advertising our product in aggressive and unusual ways. Both these advantages we hand over to you the day you become our Agent.

We offer you a chance to "Cash In" on B-H prestige—a chance to get the trade of all those people who have been converted into staunch adherents of the B-H line by reason of what we've told them about it through our national advertising.

We place at the disposal of our Agent a complete assortment of color cards, counter cut-outs, store fixtures, window displays and newspaper ads, etc.—we co-operate with him to the fullest possible extent.

**Write us for particulars of our attractive agency proposition.**

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

filled. In addition there is a big home demand to be filled. No supplies are being offered, those having them preferring to sit tight and await developments. Quotations are as follows:

| Turpentine— | Imp. gal. | |
|---|---|---|
| 1 barrels (barrel included) .... | $2 45 | $2 50 |
| 2 to 5 barrels (barrel included) | 2 44 | 2 49 |
| 5 gallon lots ..... | 2 55 | 2 60 |

## *Good Paint Orders For Spring Delivery*

**Toronto.**

MIXED PAINTS. — Manufacturers state that orders are coming in most satisfactorily for spring, and also that business continues to come in for the fall trade. "There is a lot of painting to be done," said one manufacturer. "People for one reason or another have not been able to get at it. We are looking for good business throughout the fall, and an excellent business in the spring." There is no indication, manufacturers state, of any immediate change in prices.

## *Glass and Putty Holding Unchanged*

**Toronto.**

GLASS, PUTTY.—Business in both window and plate glass is fairly active, as might be expected at this season when so many buildings are being finished up. No changes have been made in the quotations. There are rumors that putty prices may be revised upwards shortly but there is nothing definite regarding this. Quotations are as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels ..... | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron ... | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron .... | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons.. | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels ... | 7 10 | 7 35 | 7 70 |

## Small Paint Sales Make Big Aggregate

Frank J. Penberthy, of Toronto, vice-president and managing director of Lowe Brothers, discussing conditions in the trade in Winnipeg recently, said:

"The paint business is so good that we are all happy. The demand has been continuous through the war period and is large and continuing so still. Many people are under the impression that there is a close connection between the amount of new building that is done and the general prosperity of the paint business. This is not the fact at all."

In the fall of 1914 there were a very large number of people in Canada who were thrown out of employment. Yet in that fall we sold four times as many quart and pint tins of paint as in any similar period in our history. It is a question of a citizen having some spare time and a little money.

You must remember that there is as a rule three or four times as much painting space inside a house as there is outside. When a man builds a new house, he paints the outside, and as far as the paint business is concerned, there is nothing further stirring for six, seven, or eight years. What creates the demand for paint is the work which is done on the kitchen floor, on the verandah, the touching up of the house, the painting of the flower pots, etc., the little insignificant jobs, which yet aggregate immense amounts in the total.

### CHANGE IN CONTROL OF JOHN LYSAGHT, LTD.

(Continued from page 80)

past, in charge of A. C. Leslie & Co., Limited, Montreal, who have been agents for the company's products for over fifty years. Canadian users of sheets will, therefore, be specially interested in this new development, and there is every reason to believe that the future policy of the company will include an active campaign in Canada, whether they should decide to manufacture here or to continue shipping the sheets made in Great Britain.

### WHOLESALERS' BANQUET

(Continued from page 65)

still they "sell iron and steel for a living." It's an honest man that will "fess up."

Past President Dowling's smile bespoke his real appreciation of the kindness manifest through the presentation made of the fine silver tea set. HARDWARE AND METAL doubts not that the genial recipient will become justly famous now as an expert tea maker.

Who said the weather had been wet in Montreal recently?

Is it any wonder that T. B. Williamson felt at home in Montreal? With a genial spirit like Archie MacFarlane leading in the husky piper it was full weel enough to make one's teeth fairly water.

Credit is certainly due to the entertainment committee for the royal manner in which they treated their many guests. Such plans, to be a success, must needs call for hard work.

The presence of the "American Cousins," Messrs. Decatur and Fernley, lent an air of international interest to the banquet. They were warmly received.

One's musical taste could be well met at the banquet. There was a song sheet —a great long one with an excellent selection of soul-stirring airs—the Marsellaise among them. Then there was comical Jimmy Rice, with his variety monologues, but the evening's pleasure would have been less complete without Archie MacFarlane's piper—he was great.

You can get anything—almost anything, in Montreal. But there are intricacies connected with satisfying one's thirst that all are not aware of. It pays to ask questions—you may thus secure the password.

Although relieved of his responsibilities only twenty-four hours, Retiring President Dowling told HARDWARE AND METAL that it felt strange to have laid aside his mantle. In heart he will continue to be a hard worker in the interests of better association effort.

### GOOD STOCK WILL BRING CUSTOMERS

(Continued from page 72)

help this and also his connection with contractors.

Sales of tools are always good, he says, and have been helped greatly by both window and store displays.

"I used to have a small stand of saws on display," said Mr. Platt, "now we have the wall cases and we easily sell ten times as many saws as formerly, and I think the same holds good of other tools."

"We also sell a great many alarm clocks and have good sales of razors and cutlery."

#### A Separate Department

Sales of household goods have been growing so steadily that Platt Bros. plan to make a separate department for them and place them in a store to themselves. It will be immediately adjoining the present premises.

"We have had so many inquiries for suitcases that I am going to stock them, too, and will put them with the household goods," said Mr. Platt. "I am planning to put the entire household goods section in charge of a woman. A great deal of the buying in these lines, enamelware, washers, stoves, etc., is done by the women, and I think if we have women to sell them the things they can talk to them better, perhaps, than a man can. At any rate, that is what I am planning to try out."

## CATALOGUES and BOOKLETS

### ASHDOWN'S PUBLISH JUBILEE BOOKLET

An attractive booklet comprising a short story of the founding of the J. H. Ashdown Hardware Co., of Winnipeg, a brief review of the building of its trade, an account of its different locations in Winnipeg, Calgary and Saskatoon, together with a brief biography of Mr. Ashdown from his early boyhood up to the present day, was published by the printing department of the company in connection with its Golden Jubilee. The booklet is a sample of the best workmanship in printing, and is complete even to gold embossed lettering on the cover in an illustration of a standard-bearer sounding a trumpet call. The booklet is a tribute to the completeness of the Ashdown printing department, which is under the management of W. S. MacDonald, manager of the printing, catalog and advertising departments.

TRADE SIMMS MARK
SET IN RUBBER

# Simms' Paint Brushes

## *Sold All Over The World*

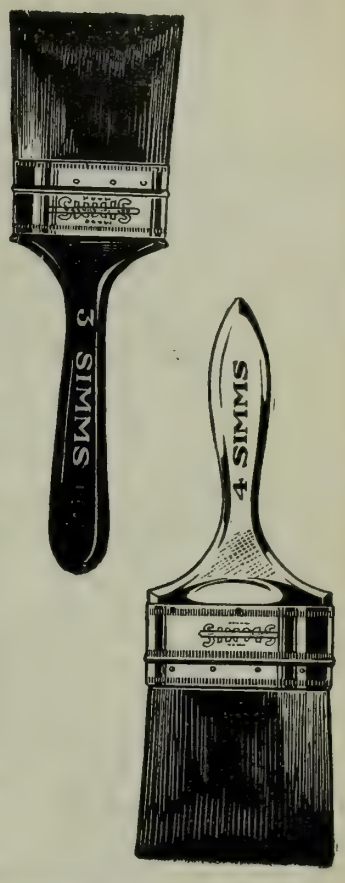
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.




**T. S. SIMMS & CO., LIMITED**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**

Save the surface and you save all" Paint & Varnish

# Quality Worthy of The Maple Leaf

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

Means the kind of quality that makes Maple Leaf Paints and Varnishes easy to sell, makes permanent customers and insures repeat orders.

Maple Leaf quality includes critical selection of the materials, exactness in manufacture, marked attention to grinding and assurance of correctness in shade.

No small part of the policy is the co-operation with and service to dealers. The Maple Leaf line brings success.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | |
|---|---|
| No. 1, 18 x 24 in., dozen | $ 8 50 |
| No. 2, 18 x 28 in., dozen | 10 50 |
| No. 3, 20 x 30 in., dozen | 12 00 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list. $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | | |
|---|---|---|
| Sheets, 24 gauge and heavier, base | | $0 41 |
| Rods, base ½ to 1 in., round | | 0 39 |
| Tubing, seamless, base | | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | Net |
| No. 800 | add 5% |
| No. 838 | 5% |
| No. 808 | 5% |
| No. 804 | 12½% |
| Nos. 802, 842, 844 | 5% |
| No. 810 | add 12½% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.
F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

### CHAIN

| | Proof Coil Mont'l | Proof Coil Tor'to | Welded Mont'l | Welded Tor'to |
|---|---|---|---|---|
| 3-6 in. | | | | |
| ¼ in. | | | | |
| 6-16 in. | | | | |
| ⅜ in. | | | | |
| 7-16 in. | | | | |
| ½ in. | | | | |
| ⅝ in. | | | | |
| ¾ in. | | | | |
| ⅞ in. | | | | |
| 1 in. | | | | |

Electric Welded

| | B.B. | B.B.B. |
|---|---|---|
| ⅛ in. | | |
| 3-16 in. | | |
| ¼ in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

American Proof Coil Chain

| | B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3. $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Montreal | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 77 |
| No. 7, lb. | 76 |
| Nos. 8, 9, 10, 12 | 75 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

| | Montreal | Toronto |
|---|---|---|
| Prices nominal, | | |
| Ordinary, 52 sheets | $7 75 | $7 35 |
| Do., 60 sheets | 7 85 | 7 45 |

### COKE, TIN PLATES

| | Per box |
|---|---|
| IC, 20x28 base | $16 00 |
| IX, 20x28 base | 21 00 |
| IXX, 20x28 base | 23 00 |
| IXXX, 20x28 base | 25 00 |

F.O.B. Toronto.

**TERNE PLATES**

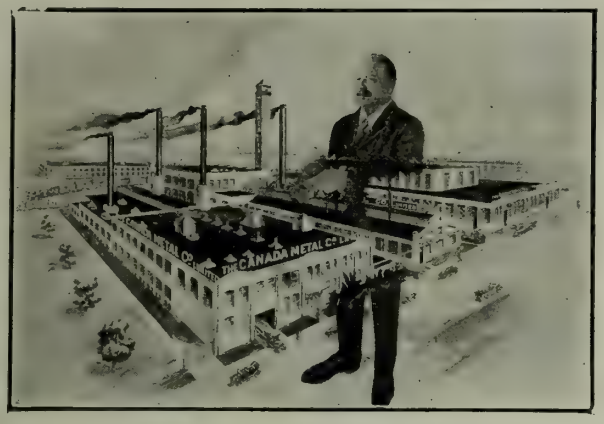
IC, 20x28, 112 sheets ..... $19 00
F.O.B. Toronto

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWAREMEN!



I have found that High Quality, Prompt Delivery, Fair Price, build up a Business that stands the test of time.

W. G. Harris

President

**Our Plant is growing every year**

*Try us for*

**BAR SOLDER. LEAD PIPE**
**SHEET LEAD. WHITE COTTON WASTE**

**HARRIS HEAVY PRESSURE**---The Metal that brings repeat orders

## THE CANADA METAL COMPANY
LIMITED

**TORONTO MONTREAL WINNIPEG VANCOUVER**

# Now is the Time to Secure Agency for
# C·C·M· Bicycles

EXPERIENCED bicycle dealers are placing their orders now for next season's requirements.

An unusually large number are requesting delivery this Fall, although March or April delivery may be specified if preferred.

Naturally, prompt action means a better choice of the nameplate agency than might be made later.

For Price, Agency Terms and full particulars, see the C. C. M. representative or address Head Office or nearest branch.

The Principal C.C.M. nameplates are:

**Massey**
**Gendron**
**Columbia**
**Ivanhoe**
**Perfect**
**Cleveland**
**Brantford**
**Red Bird**

## Canada Cycle & Motor Co., Limited

**Montreal Toronto WESTON Winnipeg Vancouver**

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London, Hamilton | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| 1/2 | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 5/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 40% |
| Straight Shank | 40% |
| Straight Shank, wire | 40% |
| Taper Shank | 40% |

**DOORS**

See Screen Doors.

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

**Halters (Sisal)**

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured at 5% off list.

| | Strap Doz. pairs. | Tee Doz. pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 16 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | ....- .... |
| Barden Patent | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 65 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons—Style A | 4 50 |
| Style B | 4 88 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

**Step Ladders** Per ft.

| | |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 21 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

**Single and Fruit Picking**

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

**Roped and Straight Extension Ladders** Per ft.

| | |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 90-$2 00 |
| Steel Thumb, No. 3 | 2 50- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths', 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $29 40 |
| No. 8, dozen | 33 60 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 00 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

# Lowe Brothers Paints




***Known by***
***The Little***
***Blue Flag***

## WHERE IS HE?

The CALM, CAUTIOUS man who weighs his proposition thoroughly—
The cool, CALCULATING man who looks ahead and considers RESULTS—
The SCIENTIFIC man who **insists** on FACT—PERFORMANCE—PROOF—who will not be told—who wants to see for himself—to know.

For such a man Lowe Brothers have an opportunity he has been looking and waiting for. They offer him a DIFFERENT proposition.

If you are HE—challenge them by a card to **show** you how they are different and how their difference affects your production—your PROFITS.

**LOWE BROTHERS LIMITED**

have for you an INDIVIDUAL service—an INDIVIDUAL Proposition. Communicate with them now. Looking into the High Standard proposition means looking into your PRODUCTION.

Lowe Brothers LIMITED
TORONTO, ONT.

***High Standard Paints and Varnishes--Give Best Results***

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY MINNEAPOLIS ATLANTA

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅝" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (unspun) | |
| U.S. Navy (spun) | 21 50 |
| Plumbers (spun) | 9 50 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | 0 59 | |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list.... | 1 00 |
| Gargoyle Mobiloil, list ... | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net... | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Montreal and Toronto.

| PAPER | Per 400-ft. roll |
|---|---|
| Dry Fibre, No. 1 roll | $1 23 |
| Dry Fibre, No. 2 roll | 0 60 |
| Anchor Brand | 1 20 |
| Rosin Sized Sheeting, red.. | 1 05 |
| Do., blue | 0 70 |
| Tarred Fibre, No. 1 roll | 1 35 |
| Tarred Fibre, No. 2 roll | 0 82 |
| Surprise Fibre | 0 70 |
| Tarred felt, per cwt. | 3-80-90 |
| Cyclone (dry) | 1 20 |
| Cyclone (tarred) | 1 30 |
| Joliette (dry fibre) | 0 60 |
| Monarch Sheathing (per 100 lbs.) | 4 00 |
| Asbestos sheeeting (per 100 lbs.) | 13½ 0 15 |
| Carpet Felt, 16 oz. per 10 100 lbs.) | 5 00 |
| Straw, sheathing, dry, per cwt. | 3 05 |
| Do., Do., tarred, per cwt... | 3 20 |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | |
|---|---|
| 5 to 6 lbs., doz. | $11 00 $11 25 |
| 6 to 7 lbs., doz. | 12 00 12 25 |
| Rock— | |
| 7 to 8 lbs., doz. | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 45 |
| 4 gross (cartons), 4½ in. | 1 45 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |
| 4 in.. | 76 85 | 97 01 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 9 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy pipe, to to 6 inch | 20% |
| Medium and extra heavy fittings, 2 to 6 inch | 35% |
| 8 inch pipe and fittings | 15% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 33 1-3 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

| Bon-Ton Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

| ROOFING | Per square |
|---|---|
| Amazon, 1 ply | $2 05 |
| Amazon, 2 ply | 2 35 |
| Amazon, 3 ply | 2 70 |
| Samson, 1-ply roll | 2 50 |
| Samson, 2-ply, roll | 2 95 |
| Samson, 3-ply, roll | 3 50 |
| R. S. Special, 1 ply | 1 75 |
| R. S. Special, 2 ply | 2 00 |
| R. S. Special, 3 ply | 2 25 |
| Everlastic, 1-ply | 1 90 |
| Everlastic, 2-ply | 2 20 |
| Everlastic, 3-ply | 2 85 |
| Good Luck, 1-ply | 1 80 |
| Good Luck, 2-ply | 2 10 |
| Good Luck, 3-ply | 2 45 |
| McCombe, Sp., 1-ply | 1 70 |
| McCombe Sp., 2-ply | 1 95 |
| McCombe Sp., 3-ply | 2 30 |
| Panamoid, 1-ply | 1 70 |
| Panamoid, 2-ply | ( 95 |
| Panamoid, 3-ply | 2 30 |
| Black Cat, 1-ply | 2 05 |
| Black Cat, 2-ply | 2 35 |
| Black Cat, 3-ply | 2 70 |
| Black Diamond Ready Roofing, 2-ply | .... |
| Black Diamond Ready Roofing, 3-ply | .... |
| Liquid roofing cement, per gal., in barrels | 0 31 |
| 5 and 10 gal. lots, per gal. | 0 44 |
| Coal Tar (refined), bbl. | 8 25 |
| Roofing Pitch, per cwt. | 1 20 |

F.o.b. Toronto and Montreal.

| ROPE | Lb. |
|---|---|
| Pure Manila basis | 32 |
| Beaver Manila basis | 28 |
| New Zealand hemp basis | 28 |
| Sisal basis | 25 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 25 |
| Double lath yarn | 25½ |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 73-76¼ |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |
| | Dozen |
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

| SCALES | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 60 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Tronto, Montreal.

# A SPLENDID TIME

TO PUSH THE SALES OF WINDSOR SOLVENT STAINS IS THE FALL SEASON.

Dealers who are themselves educated to the wonderful performance of these stains reap fine profits with very little effort—just from showing the stains and carrying on a very simple demonstration of what can be done by their use.

IT SEEMS LIKE MAGIC to see the wood changed in color without disturbing the original varnish surface. The stain penetrates the varnish, leaving it intact, but light oak may be made mahogany, walnut turned to green or weathered, and similar combinations.

A SIMPLE REQUEST to us will bring you all information and put you on the road to additional profits in your paint department.




## "New Era" Paints

ARE "**QUALITY**" GOODS. Their reputation puts them in the very fore-front of Canadian paints and marks the agent as a "QUALITY DEALER."

Floors painted in the fall make an all-winter pleasure in the home. They give brightness and warmth to the dull and cold seasons. See that you have FLINT COAT in all the lovely colors, prominently displayed just now.




*Canadian Made Goods Made for Canadians*
*by Canadian Labor and Capital*

**Standard Paint & Varnish Co., Limited**

WINDSOR, - ONTARIO

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $13 75 |
| 1 | 13 20 |
| 2 | 12 65 |
| 3 | 11 55 |

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1903.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75 % |
| Wood, O.H., bright | 75 % |
| Wood, F.H., brass | 55 % |
| Wood, R.H., brass | 52½% |
| Wood, O.H., brass | 52½% |
| Wood, F.H., bronze | 50 % |
| Wood, R.H., bronze | 47½% |
| Wood, O.H., bronze | 47½% |
| Square cap | 20 |
| Hexagon cap | 20 |

**Wooden Bench Screws**

| | |
|---|---|
| Dozen | $7 30 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

**Premier Galvanized**

| | |
|---|---|
| 10¾ oz. | $8 10 |
| U.S. 28 | 7 70 |
| U.S. 26 | 7 40 |
| 22 and 24 | 7 18 |
| 18 and 20 | 7 10 |
| 16 | 6 95 |
| 14 | 6 80 |

F.O.B. Hamilton and Toronto.

**SHINGLES, METAL**

| | |
|---|---|
| Standard, galvanized | $10 00 |
| Standard, painted | 8 00 |

Discount 7½%.

**SIDING, METAL**

| | |
|---|---|
| Standard, galvanzed | $8 50 |
| Standard, painted | 6 50 |

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**

Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**

See weekly report

**SPOUTS, SAP**

| | | |
|---|---|---|
| Eureka, per M | $13 50 | $16 50 |

**STAPLES**

See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $18 75 |
| Perfection No. 33, 3-burner | 24 25 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz. | 30 00 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 60 and 10% |
| Revised Hardware Tack List adopted Jan. 1, 1916 | 60 and 15% |
| Double pointed tacks | 60 and 10% |
| Shoe findings list adopted July 5, 1917 | Net List |
| List of Capped Goods adopted Jan. 1, 1916 | 60 2and 15% |

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Canadian Beauty | $4 50 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 16 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor, No. 1 | $ 2 20 |
| Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 5 00 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.

| | |
|---|---|
| 500 ft. | $0 22 |
| 550 ft. | 0 23¾ |
| 600 ft. | 0 25 |
| 650 ft. | 0 26½ |

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**

| | | |
|---|---|---|
| 3-ply wrapping, lb | 0 71 | -0 77 |
| 4-ply wrapping, lb. | 0 73½ | -0 80 |

Montreal.

**WOOD TUBS**

| | |
|---|---|
| No. 0, per dozen | $19 80 |
| No. 1, per dozen | 17 60 |
| No. 2, per dozen | 15 40 |
| No. 3, per dozen | 13 20 |

F.O.B. Newmarket.

**VALVES** %

| | |
|---|---|
| Compression work, standard | 44 |
| High grade | 40 |
| Fuller work, standard | 40 |
| Basin cocks, No. 0, standard | 35 |
| Nos. 1 and 2 | 35 |
| Bath cocks, compression | 45 |
| Flatway stop and waste cocks, standard | 44 |
| Roundway stop and waste cocks, standard | 44 |
| Brass steam cocks, standard | Net list |
| Radiator valves, standard | 31 |
| Do., removable seat | Net list |
| Globe, angle and check valves, standard | 20-22½% |
| Do., Jenkins Disc | 22 |
| Jenkins Valves | Ne list |
| Standard Gate | 25 |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Compodisk Valves | 5-2½% |
| Gate Valves | 15% |
| Regrinding Valves | 5% |
| Swing Check Valves | Net List |

**WARES, ETC.**

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $4.75 | $4.00 | $4.75 |
| Section, ½lb., per 100 lbs. | 4.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 3.25 | 3.25 | 3.25 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $63 00 |
| Garden, steel, doz. | 64 25 |
| Light garden, doz. | 46 80 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 40 |
| No. 10 | 5 50 |
| No. 11 | 5 55 |
| No. 12 | 5 65 |
| No. 13 | 5 75 |
| No. 13½ | 5 75 |
| No. 14 | 5 95 |
| No. 15 | 6 15 |
| No. 16 | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

| | |
|---|---|
| Nos. 0-9 gauge, base | 5 00 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 43 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 64 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 54 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Superba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 90 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.

# Jamieson Sales Mean Larger Profits

"Save the surface and you save all" Paint & Varnish

## *ASK*

the dealer who has been selling our line.

***"HE IS A SUCCESS"***

The veteran painter, tried and proved, the man who does paint well.

***"HE KNOWS"***

The chemist, who can analyze,—he smiles and says

***"ALL RIGHT"***

## *Because*

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.




**R. C. Jamieson & Co., Limited**

Calgary MONTREAL Vancouver

*Owning and operating P. D. Dods & Co., Limited*

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw Umber, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs... | 0 15 |
| Burnt Umber, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100 lb. kegs.. | 0 15 |
| Raw Sienna, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs.. | 0 15 |
| Burnt Sienna, No. 1, 100-lb. kegs | 0 09½ |
| Do., pure, 100-lb. kegs.. | 0 15 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure..... | 0 35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 12-14½ |
| Indian red, 100-lb. kegs... | 15-20 |
| Indian red, No. 1, 100-lb. k. | 06-10 |
| Lamp black ..... | 0 23-0 25 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 0 05½ |
| Drop black, pure dry ..... | 0 09½ |
| Golden ochre, 100-lb. kegs.. | 0 12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels..... | 0 04½ |
| Yellow ochre, barrels ..... | 0 03½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls.. | 0 03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**
1 lb. tins—

| | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 0 30 |
| Chrome yellow, pure ..... | 0 53 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-28 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 0 34 |
| Umbers ..... | 0 34 |
| Ultramarine blue ..... | 45-48 |
| Prussian blue ..... | 1 00 |
| Chinese blue ..... | 1 00 |
| Drop black ..... | 0 35 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel ..... | 7 47½ |
| C.P.C. Albaglose ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS | Single Thick | Double Thick |
|---|---|---|
| Per 100 ft. | | |
| Under 25 .....$19 90 | | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 28 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 52 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass, 30%; over 3,500 feet an additional 5%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

| GLASS, PLATE | |
|---|---|
| Plates up to 1 foot, each ....$0 80 | |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each .... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each .... | 3 75 |

Gross list, $100 or over, 20%. Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$16 00 | | $16 35 |
| Crown Diamond .... | 16 00 | 16 35 |
| Crown, Pure ..... | 16 00 | 16 35 |
| Green Seal ..... | 16 00 | 16 35 |
| Ramsay's Pure ..... | 16 00 | 16 35 |
| Moore's Pure ..... | 16 00 | 16 35 |
| Tiger, Pure ..... | 16 00 | 16 35 |
| O.P.W. Dec. Pure... | 16 00 | 16 35 |
| Red Seal ..... | 16 00 | 16 35 |
| O.P.W. English .... | 16 20 | 16 55 |
| Elephant Genuine.... | 16 50 | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

| LEAD (RED DRY) | |
|---|---|
| Genuine, 560-pound casks, per cwt...$12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... 13 00 | 15 50 |
| Less quantity ..... 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

**LEAD, ARSENATE**

| | Per pound Dry | Paste |
|---|---|---|
| Barrels, 600 lbs. .. | $.... | $0 21 |
| 200s ..... | 0 32½ | .... |
| 100s ..... | 0 33 | 0 22 |
| 50s ..... | 0 33 | 0 23 |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| Elephant, colors ..... | 4 55 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 55 |
| Minerva, white ..... | 4 90 |
| Minerva, colors ..... | 4 65 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Fresconette, white..... | 3 60 |
| B.-H. Fresconette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 5 55 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 3 75 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 60 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 55 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 65 | $5 95 |
| Bulk, 100-lb. drums.. | 6 50 | 6 80 |
| Bulk, 25-lb. drums... | 6 75 | 7 05 |
| Bulk, 12½-lb. irons.. | 7 00 | 7 30 |
| Bladder, in bbls. .... | 7 00 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

| ROSIN | |
|---|---|
| Barrels, 100 lbs. .....$11 50 | |
| Less, per lb. ..... | 0 14 |

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

| PAINT AND VARNISH REMOVER | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 3 50 |
| B.H. Maritime Spar, list .... | 7 20 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 00 |
| Jasperite Pale Hard Oil ..... | 2 25 |
| Jasperite Indestructo Floor Varnish ..... | 3 00 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. .... ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior .... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white .... .. ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... .... ..... | 3 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | |
|---|---|
| XXX ..... | 0 18 |
| XX ..... | 0 16¾ |
| X ..... | 0 15¾ |
| XC ..... | 0 13½ |
| Japanese ..... | 0 13 |
| XXX Extra ..... | 0 19 |
| XX, grand ..... | 0 17¾ |
| XLCR ..... | 0 16½ |
| X Empire ..... | 0 15¼ |
| X Press ..... | 0 14 |

| COLORED | |
|---|---|
| No. 5 ..... | 0 13¾ |
| No. 1 ..... | 0 12¾ |
| No. 7 ..... | 0 11¾ |
| No. 1A ..... | 0 10¾ |
| No. 1B ..... | 0 09¾ |
| Fancy ..... | 0 15 |
| Lion ..... | 0 18½ |
| Standard ..... | 0 12 |
| Popular ..... | 0 10½ |
| Keen ..... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| C. & B. Floor Wax ..... | $0 40 |
| B.H. Wax ..... | 0 45 |
| Ronuk Floor Wax, lb. ..... | 0 38 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... .. ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... .... 0 53 | 0 62 |
| Johnson's ..... | 0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Edwards, lb. .... .. ..... | 0 40 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. ..... .....$2 50 | |

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. .....$3 00

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... | 2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



# GLASS

Now is the Time to Sort up on

## WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

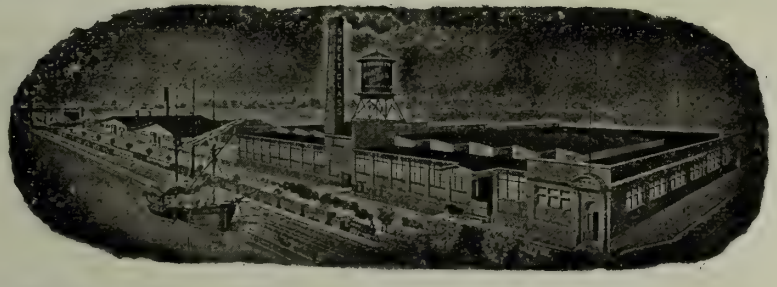
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

RED

**S**

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

**BARS, CROW.** $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

**BORAX.** Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

**CLEVISES, MALL.** 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | .... | .... |
| 26 to 40 | .... | .... |
| 41 to 50 | .... | .... |
| 51 to 60 | .... | .... |
| 61 to 70 | .... | .... |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

**HARVEST TOOLS.** 17½%.

### HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED

"Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 40 |
| 28 Am. or 26 Eng. | 9 00 |
| 26 Am. or 26 Eng | 8 70 |
| 24 | 8 55 |
| 22 | 8 55 |
| 18 and 20 | 8 40 |
| 16 | 8 25 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

| | |
|---|---|
| Mrs. Pott's No. 55, set | $2 25 |
| Mrs. Pott's No. 50, set | 2 35 |

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $12 50 |
| Lightning | 12 50 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $18 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 18 00 |

**LEAD PIPE,** $12.40.

**LEAD WASTE,** $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 50 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 00 |
| O-Cedar Polish, No. 3 | 12 00 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.65.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

**NETTING.** Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Chipper, spun, per 100 lb. | $24.00 |
| Chipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

| | Doz. |
|---|---|
| O-Cedar— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 10 80 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# Economy Is a Great Sales Force




## SILKSTONE

(REGISTERED TRADE MARK)

**FLAT WALL COLOURS**

**The Economic Appeal** is a powerful force in business to-day. Economy for your customer can also mean good profits for you—no salesman needs argument on that. It may mean larger profits on each sale, or more turnovers per year; what you as a business man want is a constant flow of money with a profit in it to your cash register. Silkstone Flat Wall Colours fill this want exactly. Cheaper than wall paper, more sanitary and longer lasting, it can be washed often and never rubs off.

Silkstone gives a beautiful, soft, silky finish. The economy of Silkstone appeals forcibly to all.

**There is something ahead for you; write for our agency proposition.**

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER,** Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 80 |
| 22-24 gauge | 7 85 |
| 26 gauge | 7 90 |
| 28 gauge | 8 00 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $16.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 23 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

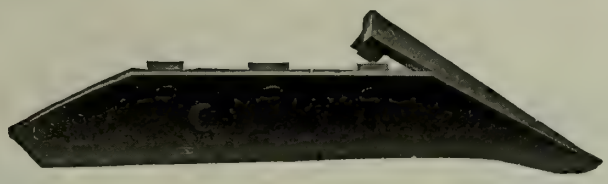
| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| Trimo— | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance,

# CRESCENT SHARES



**OVER 1,000 PATTERNS.** **PERFECT IN FIT AND FINISH**

## Sandoval Rolling Coulter
## Harrow Teeth

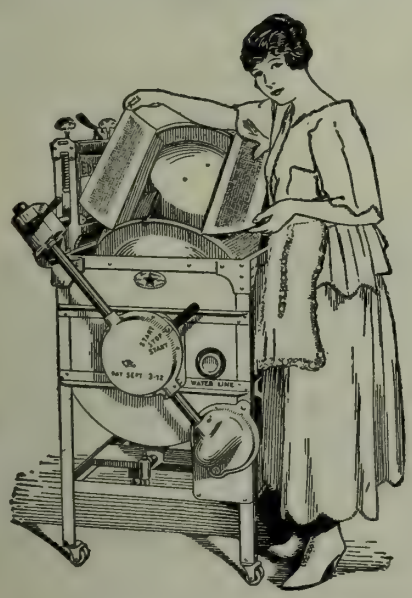
**Every Hardware Merchant in Western Canada should have these in stock.**

**The demand is assured. How is your supply? Better send us your order to-day.**

---

## D. ACKLAND & SON, Limited

**WINNIPEG** ∴ **CALGARY**



# THE BIG MARKET
## *—IS AT HAND—*

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

***THE EDEN DOMINATES ITS MARKET***

Because its construction is time tested.

Because it has twenty-five inimitable and exclusive features.

Because it is nationally advertised.

Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

***THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.***

## GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

**WINNIPEG** **MANITOBA**

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

# 1869

# Golden



## Fifty Years in Step With the Progress of the Canadian Northwest

Each day of the fifty years from 1869, when the first Ashdown store was erected and goods were shipped by ox-cart, to 1919, when a marvellous wholesale organization supplies Western Canada by trainload shipments, the name of J. H. Ashdown and the Diamond "A" Trade-Mark have gained a stronger place for Quality and Service in the confidence of the public.

Half a century of successful merchandising is behind Diamond "A" Trade-Mark. It stands for the highest quality hardware and is backed by all the resources of the largest hardware house in Canada.



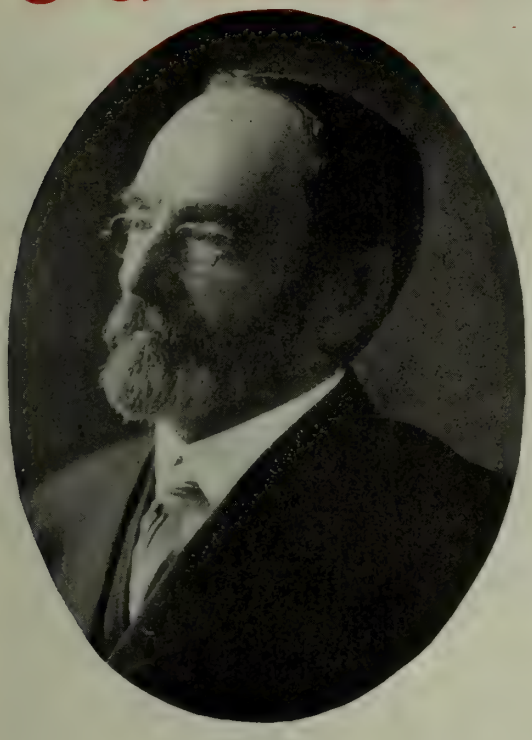


# The J. H. Ashdown Hard

Calgary WINN

# 1919

# Jubilee






Calgary Warehouse




Saskatoon Warehouse




Head Office, Winnipeg

## Fifty Years of Service Backed by Continuous Public Confidence

have made Ashdown's a household word for good hardware.

From the days of the Indian, the Pioneer and the Buffalo to the days of the Automobile, the Submarine and the Airplane, Ashdown's has been building, day by day, a great promise of continued faithful service and highest quality during the next 50 years.

# ware Company, Limited

IPEG

Saskatoon

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

**Abrasives**
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Implements**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
Robertson & Murphy, Ltd., Montreal, Que.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrel Stands**
Wakyte Mfg. Co., Winnipeg.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

**The Floor Varnish that Satisfies the Customer.**

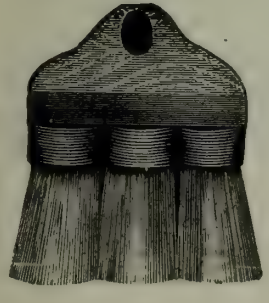
## BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA



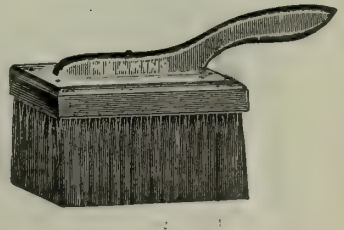

# MEAKINS BRUSHES

## A Brush to Suit Any Customer



and each the best of its kind. Meakins Brushes are made with extraordinary care, of perfect material by skilled Canadian labor.

You can confidently back Meakins Quality, and the customer's satisfaction is reflected in your repeat sales. It's a profitable line to sell.



## Meakins & Sons, Limited, Hamilton, Ont.

**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
TheBoeckh Co., Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog,**

**Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closets**
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Clothes Horses**
Stratford Mfg. Co., Stratford, Ont.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Cookers, Fireless**
Royal Fireless Cooker Co., Ottawa, Ont.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crocks, Butter**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
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The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Drain Pipe Cleaners**
Herbert Terry & Sons, Redditch, Eng.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Electro Plate Ware**
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Exterminator, Rat and Roach**
The Common Sense Mfg. Co., Toronto.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates.**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Force Cups**
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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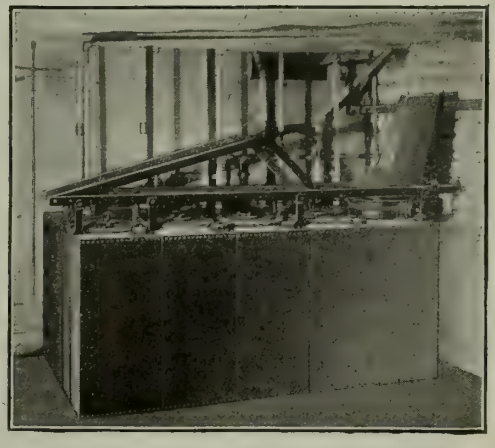
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are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

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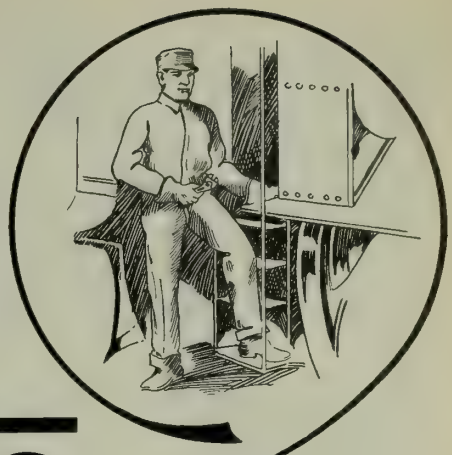
**CANADIAN TUBE & IRON CO., LIMITED,** MONTREAL
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# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
**Fruit Jars**
Walter Woods & Co., Hamilton.
**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.
**Fuses, Electric**
The Hesco Electric Mfg. Co., Toronto.
**Fuses, Electric, Refillable**
The Clemens Electrical Jorporation, Hamilton.
**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
**Floor Stands**
Jenkins Bros., Ltd., Montreal.
**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.
**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont
**Flag Holders**
J. E. Beauchamp & Co., Montreal.
**Flint Cloths**
John Oakey & Sons, London, Eng.
**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.
**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont
**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
**Garden Seeders and Hoes**
The Bateman-Wilkinson Co., Ltd., Toronto.
**Garden Seats**
J. E. Beauchamp & Co., Montreal.
**Garden Tools**
The Bateman-Wilkinson Co., Ltd., Toronto.
**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.
**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.
**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.
**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.
**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.
**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.
**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.
**Glue, Flake**
W. Harris & Co., Toronto.
**Glue, White**
W. Harris & Co., Toronto.
**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.
**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.
**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.
**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.
**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.
**Glaziers' Diamonds**
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.
**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.
**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.
**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.
**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Graphites**
Canada Asbestos Co., Montreal, Que.
**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.
**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont
**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.
**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.
**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.
**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont
**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.
**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.
**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Gum**
Firelight Supplies, Manchester, England.
**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.
**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.
**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
**Hammocks**
Galt Robe Co., Galt, Ont.
**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.
**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.
**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.
**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
**Hand Taps**
Wells Bros. of Canada, Galt.
**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.
**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.
**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.
**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.
**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.



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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Ingersoll Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Jugs**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties Ltd., Calgary.
Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
The Powerlight Co., Ltd., Winnipeg, Man.
Western Lighting Agencies, Ltd., Saskatoon, Sask.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lock Springs**
Herbert Terry & Sons, Redditch, Eng.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont

**Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.

**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

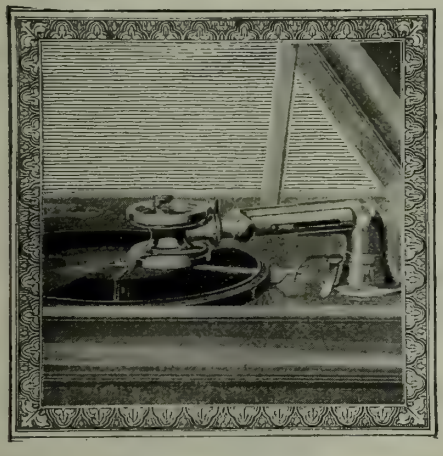
**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

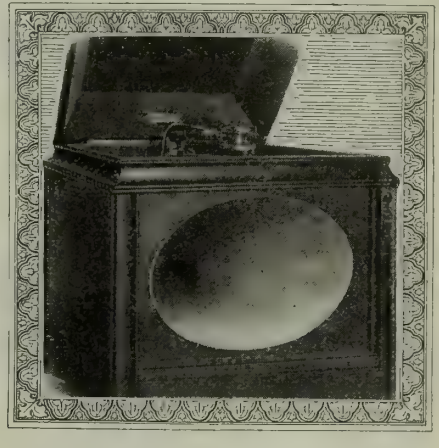
The Brunswick
ALL PHONOGRAPHS IN ONE

# Now's The Time To Put In The BRUNSWICK Line

This is the harvest season in the phonograph business. You might just as well be making the extra profit which the Brunswick line will bring you.

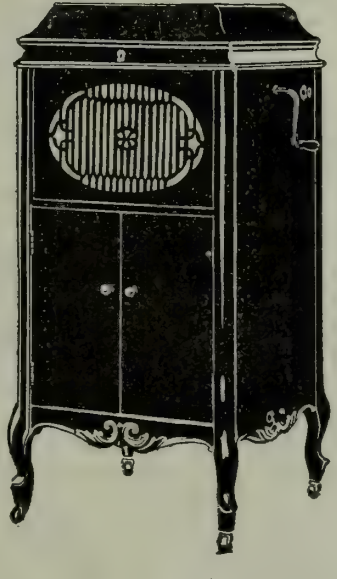


Because of its new method of reproduction the Brunswick is the FINAL phonograph. "It is all phonographs in one."



## The Ultona

—an exclusive Brunswick invention — plays a very important part in phonograph sales. It carries the Diamond Point, the Permanent Jewel Point and the steel needle holder ALWAYS in position, ready, at the mere turn of a hand, to play each make of record. Then, in the tone arm is the WEIGHT ADJUSTMENT that gives the exact weight for each record and prevents all possibility of injury to any make of record. This is a selling point of exceptional value and found only on the Brunswick.



## The All-wood Oval Tone Chamber

In this Brunswick feature you have another most convincing selling point. The complete absence of all metal in its construction results in the elimination of harsh metallic notes. This is no mere assertion. It is a fact that you can prove to every customer by actual demonstration. This tone-chamber combines with the Ultona to give the perfect method of reproduction. It is the method that makes the Brunswick the one truly universal phonograph.

Progressive dealers everywhere are adding the Brunswick as a line that can be depended upon for permanent business development.

***Increase Your Phonograph Sales This Fall***

The Brunswick will help you do it. Now is the time to secure an agency. Write to-night for our dealer's proposition.

## THE MUSICAL MERCHANDISE SALES CO.

**General Offices: 819 Yonge St., Toronto**

**Western Office**
**Winnipeg: 143 Portage Ave. E.**

**Eastern Office**
**Montreal: 582 St. Catherine**

# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton. Eng.
**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.
**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.
**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Burners, Kerosene**
The Canada Oil Burner Co., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hole Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.
**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.
**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
**Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.
**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.
**Paris Green**
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.
**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.
**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.
**Packing Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Pastes**
Stuart & Foster, Toronto.
**Paste, Dry**
Stuart & Foster, Toronto.
**Perforated Sheet Metals**
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rings**
The Brown Engineering Co., Toronto, Ont.
**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.
**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaner**
The Chamberlain Desolvo Co., Toronto.
**Pipe Cutters**
The Borden Canadian Co., Toronto.
**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Clay Sewer**
Clay Products Agency, Ltd., Toronto, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., Toronto, Ont.
Soren Bros., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Planters and Diggers, Potato**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.




# PROTECTION ABSOLUTELY

The **KYANIZE** Exclusive Agent receives the full benefit, the sole benefit of the most extensive and powerful advertising campaign ever devised for Exclusive Agents.

**Kyanize Products**
KY-AN-IZE

***The Business - building Varnishes and Enamels***

## Sell

quickly, easily, because the dealer is assisted by a well rounded, balanced advertising force, including dominant National Magazine Advertising, sales winning letters, high grade displays and attractive literature that is a **real** help in winning profitable customers.

## Stay Sold

because we guarantee *absolute satisfaction* with every Kyanize Product, "money back for the empty can."

***TO LIVE DEALERS***

In towns where there is now no Kyanize Agent a real opportunity awaits the energetic dealer who will write for the Kyanize proposition today. Don't wait—write *now*.

**Boston Varnish Company**
KY-AN-IZE

Chicago Warehouse and Office 519 Roosevelt Road

Everett Station Boston, U.S.A.

San Francisco Warehouse and Office 269 Eighth St.

J. H. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon
Robertson, Forster & Smith, Limited, St. John, New Brunswick.
Bogardus, Wickens, Limited, Vancouver, B.C.
Sturgeons, Limited, Toronto, Ont.

*The Prince of Nails*

# "GRAHAM"

*Specify our*

**Nails, Wire, Bale Ties, Straightened Rods and Staples.**

## THE GRAHAM NAIL WORKS

*Operated by the Canada Metal Co. Limited*

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

## Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

# TARRED FELTS

# and SHEATHINGS

Made at our own Paper Mills.

# *SAVE COAL*

BY USING

# BUILDING PAPER

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes**
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

**Polishes, Brass**
Stuart & Foster, Toronto.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polish, Silver**
Stuart & Foster, Toronto.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

**Polish, Cream, Metal**
Stuart & Foster, Toronto.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Radiolite Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rat Poison**
The Common Sense Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
Harrington & Richardson Arms Co., Worcester, Mass.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

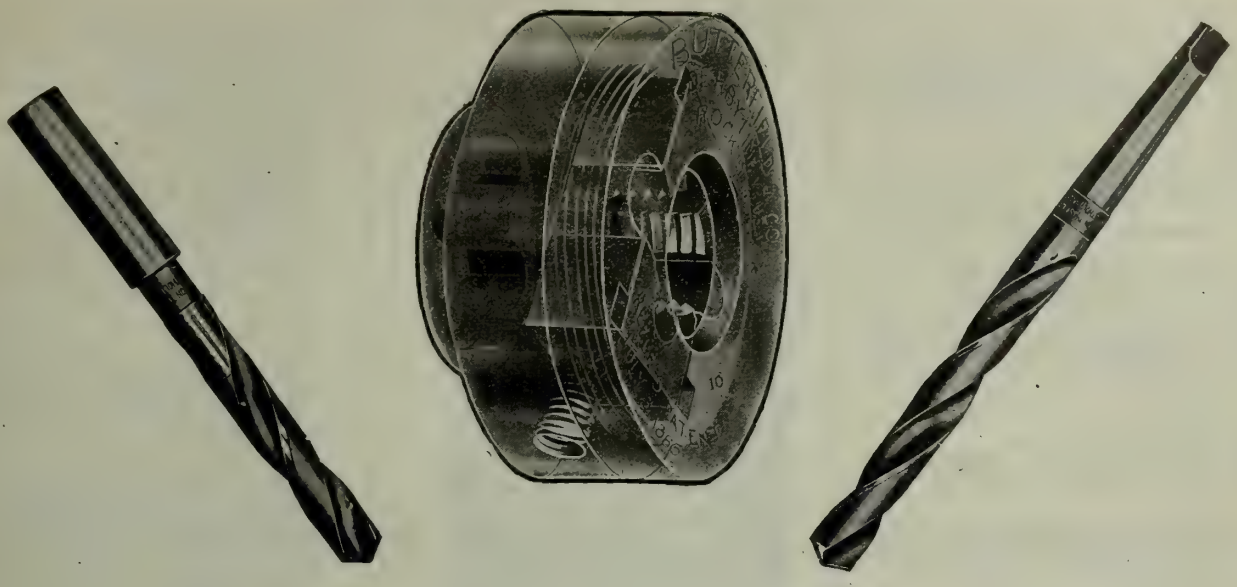
**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

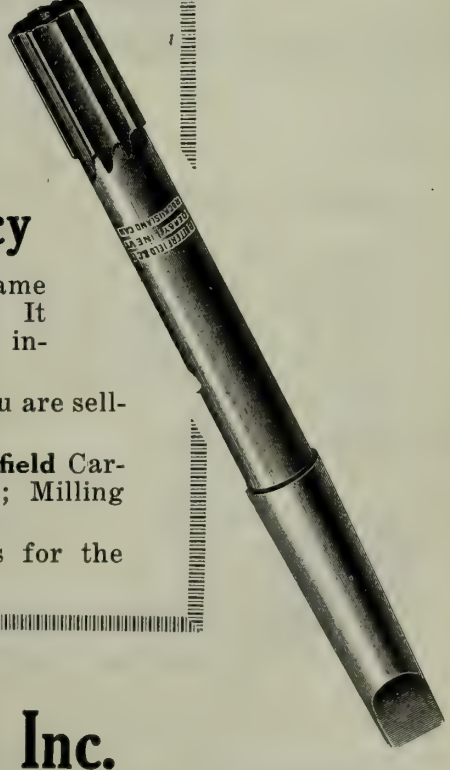
**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.



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**Rock Island**

**Quebec, Canada**

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**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.
**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.
**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont
**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Skis**
The Northland Ski Co., St. Paul, Minn.
**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Co., St. Paul, Minn.
**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.
**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.
**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Snow Shoes**
The Northland Ski Co., St. Paul, Minn.
**Snow Shoe Harness**
The Northland Ski Co., St. Paul, Minn.
**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.
**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.
**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.
**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.
**Soot, Destroyer**
Canada Witch Co., Ltd.
**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.
**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.
**Spanners**
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.
**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.
**Sponges**
Evans & Co., Ltd., Montreal, Que.
**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.
**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.
**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
**Spring and Presswork Specialties**
Herbert Terry & Sons, Ltd., Redditch, Eng.
**Spring Dies**
Wells Bros. Co. of Canada, Galt.
**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.
**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.
**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.
**Stoneware**
Medalta Stoneware, Ltd., Medicine Hat, Alta.
**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.
**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.
**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.
**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.
**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.
**Stove Lining**
Geo. W. Reed, Montreal.
**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.
**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.
**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.
**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.
**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton.
**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.
**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.
**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.
**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.
**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.
**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.
**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.
**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.
**Thermometers**
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.
**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.
**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Tiling, Walls and Floor**
Barton Netting Co., Windsor.
**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.
**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.
**Tin Plate**
Joseph R. Martin & Co., Montreal, Que.
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q
**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea
**Tires and Tubes, Automobile and Motor Tr**
Canadian Consolidated Rubber Co., Montrea
Crown Cycle & Motor Co., Montreal.
The Dayton Airless Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Sterne Tire & Tube Co. of Canada, L
Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.




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*"A Perfect Finish For Every Purpose"*

you can give your guarantee with every sale, for we will support you in every instance.

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Presto Patch Co., Toronto, Ont.
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W. C. Wood Co., Minneapolis, Minn.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

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J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Co., Ltd., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto.

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co of Canada, Ltd., Toronto.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wm. Kribs, Hespeler, Ont.

**Try Squares**
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Stone Co., Cleveland, Ohio.

**Tube Rubber**
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**Tungsten Lamps**
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North American Hardware Co., Ltd., Montreal.

**Turning Tools**
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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinsinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
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The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valves, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Standard, Globe, Angle and Check**
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The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
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Boston Varnish Co., Everett Station, Boston.
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Canada Paint Co., Montreal.
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Firelight Supplies, Manchester, Eng.
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Wm. Harland & Sons, Toronto, Ont.
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McArthur Irwin, Montreal.
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Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
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G. F. Stephens & Co., Ltd., Winnipeg.
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Stover Mfg. & Engine Co., Freeport, Ill.

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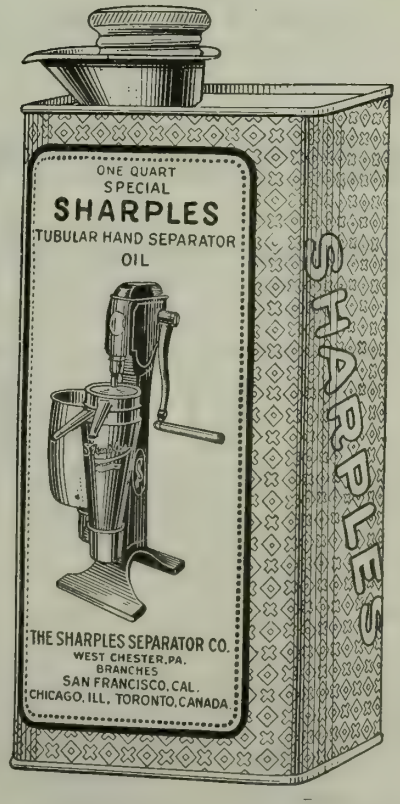
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Laidlaw Bale-Tie Co., Ltd., Hamilton.
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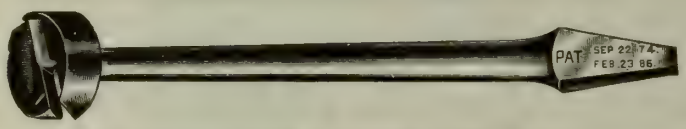
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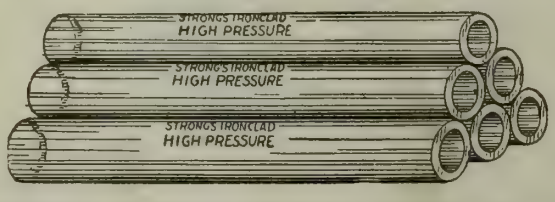
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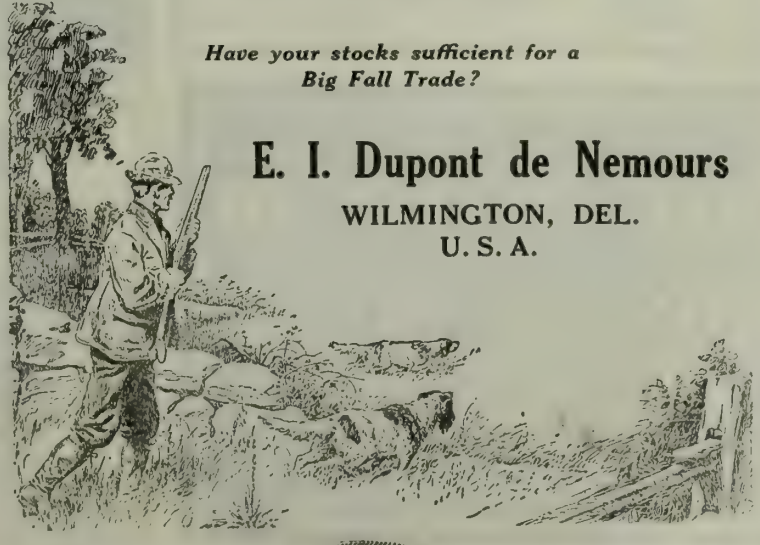
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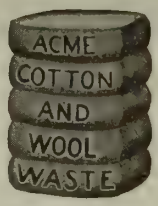
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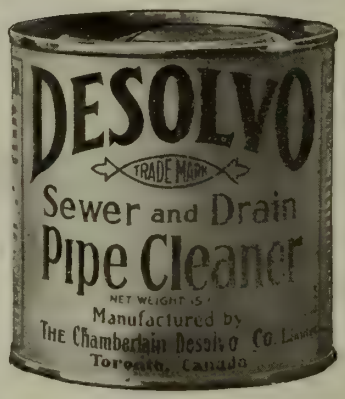
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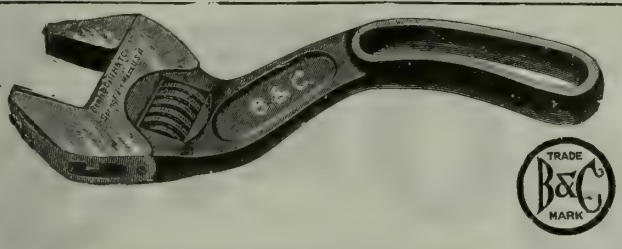
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**The Fram Mfg. Co., Limited**
BIRMINGHAM, ENGLAND.

After heavy war time calls on their production are now in a position TO EXPORT THE GOODS IN THE MODELS you want, at the prices you want to pay.




## Combination Service Wrench

Does the work of a good monkey or pipe wrench. Made of 2 forged steel bar case hardened throughout. Construction has double strength. A time saver. Does away with carrying two wrenches. Guaranteed. Sell them and better please your customers. Write for prices.

**BEMIS & CALL HDW. & TOOL CO.**
Springfield, Mass., U.S.A.



## GET THIS TRADE MARK FIXED IN YOUR MIND

*It has stood for Accuracy since 1860*

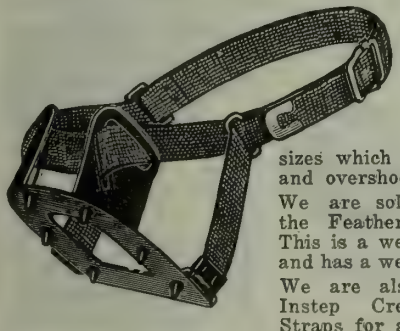
WILDER

**ACCURATE THERMOMETERS**
**Get Them from your Jobber**

*Made by*

**THE WILDER-PIKE THERMOMETER CO., Inc.**
Fulton Street - TROY, N.Y., U.S.A

## CHURCHILL'S "ICE GRIPPER"



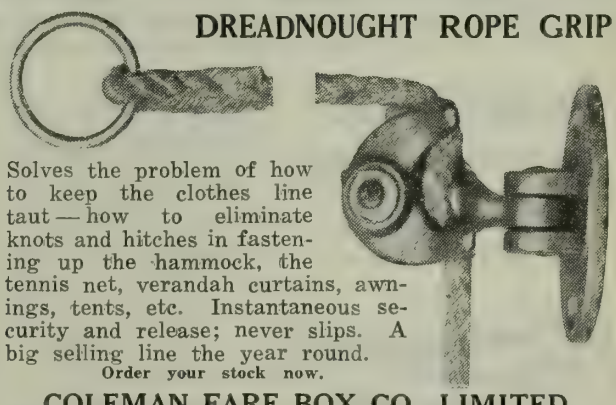
Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

**CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.**

## DREADNOUGHT ROPE GRIP



Solves the problem of how to keep the clothes line taut — how to eliminate knots and hitches in fastening up the hammock, the tennis net, verandah curtains, awnings, tents, etc. Instantaneous security and release; never slips. A big selling line the year round.

Order your stock now.

**COLEMAN FARE BOX CO., LIMITED**
1191 BATHURST STREET - - - TORONTO

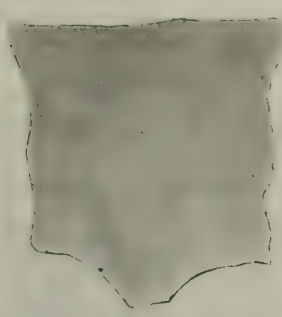



## Maple Leaf Belt Dressing

adds life and efficiency to a belt, eliminates slipping and stretching, makes a belt waterproof, stops wear and tear.

Order from your jobber.

**DOMINION BELTING COMPANY, LIMITED**
HAMILTON CANADA



## Chamois Skins

**With a few exceptions**

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

**EVANS & COMPANY, Limited**
Coristine Bldg. Montreal, Canada

*We represent two of the largest factories in the world.*

## THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

**Babbitt Metals**

**Guaranteed Solders**

**Also Pig Lead, Banca Tin, etc.**

**VANCOUVER, B.C. P.O. BOX 1060**

## Hamilton Gas Mantles

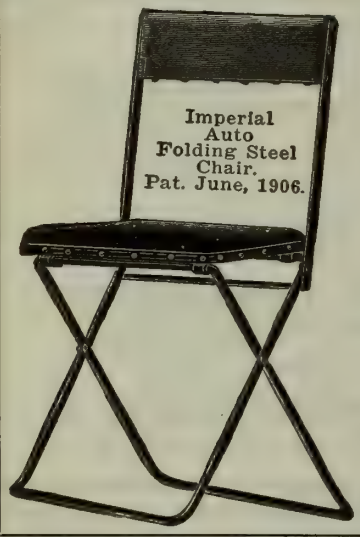
Made in one grade only —and that is the best

Sold by leading wholesales throughout Canada.

Stock up for your winter trade.

**The Hamilton Gas Mantle Company, Limited**

Toronto Hamilton, Canada Montreal




## Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

**Imperial Bit & Snap COMPANY**

**RACINE - WISCONSIN**

## BOLTS

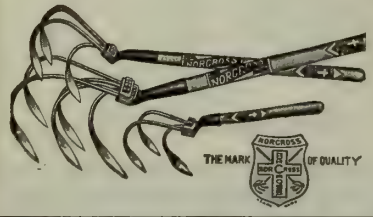
Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

**LONDON BOLT & HINGE WORKS**

**LONDON, CANADA**

## "NORCROSS" Cultivator Hoes

***Have "Built-in" Selling Points***




It is very simple to demonstrate the superiority of NORCROSS Tools. In fact, it's self-evident to skilled gardeners. That's why world famed gardeners use and endorse them.

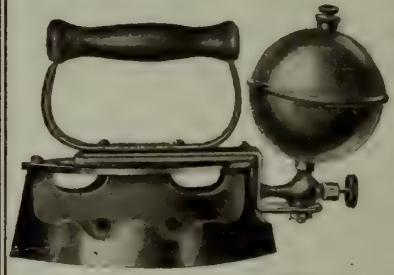
NORCROSS work close up to plants safely; they come in sizes to suit anyone; the 5-prong size may be easily attached to a wheel plow. Handsome, durable and profitable.

**C. S. Norcross & Sons**

**Bushnell, Ill., U.S.A.**

## NOTICE TO THE TRADE

**FOR 6 MOS.** MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

**"COMFORT" IRON**

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

**Big Demand, Good Profit**

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

**NATIONAL STAMPING & ELECTRIC WORKS**

CHICAGO, U.S.A.

## Our Step-Ladder Chairs are Winners



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tubstands, Clothesbars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.



**Otterville Mfg. Co., Limited**

**OTTERVILLE, ONT.**

## EXCELSIOR Wood Packing

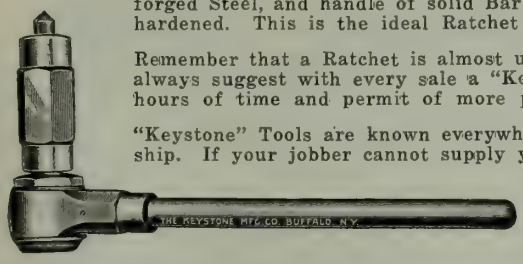
Manufacturers and Jobbers Using EXCELSIOR

Write Us for Prices.

**RANKIN & CO., LIMITED**

**1535 Dundas St. W., Toronto, Ontario**

## Here's the strongest Ratchet Drill made




Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a Drilling Post. Therefore always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

**The KEYSTONE MFG. Co.**
**BUFFALO, N.Y.**
**Postal Station "B"**

"KEYSTONE" Drilling Post or "OLD MAN"






## ENAMELED-SCALE THERMOMETERS

Easy-Reading, Wood Back,
Japanned Tin Case,
Artistic Barometers

*Big Demand* *Good Profit*
*Ask Your Jobber*

**THE LARGE-PIKE THERMOMETER CO.**
**TROY, N.Y., U.S.A.**

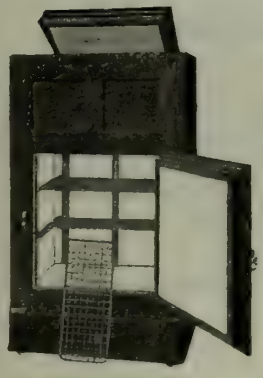
**PLUMBS** **SAND'S** **LEVELS**



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

**Your Jobber Carries Them**

*Canadian Branch:*
**CAMPBELL AGENCIES,** McKinnon Building
**TORONTO, ONT.**



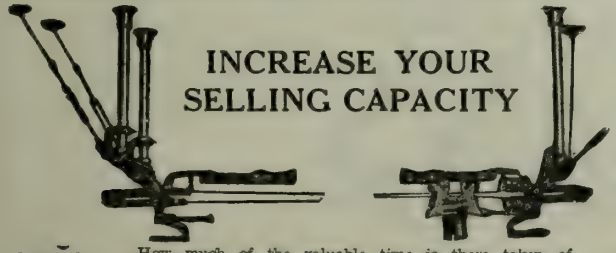
## PARIS

**REERIGERATORS**
**SCREEN DOORS**
**WINDOW SCREENS**
**COMBINATION SCREEN AND STORM DOORS**
**RELIABLE GOODS AND PROMPT SERVICE**
**WRITE FOR INFORMATION**

**Sanderson-Harold Company, Ltd.**
**PARIS, ONTARIO**

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.



## INCREASE YOUR SELLING CAPACITY

How much of the valuable time is there taken of your limited staff of salesmen by running for the purpose of change making? It is fair to presume that one-sixth of it is necessary during the busy periods, when their services are most valuable, which is equivalent to one salesman's time for this purpose in an establishment where there are six salesmen employed; in other words, five salesmen can perform the duties of six when the running is eliminated.

Our Cash Carriers will do this for you, even in a more rapid and efficient manner, and at a greatly reduced cost. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money would be in the custody of one person.

**GIPE-HAZARD STORE SERVICE CO., LTD.,**
**113 Sumach Street**
**Toronto, Ontario, Canada**

## Trade With England

British firm, with important offices in the City of London, England, is prepared to accept selling agencies for Canadian manufacturers of household articles.

Show-room and full selling organization are offered.

**No. 443 c/o Hardware and Metal**
**143-153 University Ave.** **Toronto**

# Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here hold by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

*The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:*

### X "Those Pesky Farmers Out West"

*By Hopkins Moorhouse, author of "Deep Furrows"*

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

### X "Fifty Years in the West"

*By Professor W. T, Allison*

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

### "Further Discoveries of New Lands"

*By Vilhjalmur Stefansson*

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

### X "The Banshee Bell"

*By Edith G. Bayne*

A bright love story laid in the mountains of British Columbia.

## *Other Splendid Features of October MacLean's*

### X "The Turmoil at Ottawa"

*By J. K. Munro*

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the politicial opportunists. It plucks many tail feathers from our party leaders.

### "Spanish Doubloons"

*By Camilla Kenyon*

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

### "The Airy Prince"

*By Arthur Beverley Baxter*

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

### "His Majesty's Well-Beloved"

*By Baroness Orczy*

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

### "Ebb and Flow"

*By C. W. Stephens*

A strong business story laid in the province of Quebec.

*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

## *OCTOBER ISSUE* *Now On Sale At All News Dealers* 20c

**If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.**



# 70% of these cars are lubricated with Imperial Polarine

Motorists everywhere depend on Imperial Polarine for efficient lubrication. Over seventy per cent. of the motor cars in Canada are lubricated with Imperial Polarine.

Practically seven out of every ten cars which pass your door are giving satisfactory service because lubricated with Imperial Polarine. Dealers who sell and recommend Polarine are reaping the harvest of this consumer satisfaction. Motorists naturally buy where they know that their grade of Imperial Polarine is carried in stock in the size they want.

If you don't carry the complete Imperial Polarine line you are automatically keeping much of this business away from your door. The customers you do get may expect just oil when they ask for oil—but the chances are they expect Imperial Polarine. If they don't come back it may be because you didn't give them Imperial Polarine.

If you expect to get 70% of the business from your territory you should carry a complete line of Imperial Polarine—then you'll satisfy your customers—and they'll come again for more Imperial Polarine and other motoring needs as well.

There's a big profit in Imperial Polarine when you build up your volume—a profit worth fighting hard to keep coming.

**Write to 56 Church Street, Toronto, for advertising matter, dealer helps and our dealer proposition.**

**IMPERIAL OIL LIMITED**

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

**BRANCHES IN ALL CITIES**

# You Can Have Brighter, Cleaner Stocks

RID your store of dust—customers both men and women dislike dusty goods. Bright, clean merchandise creates a desire to purchase. Banish dust from your store and maintain your reputation for clean merchandise.

Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

## STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

Imperial Standard Floor Dressing is a high quality non-evaporating *preservative* for the surface of wood, linoleum and oil cloth. One application every three or four months will keep dust off your merchandise and your floors bright and clean.

A gallon is sufficient to treat 500 to 700 square feet of floor surface.

Apply with the Imperial Floor Oiler or an ordinary sprayer.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

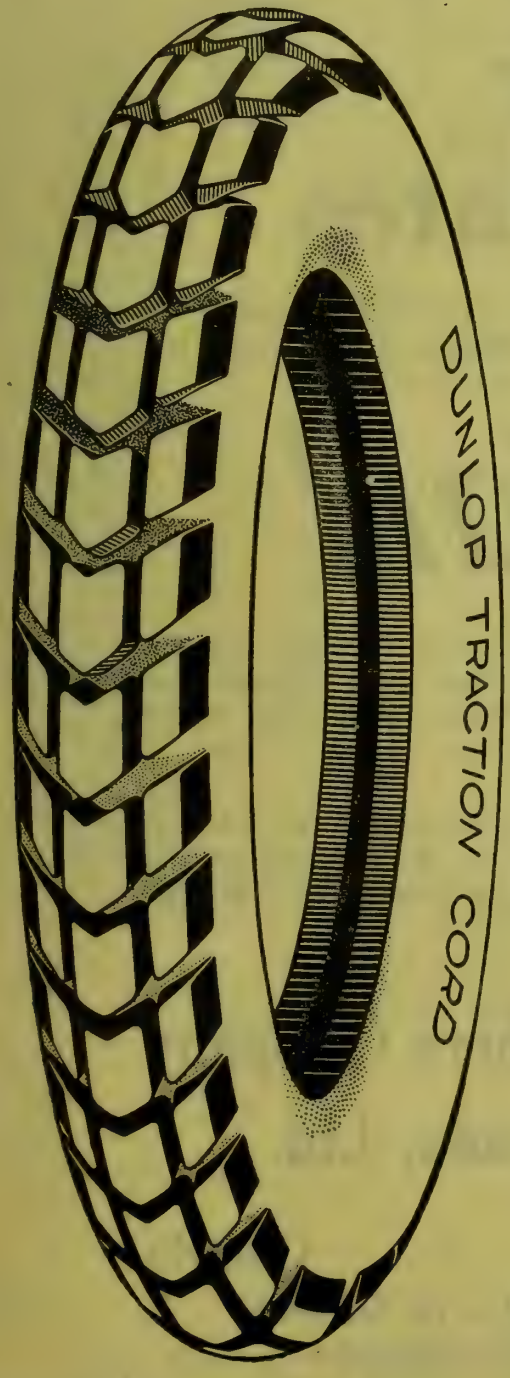
Ask the Imperial Oil man.

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES






# Dunlop Cord Tire —a Triumph

The tremendous popularity of Dunlop Cord Tires to-day is because of the actual lower tire cost per mile when the car is equipped with them; the greater freedom from road shocks, the smaller gas consumption, our fair and square price list and many other features, both money-saving and nerve-saving.

Test Dunlop Service at any Dunlop Depot.

Dunlop Cord Tires, either tread—"Traction," "Ribbed."

Dunlop Fabric Tires obtainable in "Traction," "Special," "Ribbed," "Clipper" and "Plain."

All sizes—30 x 3½ to 37 x 5.

**Dunlop Tire & Rubber Goods Co.**
**Limited**
**Head Office and Factories: Toronto**
**Branches in the Leading Cities**



Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

## Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



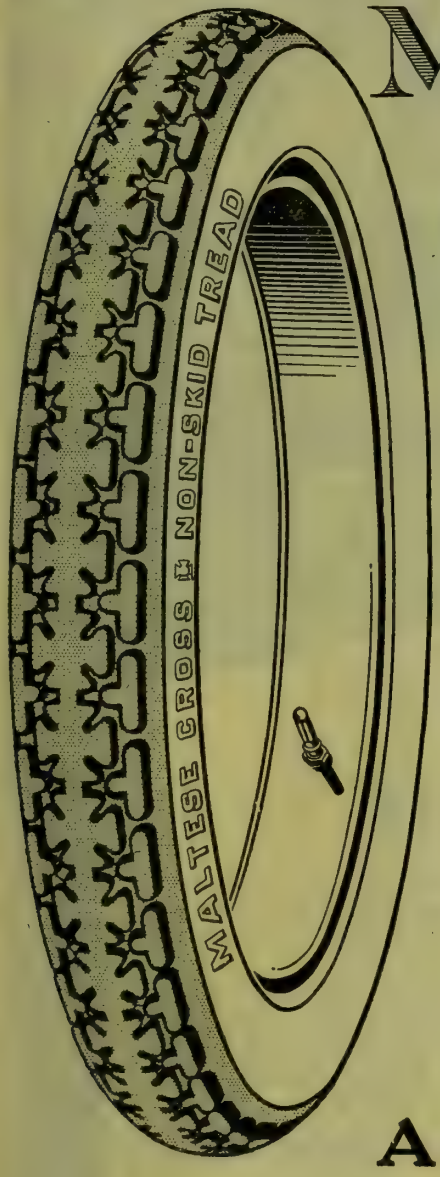
Automobile Set in Leather Roll

## Wells Brothers Company of Canada, Ltd.

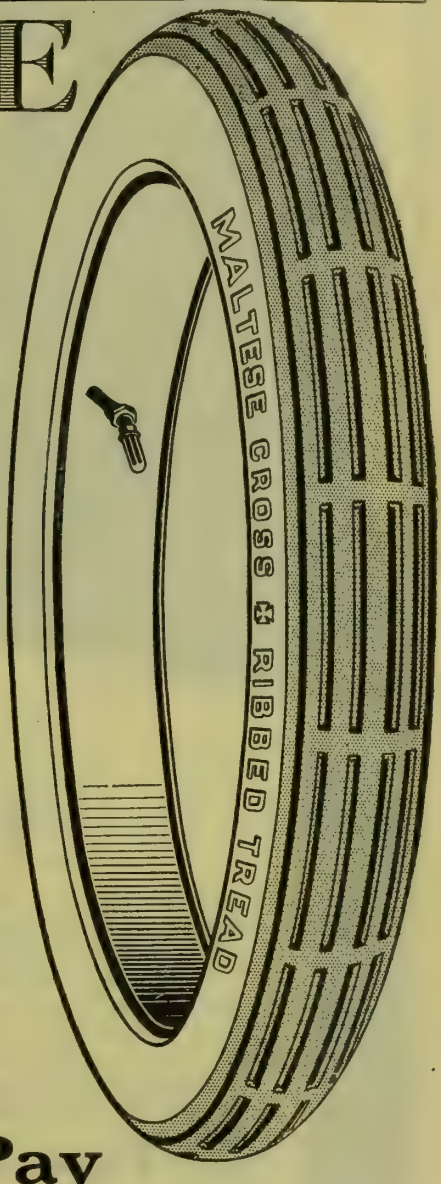
**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**

# Pillars of Good-Will




# MALTESE CROSS TIRES




Good-will can be built rapidly with Maltese Cross Tires. The exacting care taken in every process of manufacture ensures the finished tire being perfect in every respect. Every time you sell a Maltese Cross Tire you win your customer's gratitude. He becomes a real booster for your store.

## A Display Will Pay

A well-arranged display of tires, tubes and accessories in your store or windows will create an interest that can be turned into sales.

**GUTTA PERCHA & RUBBER, LIMITED**

HEAD OFFICES AND FACTORY, TORONTO

*Branches:*—Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria



# SHOW IT —It Sells Itself

Show the motorist how this little vulcanizer can permanently vulcanize his punctured tubes —as good as new—with a firm, flat, feather-edge, **vulcanized** repair—in 5 minutes.

He has read about this wonderful vulcanizer in our advertisements—now let him know you sell it.

Let him see how simple it is—that anybody can perfectly mend tubes with it—anywhere—in any weather—without gasoline, cement or flame—without delay, without danger of injuring the tubes. The vulcanizer will quickly **sell itself.**

The Shaler 5-minute Vulcanizer gives you a good profit selling the vulcanizer—and besides it makes motorists come back to you to buy Patch-&-Heat Units to use with it—and you get "repeat sale" profits—regularly—selling additional Patch &-Heat Units.

## Get These Big Profits—*Order From Your Jobber NOW*

Start now—to increase your sales and profits by demonstrating the SHALER 5-Minute Vulcanizer. It builds business—it sells itself. Order from your jobber to-day to insure prompt delivery—write us for catalog of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use.

**C. A. SHALER CO.** **1509 Fourth St., Waupun, Wis.**

***Oldest and Largest Manufacturers of Vulcanizers in the World.***

# SHALER

## 5 Minute Vulcanizer

# Before you send off that Spring order




## suppose you find out what

# Royal Oak Tires

"TOUGHER THAN OAK"

## have to offer you in the way of profits and good-will

LETTERS from jobbers and dealers arrive almost daily telling us how pleased they are with the sales of Royal Oak Tires, and how enthusiastic customers are over the kind of service they get. These letters are in our files for you to see. We'll gladly send you copies if you're interested. Meanwhile, ask us to lay our special proposition before you. You'll like it, or you'll be vastly different from the rest of the men with whom we do business. Our customers are guaranteed full protection in the matter of prices whether these go up or down. A line to us will bring you the whole story. Won't you let us hear from you to-day?

## Oak Tire & Rubber Co., Limited

**19 Dundas Street East, Toronto, Canada**

**Factory: Oakville, Ontario, Canada**

**Winnipeg Office: 120 Lombard St.**

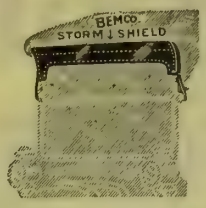
Kindly send me full particulars of your special proposition to dealers.

Name .....

Address .....

.....

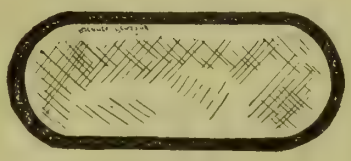
# PUSH THESE FOR FALL SALES




Now that the fall chill is here these wind breakers will please your Ford customers. Show them.



Also, these stick tight curtain windows help keep out the cold.

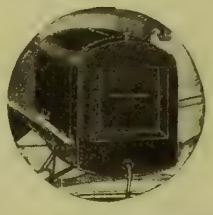


The early dark of fall means that a trouble lamp will come in handy.



Engine covers make the car start easily in cold weather and save gasoline.

While keeping the engine warm why not suggest a car heater.



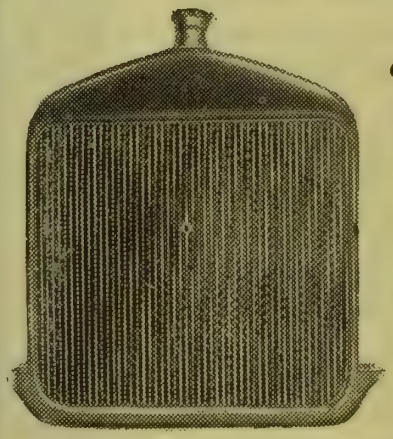


**Mr. Dealer—the next move is to try our "24-Hour Service Worth While." We have them all in stock.**

## WALKER-VALLANCE LIMITED

HAMILTON - - - CANADA

# A Frost-Proof Radiator



## "Perfecto" Radiators

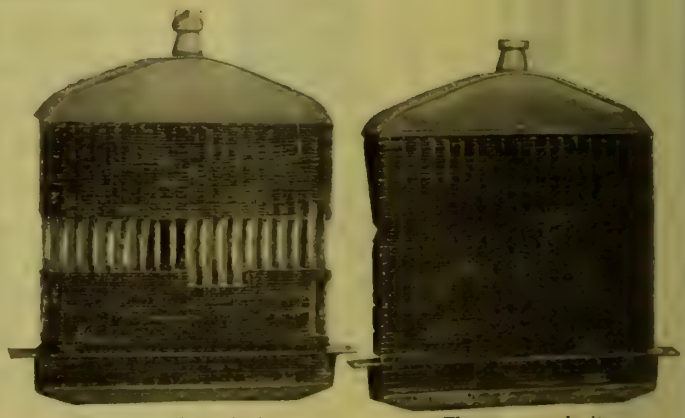
are built on scientific principles, with the greatest cooling service made. No overheating in summer. We know the capability of the "Perfecto" Radiator thoroughly. As an evidence of our confidence in the superiority of the "Perfecto" we offer the following guarantee:

"The undersigned hereby guarantee the "Perfecto" Frost-Proof Radiator, numbered 1919-20, against frost for the coming winter ending March 31st, 1920, by replacing same with our new Perfecto Radiator if same has been burst from frost.

"Guarantee Sheet Metal & Roofing Co."

**A MONEY-MAKING AGENCY.**

A splendid opportunity to increase your turnover lies in "Perfecto" Radiators. Write to-day—a post card will bring the proposition. Ford size, $50. Estitmates free on other sizes.



The way others do it. The way we do it.

## Radiator Repairs

If it's repairs, we have the most up-to-date Radiator Repair Department in Western Canada. Give us an opportunity to demonstrate for you the right kind of repairs—the kind that satisfy.

## Guarantee Sheet Metal & Roofing Company

**490 Portage Avenue, Winnipeg**

# DUTCH BRAND PRODUCTS




## 2 in 1 Cut Filler

**ONE OF OUR BIGGEST SELLERS**

Motorists use Dutch Brand 2 in 1 Cut Filler for filling small cuts, bruises and gashes in casings. This heavy, liquid rubber prevents formation of sand and water pockets.

Easily applied; dries quickly.

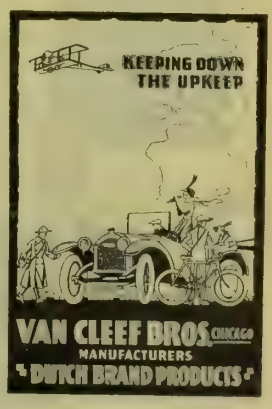
One dozen tubes in attractive cartons—a real "Sales Help." Through your jobber, or write us.

## Fine Shelf Goods For Hardware Merchants

Our lines cover many needs of automobiles, bicycles, trucks, tractors and airplanes. Some of these money makers are Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator-Seal Compound, Valve Grinding Compound, Gasket Shellac—Tire Talc, Tire Fluid, Friction Tape, etc.

### *"Keeping Down the Upkeep" Keeps Sales Up*

We want you to have this little book telling about our products. If you are not already selling Dutch Brand products we'd like you to know about them.
Situated at Chicago we are able to serve Canada promptly to the East or West.
We have splendid equipment for turning out goods; modern buildings, methods and appliances; we maintain a high standard; we advertise extensively, and take care of the trade.




## VAN CLEEF BROS.

*Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties*

**Woodlawn Ave., Chicago**
**77 to 78 Sts.**

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

## "SPHINX"

**England's Most Durable Plug**

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1084 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England




## 'SPHINX'

England's most Durable Plug



## Insist on Getting A Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.






Homer & Wilson

## CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

**Order from your jobber or write direct.**

Homer & Wilson
Lancaster Street
HAMILTON





Patent Pending.

**Keep your chains from running too loose with**

## Merchant's Anti-Skid Chain Tightener

**$1.00 PER PAIR**

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

M. H. MERCHANT CO., 236 Emma Street, Syracuse, N. Y.

# Every Motorist Is a Locktite Prospect



Because it seals a rip or hole in a tube absolutely tight—in a jiffy—with no waiting for the patch to set—

Because it is a complete tube repairing patcher—with cylinder and clamp for holding tube in place—with emery—with strong, Locktite, canvas-back patching sheet—gasoline swab—tube buffer and cement—

That's why the Locktite Auto-New-Matic Patcher is in great demand by all motorists.

Blowouts or punctures—any size repair is made easy with the Locktite.

**HOW IT WORKS**

First place the tube around the container—as shown in the picture. Clean and roughen the surface around the hole with emery, apply cement. Then press on the patch firmly—and the tube is ready to go into casing. No waiting for the patch to set.

**Write for Dealer Proposition**

Find out how motorists regard the Locktite Patcher.

You'll discover that 9 out of 10 will want this handy Patcher that repairs tubes in half the time required by the old-time, antiquated methods.

And just think for a minute—how large the market for this Patcher that gives the auto owner a complete workshop on the road.



Write us to-day for our dealer proposition. Stock up at once—a few of the Patchers displayed on your counter will sell themselves.

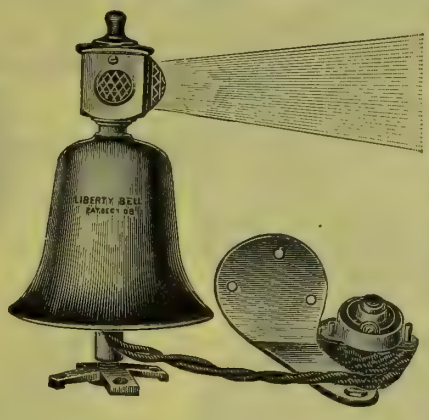
There is a special larger size Locktite Patcher for garages and repair shops.

**Lockite Patch Co., Windsor, Ont.**

American Plant, Detroit, Mich.

# LOCKTITE
## AUTO-NEW-MATIC PATCHER





The Signal of Distinction
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# WARNS
## BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"
## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

**GETS THE RIGHT OF WAY**

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

**A POLITE SIGNAL**

*We have an attractive proposition for you. Write for prices.*

**THE BUNYAN MFG. CO.**

9805 MADISON AVE. - CLEVELAND, OHIO



# North American Hardware Supply Limited

**222 Notre Dame Street West**

**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

## "Diamond Tires"

## "Viko" Aluminum Products

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***




# COLT'S FIRE ARMS

The national advertising back of Colt's Fire Arms serves as a reminder to hunter, trader, trapper, camper, sportsman and householder of what they already know —that **for accuracy, dependability and all-round use there is nothing to be compared with a Colt.**

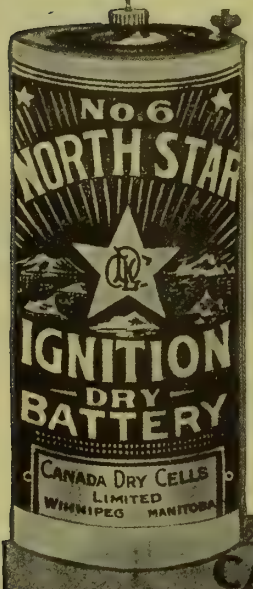
That is why a Colt is always in universal demand.

*We are doing our best to fill all orders.*
*Keep us posted ahead on your wants.*



**Colt's Patent Fire Arms Mfg. Co.**
Hartford, Conn.
*Canadian Representative:* A. Macfarlane & Co., Limited, Montreal, P.Q.






## *Quality Batteries at Reasonable Prices and Good Profits*

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

*All good jobbers sell them.*

**CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA**

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark

ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

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CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

**STEEL and BRASS STAMPINGS of all kinds**

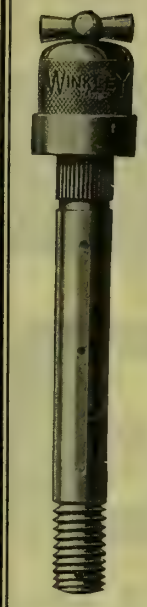
*Write us for quotations*

**CANADIAN LAMP & STAMPING CO., LIMITED**

Makers of the celebrated CLASCO Lamps for Motor Cars

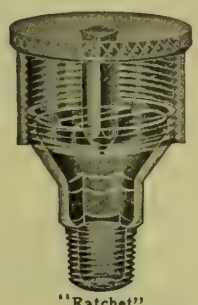
**FORD CITY, ONTARIO**

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Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"





"D"




"M"

Catalogues and Prices Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR

---

MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**

**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

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Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

Hunting
Trapping
Fishing
Camping



Mining
Cruising
Farming
Watching

## ACETYLENE BRILLIANT SEARCHLIGHT

First of acetylene lights worn on the head. On the market over 17 years. Used throughout the world, because of its dependability, and powerful light. Twelve different styles to choose from. Can be operated at one-fifteenth the cost of the average flash lamp. Ask for the Brilliant Searchlight.

The following jobbers in Canada carry a stock at all times:—
**John Hallam, Ltd., Toronto; Marshall-Wells Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton.**

Brilliant Searchlight Manufacturing Co., 529 So. Dearborn St., Chicago, Ill., U.S.A.



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Latest and best air-tight heater. Made of uniform blued steel with a deep lining, all nickel trim, cast iron feet, slide condenser close to pipe collar, pressed cover, reinforced top and altogther a well made, beautifully finished, satisfactory, profitable seller.

**O-Rib-O Mfg. Company**
Winnipeg, Man.

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**Easy Seller Because—**

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

**Order NOW of Your Jobber.**
Manufactured only by
**THE CANNON OILER COMPANY**
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL. Sole Manufacturers
Toronto, Canada



## OWL METALS

We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

**OWL METAL CO., LIMITED, WINNIPEG**

## A. H. FRASER

Representing Manufacturers of
**Hardware and Auto Accessories in Western Canada**
1150 Homer St. VANCOUVER, B.C.

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All sizes of Clear Mica in stock for immediate shipment
*Price List on Application*
**Mica Company of Canada, Limited**
P.O. Box 156, Hull, Que.

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**Stand for Convenience and Service.**

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

**STAR MANUFACTURING CO.**
Carpentersville, Ill., U.S.A.




MYERS WONDERFUL SPEEDY HAND STITCHER.

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

## 'Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co., Ltd.**
OWEN SOUND, ONT.

## SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

**CARON BROTHERS**
Caron Bldg., 233-239 Bleury St., Montreal

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## SMALL TURN BUCKLES



Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

## F. E. LINDSTROM

SWEDEN

# PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

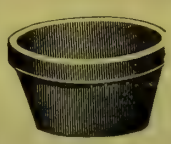
## E. VICTOR VALLANCE

Winnipeg, Canada

*Hardware Manufacturers' Agent*
*Energetic Representation*

"Covers the West and Sells the Best"

HAVE YOU RECEIVED HARDWARE AND METAL'S STOCK ELECTRO CATALOGUE YET?



**Foster Pottery Co.**
HAMILTON - CANADA
Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

## CLIMAX PAPER BALERS



ALL STEEL—FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
**Climax Baler Co.**
Hamilton, Ont.

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.




ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

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| Calgary, Alta. | Vancouver, B.C. |
| Edmonton, Alta. | Hamilton, Ont. |
| Halifax, N.S. | Montreal, Que. |
| London, Ont. | Quebec, Que |
| Ottawa, Ont. | Toronto, Ont. |
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| Victoria, B.C. | Sydney, N.S. |

Reputation gained by long years of vigorous, conscientious and successful work.

**Thomas C. Irving** General Manager Western Canada
TORONTO




## MYERS
"HONOR-BILT"
Hand and Power
PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.

The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St.
ASHLAND, OHIO

## LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

**London Rolling Mill Co., Ltd.**
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY



# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## BADGES

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

## Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

TRADE SAWYER MARK
Registered
STITCHED CANVAS BELTS
*"THE QUALITY BELT"*
PLEWES LIMITED, Distributors, WINNIPEG
*A good concern to do business with*

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS — INSIDE and OUTSIDE LIGHTS OF ALL STYLES. — For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS R-M-Moore & Co. Ltd. VANCOUVER B.C.

## Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands ..... 20c per doz. 90c per 100
Three spiral colored bands ..... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

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FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

BEAR BRAND LAMP BLACKS
*A Germantown of quality that gets big business*
WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST NEW YORK

Swedish Steel Forging Co.
SWEDEN

## RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

## STERLING

Hack Saw Blades and Machines
*Manufactured by*
Diamond Saw & Stamping Works
BUFFALO, N.Y.

TRADE MARK — Springs and Axles
We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.
Automobile, Trolley, Railway and Heavy Coil Springs.
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

## TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

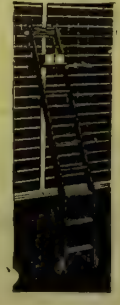
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

*Send Postcard for Catalogue*

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

## PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada



## MILBRADT LADDER

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 13th Street
ST. PAUL, MINN., U.S.A.

## BATH ROOM FITTINGS

K NIAGARA — KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



For quick delivery order your eavetrough, conductor pipe, elbows, corrugated iron, ventilators, etc., from

**WHEELER & BAIN**
**Toronto**



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 318 State St., BOSTON

## ALLEN-FLUX

at it since '93.

When it comes to sodering problems Allen Non-Acid Sodering Flux is the greatest trouble-chaser in the world. Solves all problems and does cleaner, quicker, stronger work. Solders any metal to any metal, including Aluminum.

*A Sodered Joint Is No Stronger Than Its Flux.*

BISSETT & WEBB, Ltd.
126 Lombard St., Winnipeg, Canada

London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*

# Wanted

## HELP WANTED

WANTED—A HARDWARE SALESMAN WITH experience in advertising and window dressing. Apply to McKelvey & Birch, Kingston, Ont.

WANTED—MANAGER FOR LARGE RETAIL hardware store; state age, experience and salary; splendid opportunity for advancement. Box 459, Hardware & Metal.

WANTED — EXPERIENCED HARDWARE salesman. Apply stating experience and salary required to Mills Hardware Co., Hamilton.

WANTED — HARDWARE CLERK (SINGLE preferred) for store in good town, Eastern Ontario. Must be good clerk and window dresser. References required. State salary and full particulars. Box 446, Hardware and Metal.

## FOR SALE

HARDWARE STOCK OF ABOUT $2,000, nicely assorted, will sell at rate on the dollar. Can be continued or moved. This is a real bargain. C. W. Watson, 1160 Dundas St. West, Toronto.

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

**HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?**

## AGENCIES WANTED

AGENT—CONNECTION IRONMONGERS, CUTlers, stores, etc., wants sole agency for Britain in American razors, scissors, pen-knives, etc.; terms and references. Osborne, Viewmount, Dunblane, Perthshire, Scotland.

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

**GAETZ & COMPANY**

**49 Upper Water St., Halifax, N.S.**

**Manufacturers' Agents**

We are open to represent one or two lines of Heavy or Staple Shelf Hardware in our territory. We have experienced salesmen calling on the wholesale trade.

## TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

## MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Souvenirs, Crown Hurons, Peninsulars, Jewels, Pandoras, Imperial Oxfords, Climax, Marvels, Colonists, Arklans, Admirals, Crown Princes, Home Comforts, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.



**Convenient, Efficient**
Price Cards for Hardwareman, Stationer, Druggist or any retailer.
**The "ONLY" Price Card**
Both sides ruled. Special stock, can be erased many times. Write for prices.
**WEAVER-BEACH CO.,**
**5112 Central Bldg., Rochester, N.Y.**

**A MONEY MAKER**



Genuine I.X.L. Vacuum washer. Washes anything. Thousands now in use.
Price, per dozen
**$10.50** F.O.B. Winnipeg. Direct or through your jobber
**Moncrieff & Endress, Limited**
**Galt Building, Winnipeg**

**HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?**

**Hardware and Metal Subscribers**

Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

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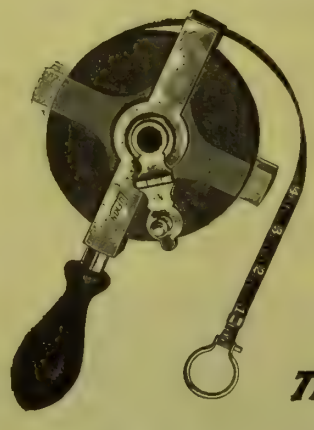
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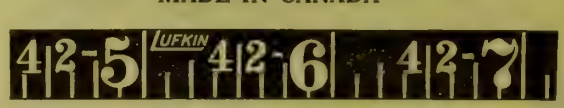
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THEY HAVE *Instantaneous* READINGS
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MADE IN CANADA








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"RELIABLE" "CHALLENGE" "RIVAL"

**Carry the Tapes that sell.**
**Your jobber stocks them.**

THE LUFKIN RULE CO. OF CANADA, LTD.
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Carborundum Booklets and Circulars

# Cashing in on Carborundum Displays



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THE Carborundum Company spends thousands of dollars in supplying the dealers with real trade helps.

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We want to help you and every other hardware dealer to stimulate sales. Carborundum Displays and advertising materials will do just that if you will but give them the chance.

*These trade helps are sent free. Suppose you write to-day for the details.*

**The Carborundum Company**
**Niagara Falls, N. Y.**




The Metal Knife Sharpener Rack



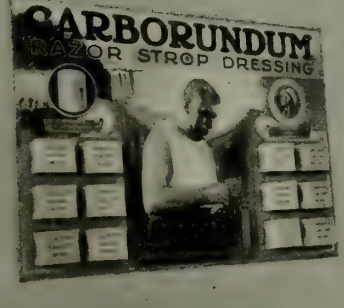

The No. 7 Display Case



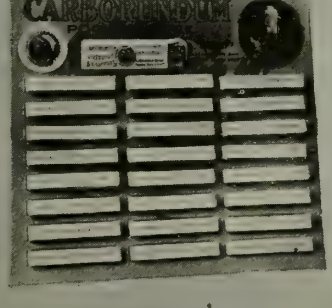

The Four-Drawer Display Case




Niagara Grinder Stand




Razor Paste Metal Display




Pocket Hone Metal Display




FACSIMILE OF NEW 1919

# COMMUNITY WINDOW POSTER

FREE to you with complete assortment of window cards. Mail the coupon now and secure yours for

# COMMUNITY WEEK

Oct. 25th —— Nov. 1st

Please send me *Community Window Poster* and assortment of window cards.

Name.....

Town.....

Prov.....

Oneida Community, Limited
Niagara Falls, Ontario

# HARDWARE AND METAL

Vol. XXXI
No. 41

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

OCT. 11
1919




Quebec Bridge, completed 1917.


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FROM EVERY INCLEMENT WEATHER CONDITION.
ONLY QUALITY PAINT WOULD STAND THE TEST THAT EXTREME WEATHER CONDITIONS IMPOSE.

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# NEVER-KNOCK CARBON REMOVER

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Don't take our word for it. Try it! You will save yourself the delay and expense of the old-fashioned method. Simple to apply through spark plug openings. At your dealers or sent direct. 50c can for 4-cylinder engines, 75c and $1.00 cans for larger engines.

GUARANTEED SATISFACTORY and will not harm in any way.

DEALERS—Our advertising campaign is just gathering headway on this remarkable, new, big profit-paying accessory. Send for our attractive introductory offer. You simply can't go wrong on this. Write us.

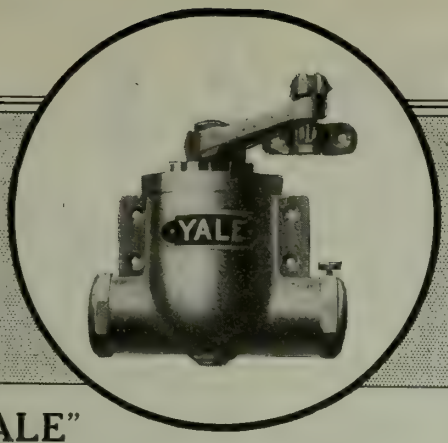



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Also Makers of Radiator Neverleak

**346 Ellicott St.** **Buffalo, N.Y.**

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**brings your customers back for more**

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

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*Made at St. Catharines Ontario*

*"The trade-mark 'Yale' helps make the sale."*

**Canadian Yale & Towne Ltd.**

TRADE YALE MARK




**DIES—** Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

**"P. & W. CO." SMALL TOOLS**

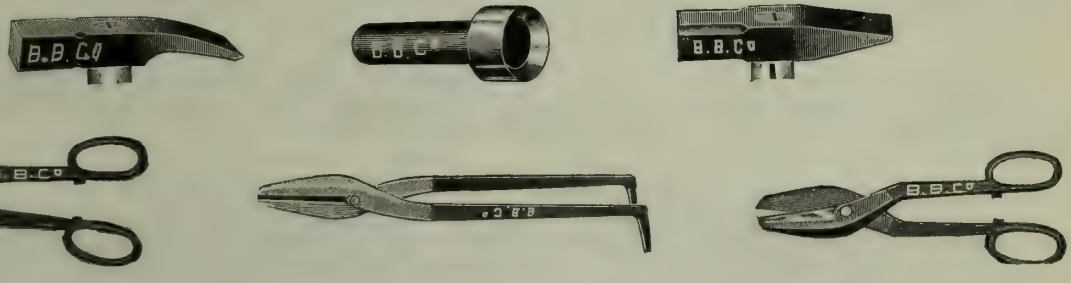
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Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

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## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

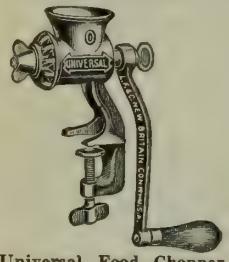
# The Brown Boggs Co., Limited

**Hamilton, Canada**

# UNIVERSAL HOME NEEDS



Universal Coffee Percolator.
No. 476.



Universal Food Chopper.
No. 0.



Universal Bread Maker.
No. 4.

## Prepare Now For Xmas Trade

No gifts will be more sought or looked for than UNIVERSAL Home Needs. Especially this Christmas when economy and utility in purchasing gifts is most needed will these goods be in great demand.

Connect your store with our Fall advertising. Use our sales helps, cut-outs, booklets, etc. Send for them to-day.

Now is the time to prepare for the big business that will come to every UNIVERSAL dealer.

**Order through our Canadian representative**
**A. MACFARLANE & CO., LTD.**
**Montreal** The Trade Mark Known **Quebec**

**UNIVERSAL**
in Every Home



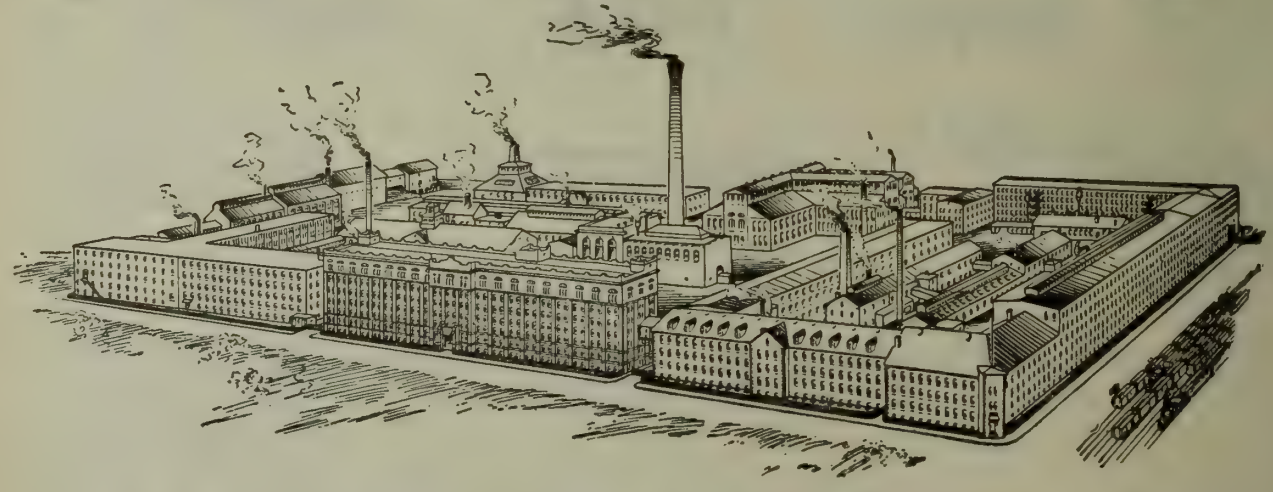
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No. 75288.



Universal Vacuum Bottle.
No. 591 Pint.
No. 592 Quart.



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No. E984.



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**New Britain** **Connecticut**




# OUR NEW WAREHOUSE

## Means

# BETTER SERVICE

We will carry in stock for your benefit and profit

## TWO THOUSAND TONS

## "Premier" Galvanized Steel Sheets

You know what that will mean to you—it's your stock at no advance in cost. Every jobber, every manufacturer and every dealer shares the benefits.

**"The Only Galvanized Sheets Made in Canada and the Best Made Anywhere."**

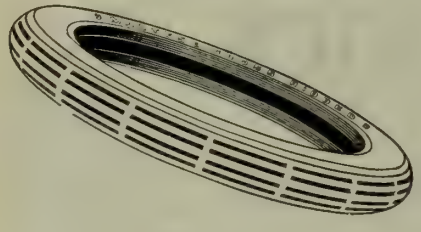
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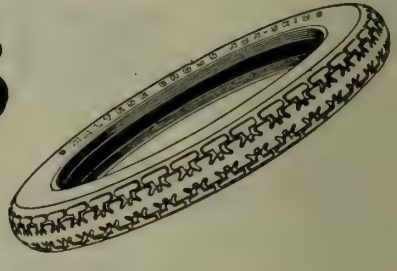
HAMILTON

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During 1919 the service given by Maltese Cross Tires has more than met expectations. This past performance, coupled with a most thorough advertising campaign makes it good business for you to handle

# Maltese Cross Tires





That most valuable asset, "good-will," can only be obtained by giving your customers absolute satisfaction. Sell only perfect tires—Maltese Cross Tires.

Our traveller will soon be calling on you. See that you have your requirements listed, ready for him. Stock completely—a short stock may mean disappointment.

## GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICES AND FACTORY, TORONTO

*Branches:* Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria

# NATIONAL

# They All Want It

## *Needed by Every Garage*

**No. 810 Door Holder**

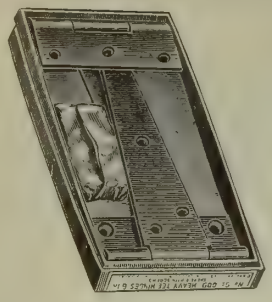


This serviceable and useful door holder renders swinging garage doors harmless. The door is held securely open and cannot damage the car while entering or leaving.

The holder has a rigid, U-shaped steel arm 32 inches long. A swivel allows the arm to fold out of the way when the door is closed.

Packed one pair in a package, complete with screws, in the following finishes: Japan, Dead Black Japan, Sherardized, Sherardized and Dead Black Japan.

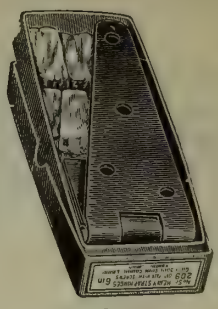
**National Manufacturing Company**
**Sterling, Ill.**



No. SC. 609

# Everybody Likes Strap and Tee Hinges

*Packed One Pair in a Box with Screws*



No. SC. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.
Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.
Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.
Naturally this time and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.
In ordering, prefix the letters SC. to the class number to distinguish from the line of hinges in bulk.

## CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA

Beaver A



Beaver D



# All the Davidson Selling Features Are in Beaver Heaters

Here are heaters constructed on the famous Quebec Heater principle. They are supplied with or without grates as desired. These "Beavers" are lined with fire brick and the bodies are of extra heavy blued steel. In appearance and durability also, they satisfy customers, making for you increasing, permanent trade.

We fill orders promptly for these excellent, popular heaters in sizes 2, 3, 4, 5 and 6, either plain or nickel-plated.

## The Thos. Davidson Mfg. Co.

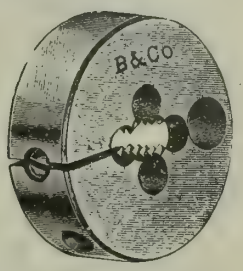
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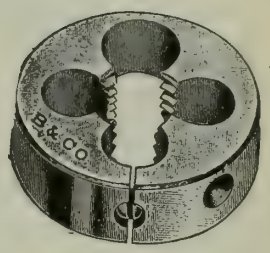
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# BUTTERFIELD



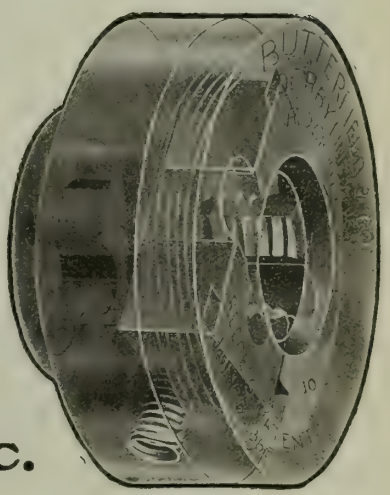
## Carbon and High Speed
## TWIST DRILLS
## MILLING CUTTERS
## REAMERS
## TAPS
## DIES




**Butterfield Tools** will play just as great and necessary a part in the World's Readjustment and Reconstruction period as they did in the Great War. They have proven themselves superior in the production of munitions and are destined to win even greater laurels in commercial industries. Mechanics know that the name **"Butterfield" stands** for the best in **Canadian Standard** cutting tools. They are delighted with their perfect, clean, accurate and efficient cutting qualities.

There is a **Butterfield Tool** for every purpose. Sell your customers a tool that satisfies. There are good profits in this high quality line for you.

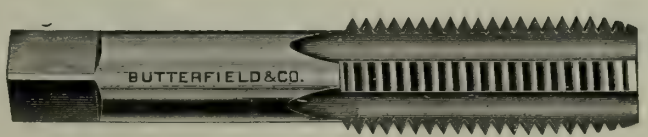


**Write for it to-day. Have you our latest catalogue No. 17?**

## Butterfield & Co., Inc.

**ROCK ISLAND**
**Quebec**








# Williams' "Agrippa" Turning-Tool Holders Set Screw Pattern

TO provide increased and abundant variety of selection in Williams' "Agrippa" line of Tool Holders, we offer this Set Screw pattern of Turning-tools primarily for those who use Cutters made of steel which has been hammered or rolled with greater variation in size than is common to usual mill practice. But for the majority of users who purchase Cutters of accurate size, we recommend the original "Agrippa" Turning-tool of Cam Pattern as being stronger, more reliable and more generally satisfactory than any other method of Cutter-fastening. Both patterns are illustrated above.

The Screws, made of a fine grade of Alloy Steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong and give the maximum efficiency obtainable from this extra type of Cutter-fastening.

Right and Left Hand Offset and Straight Shanks in stock at same prices as Cam Pattern of corresponding size.

Our Machinists' Tools Booklet will be sent on request.

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**THE A. G. LOW CO., LIMITED**

**30 Pacific Ave., Saskatoon, Sask.**

**Agents for Manitoba, Saskatchewan, Alberta and British Columbia**




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## *There's Easy Money In It For You!*

Let the farmers know that **you** carry Kill-Em-Quick Gopher Poison. There's a big demand for it—created by our farm paper advertising and the fact that it's used and recommended by thousands of farmers, hundreds of municipalities and growers' associations.

## Kill-Em-Quick Gopher Poison

is the time-tested, guaranteed Gopher killer—strongest by Dominion Government test. It's the best selling, most profitable Gopher poison you can handle—you'll sell more of it than any other.

Don't pass up good business. Have "Kill-Em-Quick" in stock. Make a little display of it in your window—see how fast it goes.

***Get your order in now!***

**Small or 40-acre size, per dozen - $4.80**
**Large or 100-acre size, per dozen - 9.60**
**2,% 30 days. 60 days, net F.O.B. Jobber.**

***Order from us or from your nearest jobber.***

## Kill-Em-Quick Co., Ltd.

**Regina, Canada**

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE
STEEL COMPANY
OF
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HAMILTON MONTREAL

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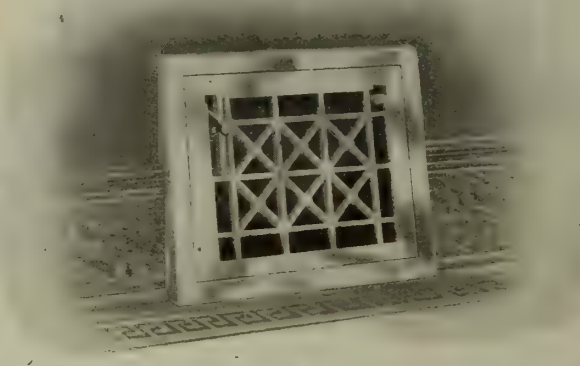
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Registers **TUTTLE & BAILEY MFG. CO.** Registers

## We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Quickset Baseboard Register.

Cast Iron, Semi-Steel and all Steel

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FACES
GRILLES
VENTILATORS
INTAKES

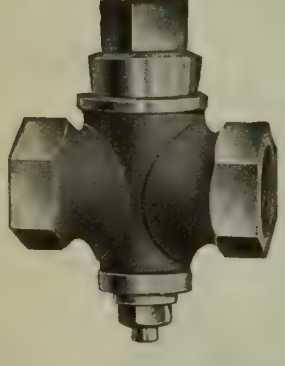
In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

## TUTTLE & BAILEY MFG. CO. OF CANADA

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.





FIVE WORKS---OVER 3,000 EMPLOYEES

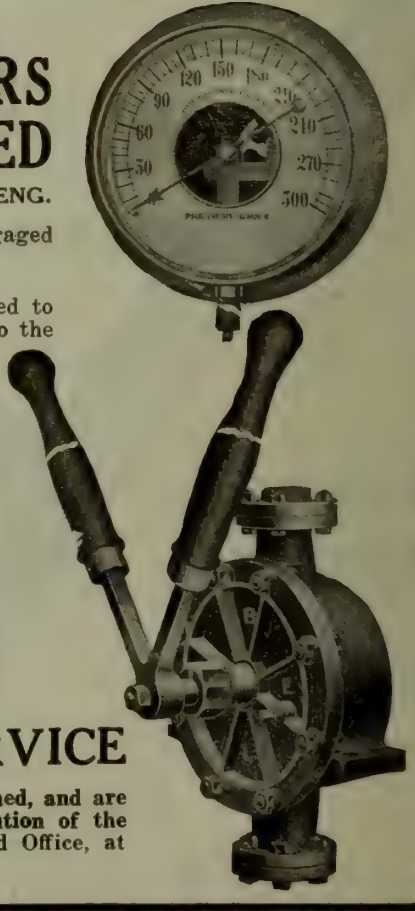
## UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



## "UBEL" POST-WAR SERVICE

**If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.**

# WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

**—THEY ARE TOOLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

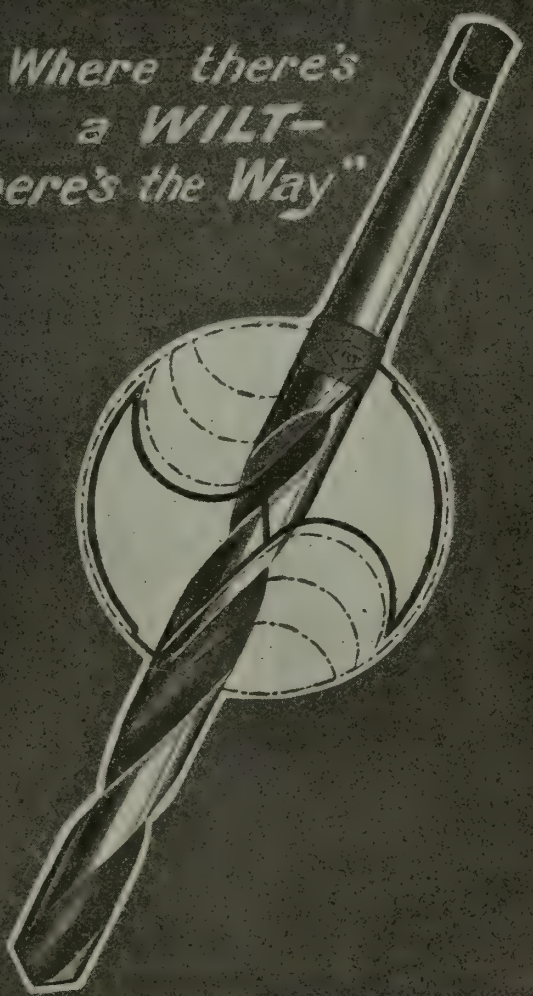
**—THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

**—THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

**—THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

**SELL WILT PRODUCTS**

*"Where there's a WILT— there's the Way"*



## HIGH SPEED AND CARBON TWIST DRILLS

## WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

**London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**

# Increase Your Sales by Handling the Maple Leaf Line

## These Durable Heaters are Ready Sellers



**QUEBEC HEATER**
**With Grates**
Swing top opens full size of fire chamber, nickel swing tea pot stand.

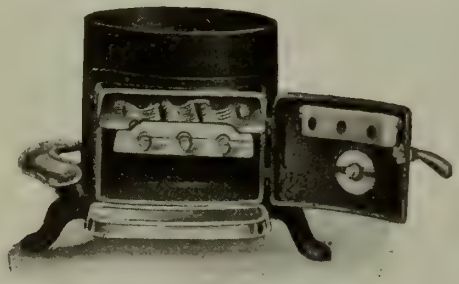


**QUEBEC PARLOUR HEATER**
Fancy top and foot rails added to ordinary Quebec.



**QUEBEC HEATER**
Two-hole top, convenient for cooking; heavy cast undertop.

## You Have the Choice of Grates "Triangular" or "Draw Centre"



Triangular grates—three grate bars in heavy grate holder.



Draw centre grates—grate ring oscillates to remove ashes—draw centre pulls out to drop cinders.

Neat and attractive in appearance. May be supplied without grates for burning wood only. Full swing top. Now is the time to order these seasonable sellers.

**Write for Folders and Prices**

MANUFACTURED BY

## THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA CANADA

**Western Distributors: The Canadian Supply Co., Limited, Saskatoon, Sask.**

# Increase Your Sales by Handling the Maple Leaf Line

## THE OPINION OF THE USERS

Walkerton, Ont., February 8, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I was so disgusted with my old range that I decided to try one of your Maple Leaf Composites. I must say I have had wonderful results.

To make a long story short, I cannot say enough for the Composite, for I like it better every day, especially for baking, and as a coal saver it has no equal.

Wishing you every success,
MRS. GEO. F. BRUDER.

Fergus, Ont., Feb. 18th, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I have purchased a Composite and am well pleased. It is a grand heater, a perfect baker, and a good fuel saver.

I would highly recommend it to anyone.

Yours truly,
MRS. A. PETERS,
per W. W. Peters.

Tweed, Ont., Jan. 14th, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—The Composite we bought from Mr. Rath is the best stove we ever owned. It is a treasure to us. It's the best baking stove we ever had. It's worth its weight in gold.

It takes very little fuel to run it. There has been a lot of people in to see it and many of these have bought one.

I bake everything in it and very little heat runs the oven. Yours sincerely,
MRS. W. M. HARDY.

Belleville, Ont., Jan. 22, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—We are pleased with our Composite. It works perfect in all ways. Have had satisfaction in using it. It is admired by all the neighbors.

Yours truly,
MRS. W. R. HALL.

## THE OPINION OF THE DEALERS

Ottawa, May 3rd, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can

Gentlemen,—I have been selling your Composite since last September and have sold over 50 during that time. My customers are well pleased and speak very highly of them being first-class bakers and cookers, also great heaters, taking so little room; also where the water section is attached it gives any amount of hot water.

Now I might say that I am delighted with it as a seller and expect to sell at least 150 of them, and perhaps more during this seoson. My customers recommend them, and I notice the Composite is getting more talked of every day, which does a great deal in helping to sell them. Wish you every success.

I remain, yours truly,
JOHN LIVINGSTON.

Tweed, Ont., May 1st, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Gentlemen,—We take pleasure in expressing our satisfaction in handling your Composite stove. This stove is something entirely new and in our opinion fills a long-felt want in combining a Heater and Cookstove.

We sold a number of these stoves last fall and each of our customers expressed their satisfaction.

We are looking forward to a much larger sale of these stoves the coming Autumn.

Yours respectfully,
TWEED HARDWARE CO.,
F. S. Roth.

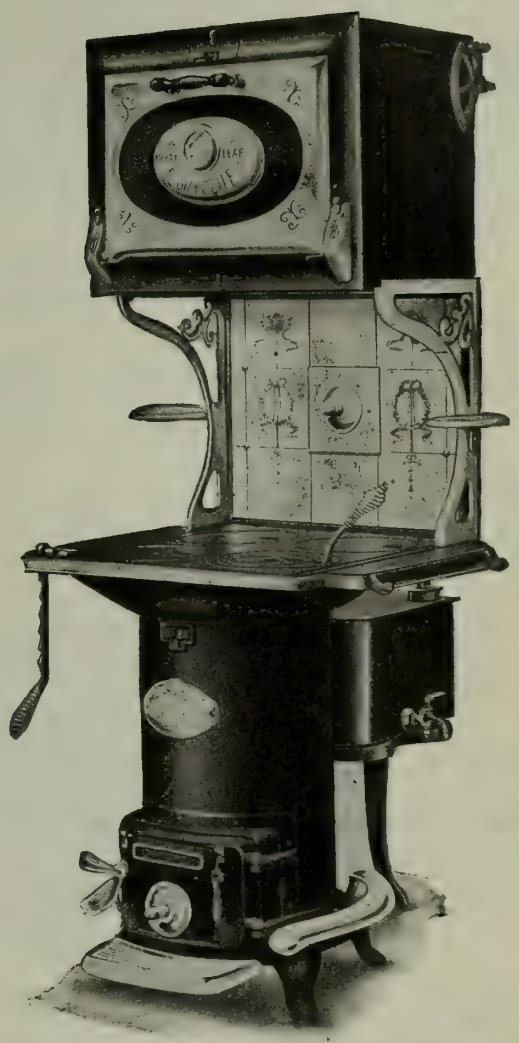
Varna, Ont., Feb. 26, 1919.
The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I am enclosing you cheque in payment for the Composite Stove.

Your salesman told me to try the Composite before settling. When I did not sell it at once, I had it taken into my own house and it has given the very best of satisfaction.

I would not sell it for twice the amount if I could not get another, as my wife uses it altogether. She has discarded our big range.

Yours truly,
L. BEATTY, Dealer.



# The Composite
## Sells Itself

Satisfied Users Make Your Sales.
Economical in the Use of Fuel.
Great Saver of Floor Space.
Perfect Baking Oven with Beautiful Tile Panel.
Eight-Gallon Copper Reservoir.
The Latest Invention for Baking, Cooking and Heating.

**Write for Folder and Prices.**

MANUFACTURED BY **THE BEACH FOUNDRY COMPANY, LIMITED** OTTAWA CANADA

**Western Distributors: The Canadian Supply Company, Limited, Saskatoon, Sask.**

# Are You Featuring These Eddy Sellers?




## EDDY'S Silent Five

*SILENT STRIKING NON-POISONOUS NO AFTERGLOW*

Sixty years ago Eddy's were recognized as the standard in Canadian-made Matches.

All the skill and experience of three-score years in match-making combine to make Eddy's Silent Five the most satisfactory household match. It always repeats.

## EDDY'S Indurated Fibreware



Washtubs, Washboards, Milk Pails, Butter Tubs, Household Pails, etc. Light, durable household utensils that every woman will appreciate. Made under the same standards of production as the famous EDDY MATCHES.



**Eddy Consumer Publicity helps you sell Eddy Products.**

**The E. B. Eddy Co., Limited** **Hull, Canada**

---

**The World-Famous**

# SIMONDS

**Crescent-Ground**

# CROSS-CUT SAWS



**MADE IN MONTREAL**

## GET A LINE

of Simonds Saws. They are sure to satisfy your customer and give the best service at a minimum cost. Our **Crescent Ground Cross-Cut Saw** leads competition.

They cut easy and saw fast and produce 10 per cent. more timber.

**Simonds Canada Saw Co., Ltd.**

*"THE SAW MAKERS"*

**St. Remi Street & Acorn Ave.**

**Montreal, Que.**

**Vancouver, B.C., St. John, N.B.**

CANADA
FOUNDRIES & FORGINGS
LIMITED

BACK TO THE YEARS THAT HAVE GONE,
THE FIRESIDE CRANE, THE SINGING KETTLE



# IRON UTENSILS

FOR

# KITCHEN, FIELD and CAMP

*STILL PRODUCED AT*

## JAMES SMART PLANT

BROCKVILLE -:- CANADA

# "YANKEE" TOOLS

*Save Time At Every Turn*

## RATCHET DRIVER

**Nos. 10 and 11**

*Made in 8 lengths from 2 to 12 inch blades*




**Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.**

**Your Jobber Can Supply You**

**NORTH BROS. MFG. CO.**

**PHILADELPHIA, PA.**

# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



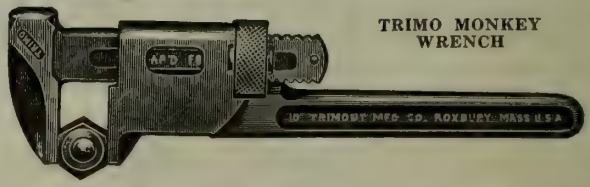

TRIMO PIPE WRENCH
WOOD HANDLE




TRIMO PIPE WRENCH
STEEL HANDLE

TRIMO PIPE CUTTER




TRIMO MONKEY
WRENCH

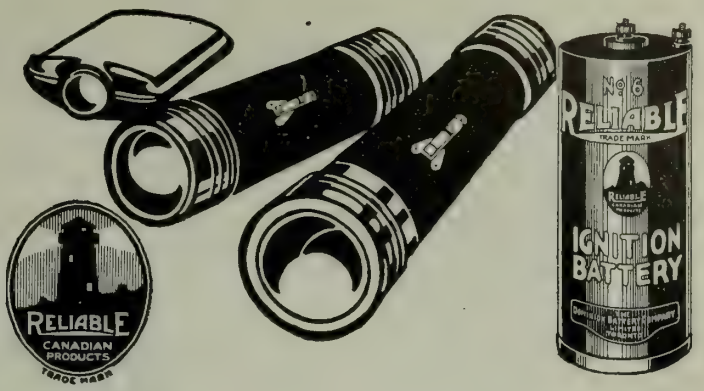
TRIMO CHAIN WRENCHES




WITH FLAT-LINK OR CABLE CHAIN




***A Case of Good Judgment***




# To Serve You Better

The Dominion Battery Company's fifty-battery shipping case announced last April has had an enthusiastic welcome among dealers.

They say it enables them to keep fresher stocks and is much more convenient than the barrel formerly in such general use.

This case is particularly desirable for rush orders of fast-selling types or to supplement regular orders or for dealers supplying a limited demand.

Reliable Batteries and Flashlights are as popular with the public as is this case with dealers. When you display this line you cash in on the soundly founded good-will which the public have for this line.

Reliable Batteries are veritable storehouses of quick-as-flash power—guaranteed satisfactory. Reliable Flashlight cases are made in many sizes and shapes—one to suit every customer.

Ask your jobber to supply you with stocks of both to-day. If you want the fifty-battery case a small additional charge, only one cent a battery, will be made.

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA

*"Lively and Lasting"*

**RELIABLE**
TRADE MARK
*Canadian Products*




# More Than a Sale—A Customer

# Thor

No. T 8

## Electric Washers

Do you realize that every time you sell a Thor you do more than make a profit?

You create a satisfied customer—a friend—who will eventually make many other purchases and sales for your store.

For the Thor satisfies every demand that is made upon it. It has been proved by the test of time—a sturdy, dependable electric washer that cleans, absolutely.

And Hurley Service means more than backing up our written guarantee.

It's Sales and Advertising Service that bring more business, greater profits, more enthusiastic boosting customers for you.

**Write For Our Sales Plan Today.**

## Hurley Machine Co.

**28 East Jackson Blvd.**
**Chicago, Ill.**

**413 Yonge Street**
**Toronto**




# DEALERS!

## —Your field is Titan territory.

Titan batteries are being bought by the experienced motorist.

The Titan grid makes possible a plate combining great mechanical strength, light weight, with least dead or inactive material. A plate which when overloads come stands the stress without harm—they are built with the foremost idea of service.

There is no better indication of business than this Titan Service Sign tacked on your garage or store.

Don't hesitate. Titan Batteries are no experiment.

*Get in touch with our nearest house.*
*Full particulars upon application.*

**Northern Electric Company**
LIMITED

| | | |
|---|---|---|
| Montreal | Toronto | Regina |
| Halifax | London | Calgary |
| Ottawa | Winnipeg | Edmonton |
| | Vancouver | |

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line—Mossberg—meets all wrench needs.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. Standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

**Send for complete catalogue and particulars.**






BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

# VOL-PEEK 15¢




Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day Contains 24 packages, $2.25, 60% profit.

**At your jobbers or direct.**

**H. NAGLE & CO., Box 2024, MONTREAL**

(Owning and operating Vol-Peek Mfg. Co.)




# More Profitable Lines for the Hardware Dealer




Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



**The Parmenter & Bulloch Co.**

**LIMITED**

**Gananoque, Ontario**

# MORRISON
## Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction.

They include gauges for every conceivable purpose—for indicating, or indicating and recording—pressure, temperature, altitude, revolutions, etc.

"Morrison's" is seen on most all Canadian Working Drawings and Specifications. You may expect frequent calls for Morrison goods.




**The James Morrison Brass Mfg. Co.**
Limited
**93-97 Adelaide St. W., Toronto, Ontario**

# Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes Washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Cataract Electric

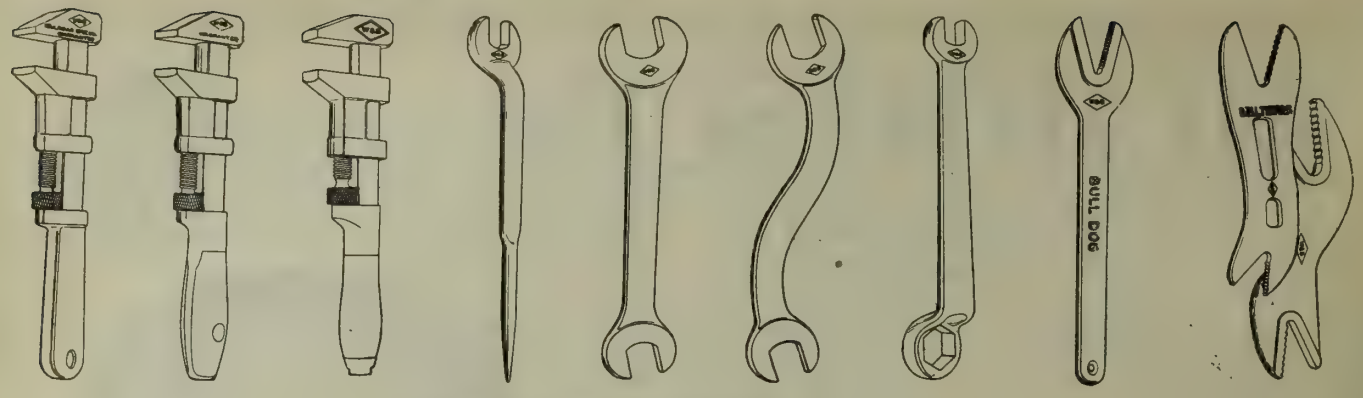


"1900" Agitator Electric

## Extensively Advertised---
## And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.
If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

**THE "1900" WASHER COMPANY**
**537 Yonge St., Toronto**




# Sell the Full Line

It always pays to have the one right tool for the particular need of your customer. You wouldn't think of offering a monkey wrench to a structural iron worker, or a construction wrench to the garage man. He knows what he wants, and he knows he can find it in the "W & B" line.

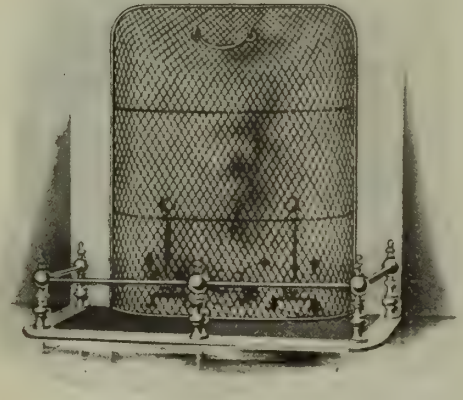
You'll find every requirement of machinist, engineer, structural worker, farmer, automobilist and household customer well taken care of in the "W & B" line. For 66 years every "W & B" tool has been made to the standard:—

***"Make it better than anyone else can make it, put your name on it, and stand by it"***

**The Whitman & Barnes Mfg. Co.**
Office and Factory: St. Catharines
European Office: 139 Queen Victoria Street, London, E.C.

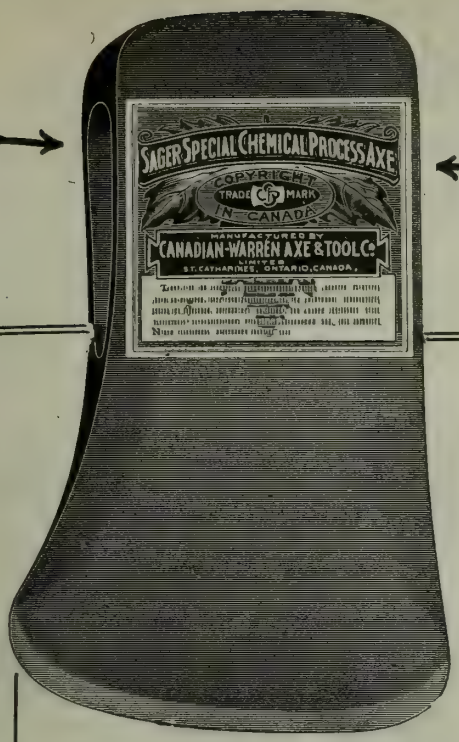
W&B TRADE MARK

Established 66 Years
**Whitman & Barnes**
TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



# Fire-place Screens
# Wire Balcony Guards
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
for tool-rooms and stock-rooms
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

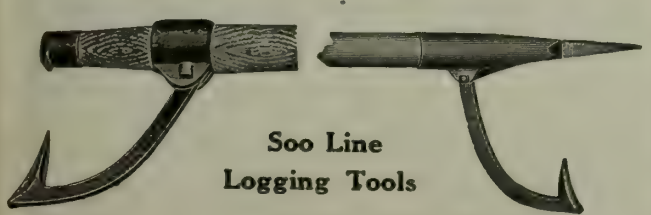



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



**Soo Line Logging Tools**

# Steady Demand For Famous Five Files

The demand for Famous Five Files is greater than ever.

Unvarying quality has made them the standard files for all kinds of work in wood or metal.

The dealer who stocks Famous Five Files does not need to explain and apologize. The market is there; he has only to supply it.

Sell them. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by



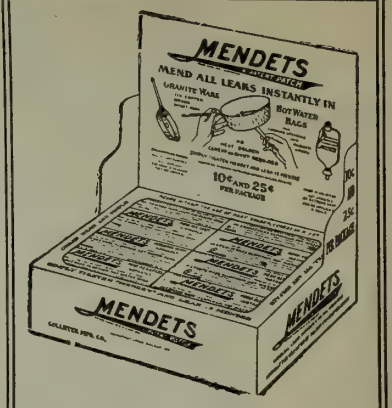


# MENDETS
A PATENT PATCH

## Powerfully Advertised
## Millions of Boxes Sold

The dealer everywhere is assured of plenty of demand and sales. Powerful advertising throughout the country maintains the great natural demand.

**Collette Mfg. Company**
**Collingwood, Ontario**




# SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

## GLAZIERS DIAMONDS
## Of All Descriptions



Our Popular
**AMERICAN PATTERN**
Used Everywhere

**Quality—**
***The Best***

*Established 100 Years*

*Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our*

**Agents:**
**A. Ramsay & Son Co.**
**Montreal**



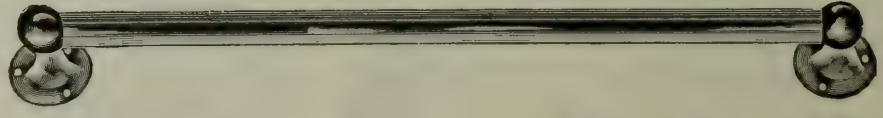

## "TALLMAN'S SPECIAL" ARCTIC METAL

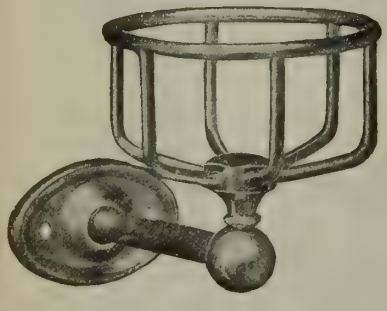
a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

*Its long life proves its efficiency.*

**Tallman Brass & Metal Limited**
HAMILTON, ONT.





# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**





## ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**



# Satinette

## A Dustproof Furniture Polish




Your customers will be interested in this product. Dust will not adhere to surfaces where Satinette has been used. This well-liked, quick selling polish finishes with a hard, dry lustre that intensifies the color of the wood and enriches the beauty of the grain. Gives astonishing results on old, dingy furniture. Ideal for autos.

**Satinette Wall Paper and Kalsomine Cleaner**

A remarkable preparation for easily and cheaply cleaning wall paper, kalsomine, window shades and plaster.

It leaves a beauful satin-like surface that is a joy to the housewives among your customers.

Packed perfectly in air-tight containers, it never dries out or goes musty. Saves on high decorating and papering costs.

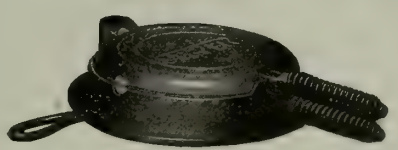
Satinette products are swift sellers and very profitable.

**Satinette Products Manufacturing Co.**
**TORONTO, CANADA**



## You Will Sell More Waffle Irons

**If You Sell the Stover**



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.

Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

**Stover Mfg. & Eng. Co.**
**709 East St.**
**FREEPORT, ILL.**

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

## North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

*Eastern Canada Representatives for--*

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

## P H

TRADE MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

## Ingersoll File Company Limited

INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited

INGERSOLL ONTARIO

Sole Distributors.

ASK YOUR JOBBER

IMPERIAL

TRADE MARK

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

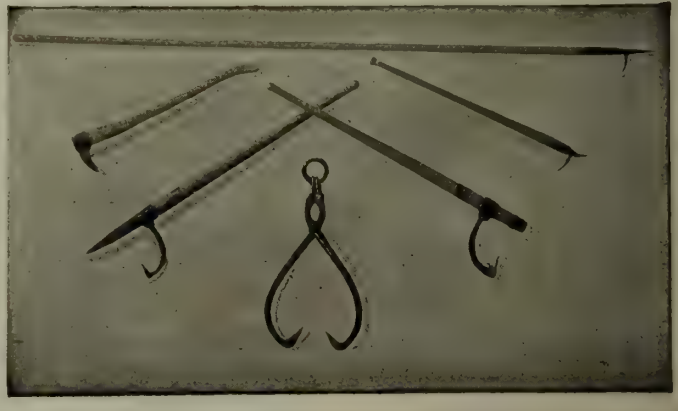
Send for Catalogue and Price List.

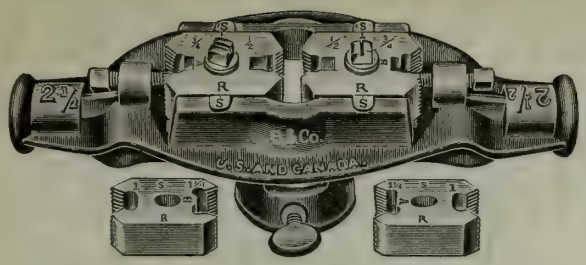
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario





# Solid Die Plates

**Armstrong Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

**Prompt delivery guaranteed.**

## Rapid Tool & Machine Co., Ltd.

**Lachine, Que.** **Branch: Iberville, Que.**

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

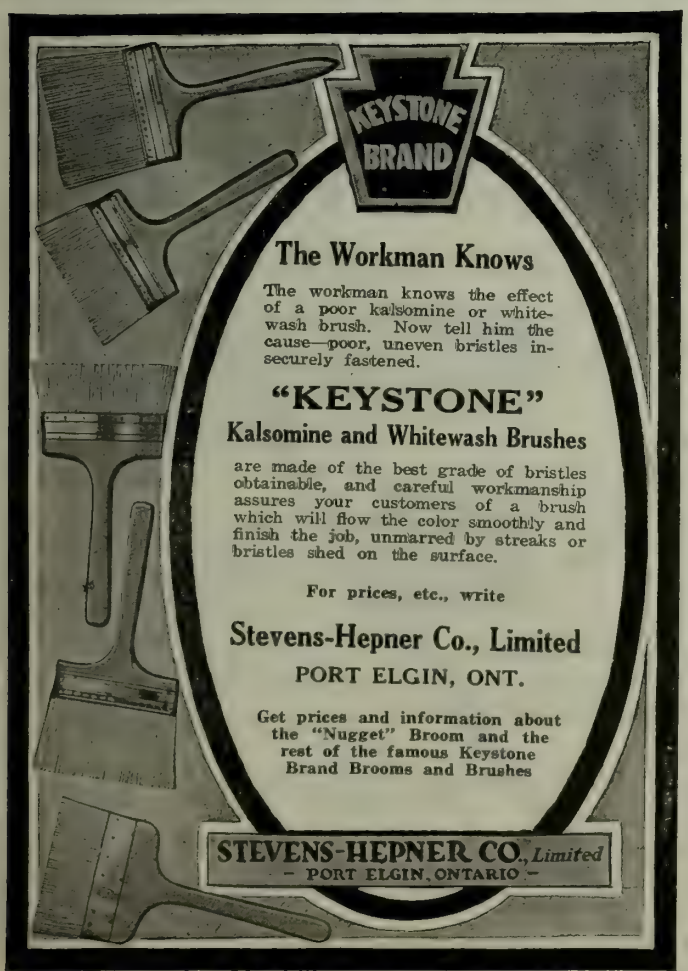
**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

## Geo. W. Reed & Co., Limited

**37 St. Antoine Street, Montreal**




**The Workman Knows**

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

## "KEYSTONE"
**Kalsomine and Whitewash Brushes**

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

**For prices, etc., write**

**Stevens-Hepner Co., Limited**
PORT ELGIN, ONT.

**Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes**

**STEVENS-HEPNER CO., *Limited***
– PORT ELGIN, ONTARIO –




DON'T try to sell automobile plugs for tractor motors. Bethlehem engineers have designed a line of *tractor* plugs to meet actual *tractor* requirements. Write for facts.

**THE SILVEX CO.**
BETHLEHEM PRODUCTS
E. H. Schwab, President
Bethlehem, Pa., U. S. A.

**Bethlehem SPARK PLUGS**



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

We can help you to increase your sales. Write for catalogue and prices.

**Canadian Sales Representatives:**

**A. E. Hinds & Co.**, Galt Bldg., Winnipeg, Man.
**Mr. Alexander Gibb**, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
**The Triangle Co. of Canada, Ltd.**, Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.

**Williamsport, Pennsylvania**

# UNIMECO WROUGHT WASHERS



We manufacture a wide range of **wrought washers of every description.** Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

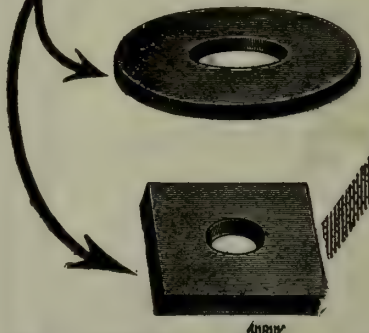
QUALITY as usual.

## Walter Woods & Co.

**Hamilton and Winnipeg**

# Wrought and Steel Plate WASHERS

*of all descriptions*



**Round & Square Plain or Galvanized**

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

***Prompt Shipment***

## Wrought Washer Mfg. Company

**Milwaukee, Wis.**

# Horse Collar Pads

## Keep Horses Fit for Work




TAPATCO Pads are exceptionally strong, durable and highly absorbent.

These money-savers and money-makers have our Patented Hook Attachment that lengthens their life.

These efficient, comfortable pads save galled, bruised and chafed shoulders. When your customers have these well-made pads the horse is kept "on the job," fit and contented. Handsome profits. Order through your jobber.

**The American Pad & Textile Co.**
Chatham, Ontario



**The Signal of Distinction**
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# WARNS
## BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"
## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

### GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

### A POLITE SIGNAL

*We have an attractive proposition for you. Write for prices.*

**THE BUNYAN MFG. CO.**
9805 MADISON AVE. - CLEVELAND, OHIO

# This all-steel house or office safe is a winner for sales!



MANY Hardwaremen are making substantial additions to their profits by acting as our agents and taking orders for our entire line of steel equipment.

The safe shown is one of our newest products and is selling BIG. Built of high-grade furniture steel in double wall construction, lined with asbestos. Yale locks on door and drawer. Ideal for home or office.

**DENNISTEEL**
*Made in Canada*

products are well known as Canada's leading line and have an established reputation. We make a wide range of—

**Steel Cabinets Steel Lockers Steel Bins Steel Shelving**
**Steel Chairs and Stools, etc. Steel Lavatory Partitions**

ALSO

**Ornamental Iron and Wirework**
**Commercial Wirework of all kinds**
**General Builders' Ironwork**

WRITE FOR FOLDERS

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

## "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

***Manufactured in Canada***

## HOCKEY STICKS

**One Quality—The Best**

Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

**Prompt shipments from stock.**

**The HILBORN COMPANY**
AYR, ONTARIO

MADE IN CANADA

## Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

**A. B. Jardine & Co.**
LIMITED
HESPELER, ONT.

**Manufacturers OF**

# WIRE

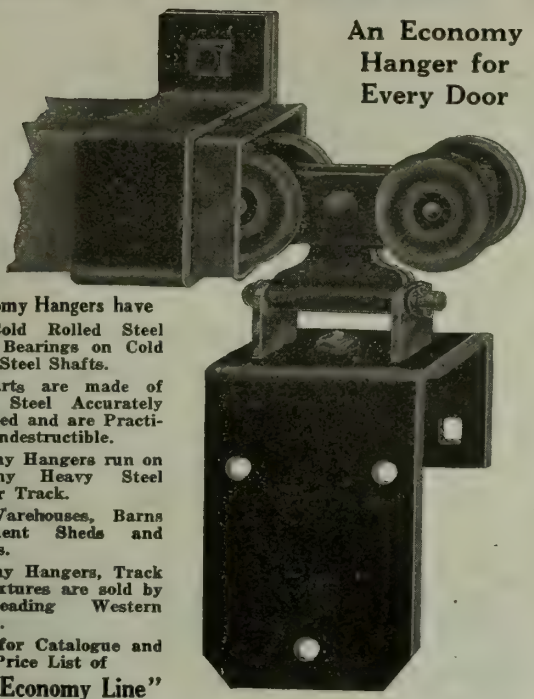
**HEADQUARTERS FOR**
**WIRE BALE TIES**
**Largest Capacity and Stock in Canada**
***PROMPT SHIPMENT***

## LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

## ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

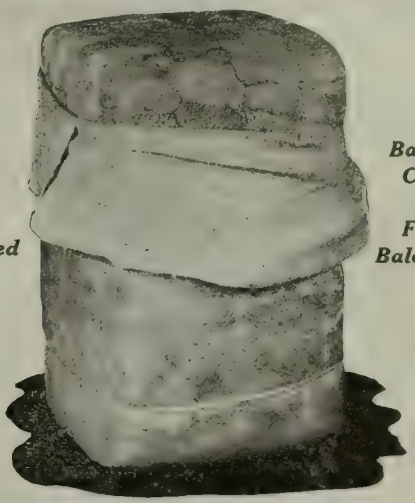
**ECONOMY FOUNDRY CO., LTD.**

PORTAGE LA PRAIRIE, MAN.

## SPONGES

*(British and West Indian)*

*Highest Quality Unbleached*



*Bahama Cuban and Florida Bale Goods*

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

**Evans & Co., Limited**

(Importers and Exporters)

Coristine Building :: Montreal, Que

## More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

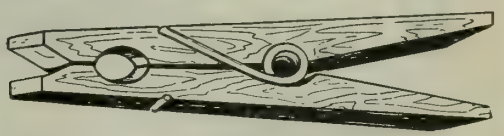
**The R. McDougall Co.**

LIMITED

GALT, CANADA

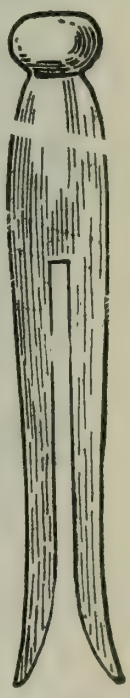
## The Megantic Broom Mfg. Co., Ltd.

*Manufacturers of Brooms and Clothes Pins*



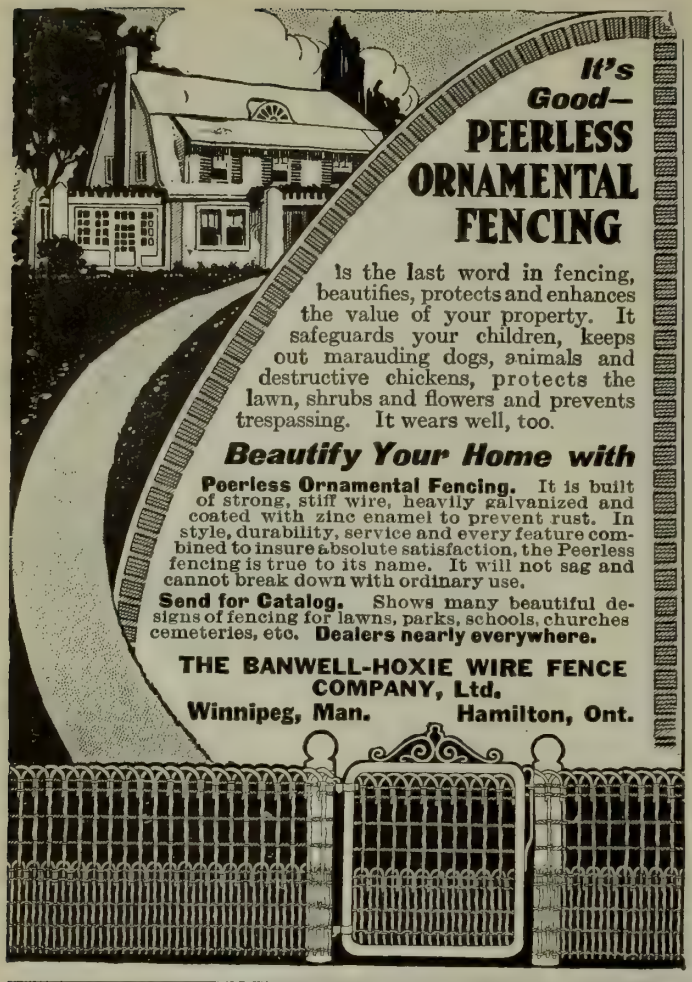


**Lake Megantic, Que.**



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.




# TUBES

WE HAVE IN STOCK FOR IMMEDIATE DELIVERY OVER FORTY SIZES OF SOLID DRAWN PURE

## ALUMINIUM

TUBES, HARD OR SOFT (SUITABLE FOR COILING) ALSO IRON PIPE SIZES.

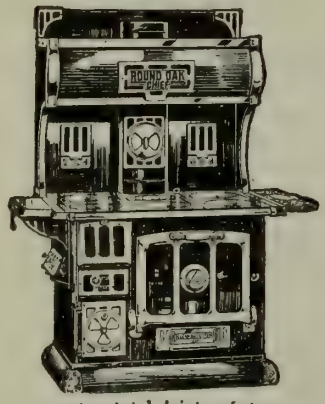
**Let us know your requirements.**

**THE BRITISH ALUMINIUM COMPANY, LIMITED**

265 ADELAIDE ST. W., TORONTO

*(Eastern Agents: Spielman Agencies, Montreal)*

# Round Oak Goods




MEHASCO

HERE is another internationally advertised line of exceptional merit. This firm is one of the original manufacturers in the market putting all their efforts behind one range, one heater, one base burner and one furnace, and we feel that with their many years' experience they should be able to turn out a good article. They do not use scrap iron and for that reason get a material, which while a little higher in price, gives genuine satisfaction, and always brings back the neighbor as a customer as well as the one to whom you have made the sale. We carry a full stock of repairs and that feature recommends it. Since this firm started doing business in Canada many years ago there never has been a time when you could not get their repairs in a hurry. We would be glad to co-operate with you in any local advertising scheme you wish to put on. If you need any advertising matter write us.

**MERCHANTS HARDWARE SPECIALTIES LIMITED**

CALGARY

*FISHING TACKLE*

TRADE MARK "MORRISCA"

## This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

*Our new General Catalogue is now in preparation. May we put your name on our register?*

**Morris, Carswell & Co., Ltd.**

*Craftsmen in Silkworm Gut*

**118 Howard Street, Glasgow**

**Scotland :: (Wholesale only)**

*And at Murcia, Spain* *Established 1855*

# KIDDIE-KAR



*Widely Known by Name*

*It Needs No Demonstration*

*A Year Round Staple—Not a Novelty*

*Loved by Girls as well as Boys*

*In Four Sizes for 1 to 8 Years of Age*

*Easy to Set Up—Only One Bolt*

*Quick Turnover—Large Profit*

*No Complaints or Comebacks*

*It is Nationally Advertised*

**"There is but ONE Kiddie-Kar."**

## Kiddie-Kar Success

The astounding success of the Kiddie-Kar has made necessary greater and still greater output. Kiddie-Kar quality, which has always been best, is now better than ever. Kiddie-Kar is the best known and the largest selling and quickest selling individual juvenile vehicle on the market to-day. Its quick turnover at a good profit to the dealer means a big return on money invested.

### Advertising Reaches 3,000,000 Homes

Kiddie-Kar is advertised in publications reaching 3,000,000 homes. Watch the Ladies' Home Journal and Literary Digest. Always full page and colors—the most compelling and challenging form of modern advertising.

Magazines of this type reach people whose example influences their communities; what their children have will be desired by others.

## Canadian K-K Company, Limited

Elora, Ontario, Canada



# Profits in Preparedness

This is the time for thoughtful selection of your stock of hammocks. Care in selection will pay big dividends next spring. Our representative will call shortly and be prepared to go into the matter carefully with you.

Galt Hammocks offer exclusive and attractive designs at prices your competitor cannot approach. In color, design and make these beautiful hammocks fairly breathe the suggestion of summer recreation and seductive, luxurious comfort.

Remember, we deal direct with you; all extra profit is for you and the customer.

Galt Hammocks sell quickly, easily, give satisfaction to your customers, and good profit to you.

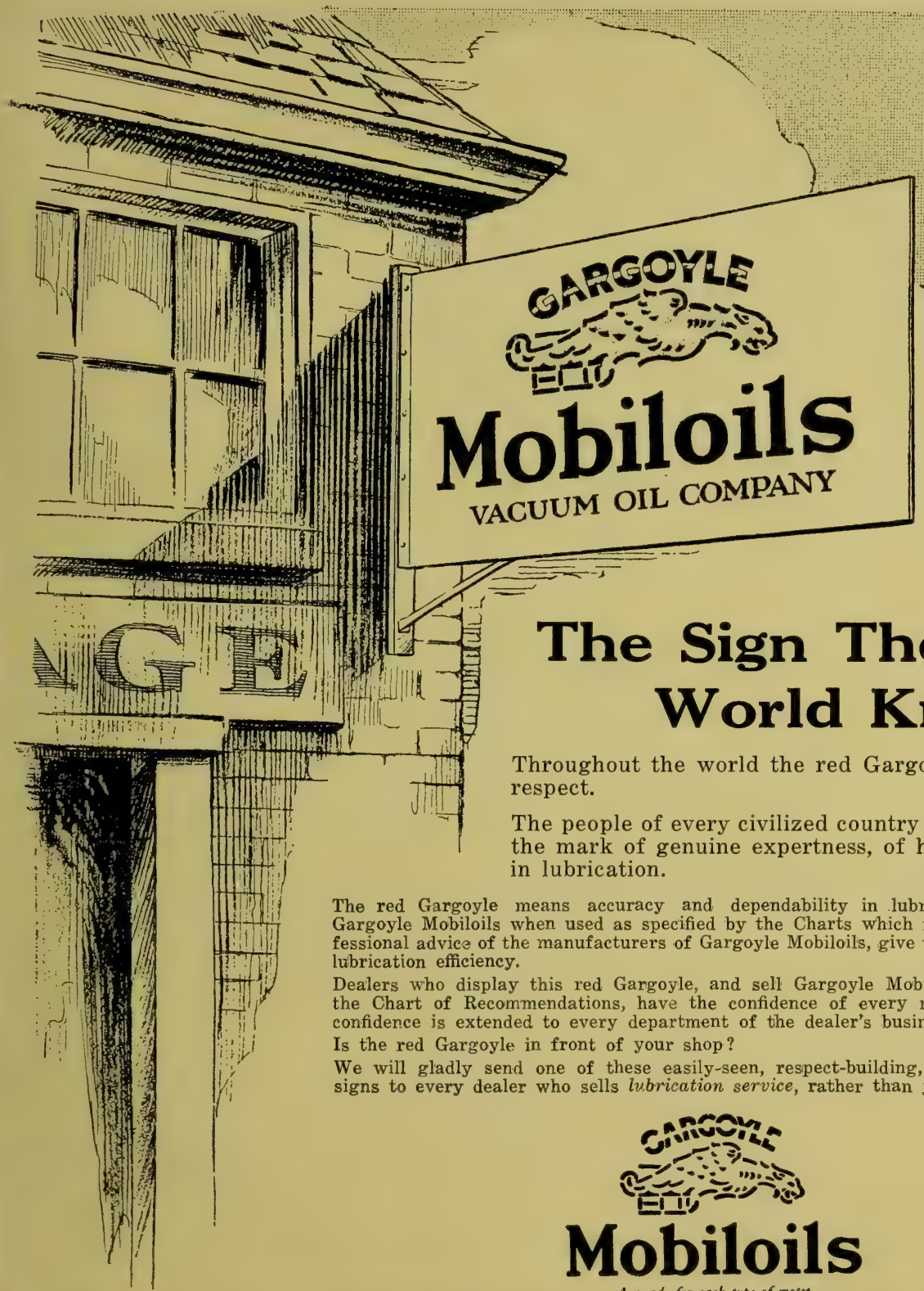


**Galt Robes** are made in exclusive, pleasing design at prices to suit all purses.

They are in cotton, wool, union cloth, plush, Astrachan, imitation buffalo and goat; plain, stripes, checks, plaids and floral designs. Sizes 48 x 72 and 54 x 72; weight from 2½ to 8 lbs. They can be interlined with rubber at extra cost if so ordered.

## The Galt Robe Company

**Galt, Ontario**




# The Sign The World Knows.

Throughout the world the red Gargoyle commands respect.

The people of every civilized country know that it is the mark of genuine expertness, of highest quality, in lubrication.

The red Gargoyle means accuracy and dependability in lubrication. Because, Gargoyle Mobiloils when used as specified by the Charts which represent the professional advice of the manufacturers of Gargoyle Mobiloils, give the user maximum lubrication efficiency.

Dealers who display this red Gargoyle, and sell Gargoyle Mobiloils according to the Chart of Recommendations, have the confidence of every motorist—and this confidence is extended to every department of the dealer's business.

Is the red Gargoyle in front of your shop?

We will gladly send one of these easily-seen, respect-building, permanent metal signs to every dealer who sells *lubrication service*, rather than just oil.

GARGOYLE

**Mobiloils**

*A grade for each type of motor*

**IMPERIAL OIL LIMITED**

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

**BRANCHES IN ALL CITIES**

# Keep Your Merchandise Bright

SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

## STANDARD Floor Dressing

prevents dust from rising off the floors and sheiving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-*preserving*, non-evaporating dressing for all wood, linoleum and oil-cloth surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space — once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.




Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

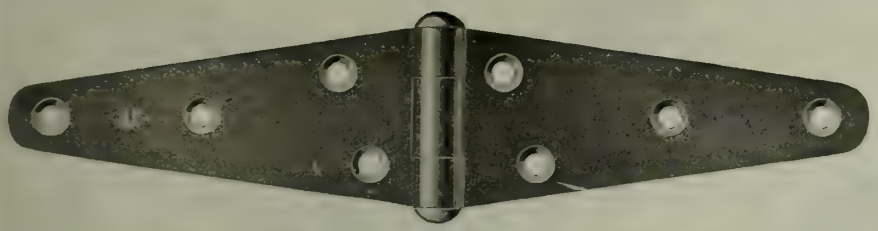
Sold in one and four-gallon cans, also half-barrels and barrels.

**Ask the Imperial Oil Man.**

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

## Slater & Barnard, Ltd. SB Hamilton, Ontario



No. 202 Heavy Strap Hinges

Ask Your Jobber for the

**SB Heavy Tread Strap Hinges**

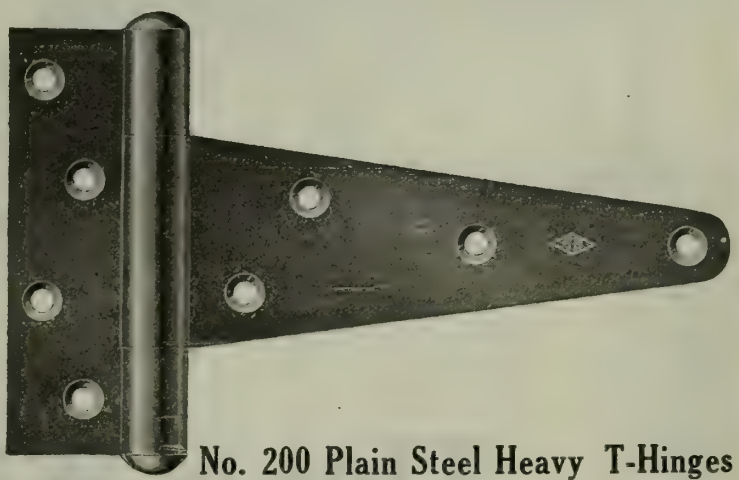
The Hinges with the better finish

*The SB Hinges can be supplied in*

**PLAIN STEEL, JAPANNED OR GALVANIZED FINISH**

The larger sizes Japanned or Galvanized are a good stock article for Garage equipment.

*When ordering demand SB Brand*



No. 200 Plain Steel Heavy T-Hinges

# COBBLER OUTFITS

Our catalogue lists quote an assortment of cobbler outfits. We will gladly give further details on request.




## MORE IN DEMAND THAN EVER

The average handy man to-day is keen to economize, particularly in the matter of footwear. Where there is a family of growing boys and girls the cost of upkeep in boots and shoes is a continual worry. A positive saving in this regard is readily effected through the use of a handy cobbler outfit, such as we illustrate, and many dealers report an increasing demand for this article. If you have not these in stock, we would strongly advise featuring prominently in your store a few of the various outfits which we have ready for immediate shipment.

## Taylor-Forbes Co., Limited

Head Office and Works

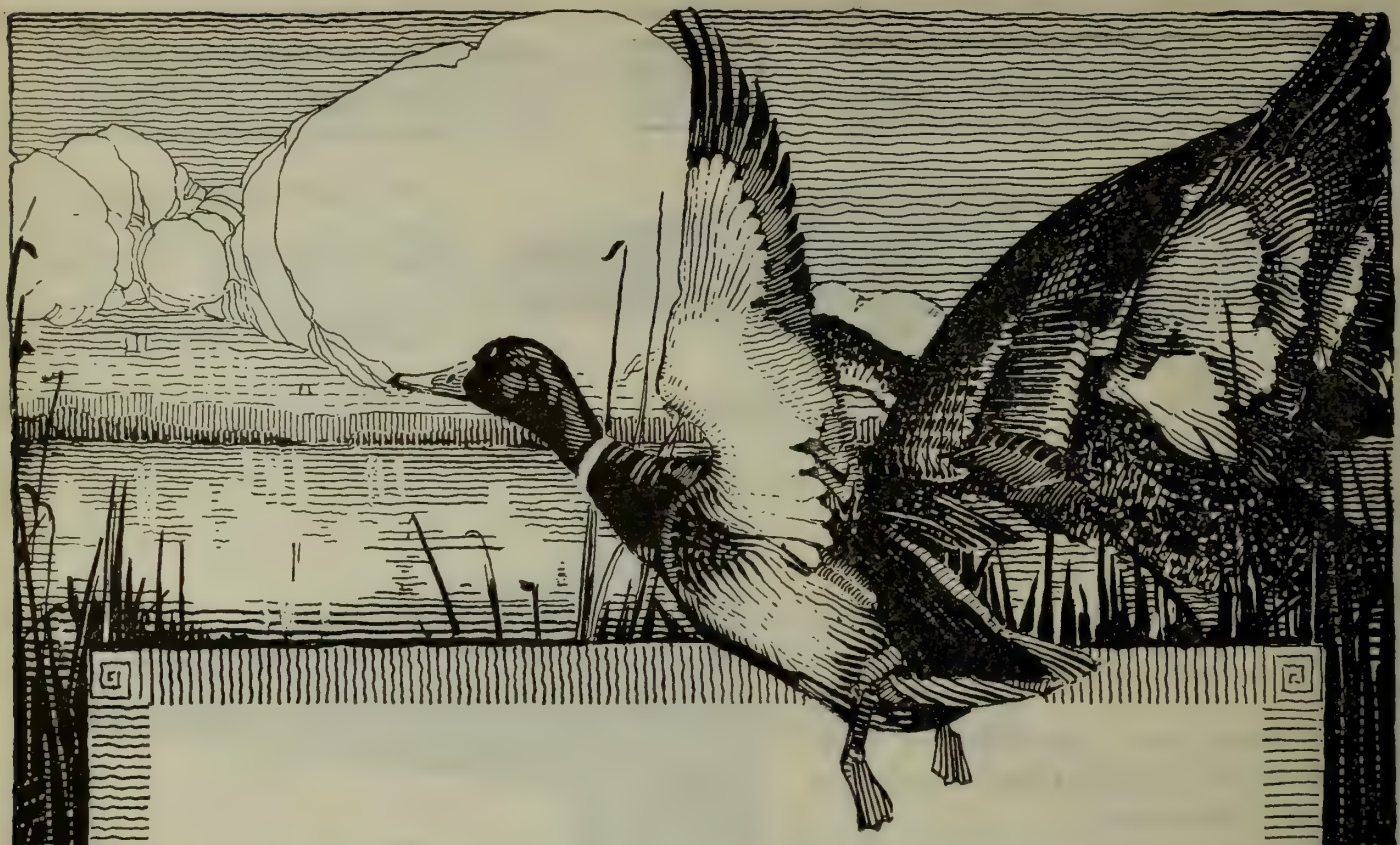
**Guelph, Ont.**

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.

H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg.



# This is What Builds Profits

—to meet the demand of your customers for an ammunition that fulfills every need—whether for small or large game, target or trap shooting.

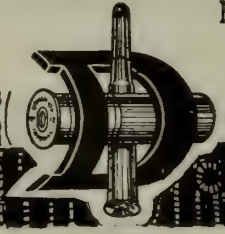
Hunters and shooters of experience know and insist on

## Dominion Ammunition

Make Dominion the basis of your ammunition stock and reap the benefits of the demand for this ammunition.

**Dominion Cartridge Co., Limited**

**Montreal** **Canada**



*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, OCTOBER 11, 1919 No. 41

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H. V. TYRRELL, *General Manager.*

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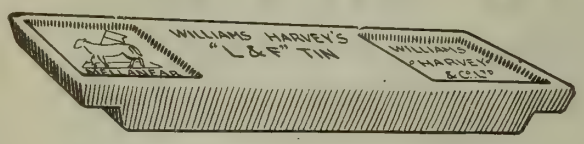
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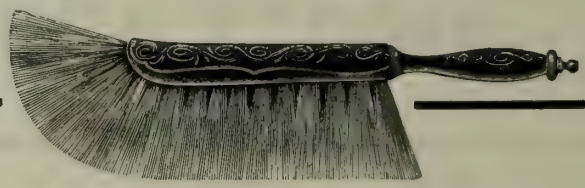
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Canada's National Hardware Weekly

HARDWARE AND METAL

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# Stove Prices May Be Advanced

## Manufacturers State That the Whole Tendency is Toward Higher Prices — Higher Wages Being Demanded by Men and Higher Prices for Raw Materials— Stove Firms Are Swamped With Business at Present Time

STOVE mnufacturers seen by HARDWARE AND METAL during the week almost without exception state that the tendency is towards higher prices for stoves. At the present time they are simply swamped with orders and cannot begin to get the goods out in time to make anything like the delivery that the retailers would like. This is a result, they say, of the retailers holding back their orders until the last minute and then sending them in in a mass as the demand for the stoves has developed. They have plenty of materials on hand at present to take care of deliveries up to the first of the year, but after that the situation is more or less uncertain with some firms owing to the delays that are expected as a result of the steel strike in the United States. The Canadian firms have lots of material on order, but advices from the American firms indicates that they are not prepared to promise anything definite as to when deliveries will be made. Some of the very latest advices state that quotations cannot be given and orders will be accepted only at prices prevailing at the date of delivery.

### The Labor Situation

While the situation as far as obtaining most classes of help is concerned has been greatly relieved, it is expected that the moulders and some of the other unions will demand higher wages about the first of the year.

"Wages for moulders have practically doubled in the last twelve months," said J. G. Fraser, of the Hamilton Stove and Heater Co., to HARDWARE AND METAL. "From information we have now, the moulders and others are likely to ask for further advances about the first of the year. Just what they will be I cannot, of course, state, but it looks as if we may have to increase prices of stoves at least ten per cent. The whole tendency in stove prices is upwards. Take pig iron alone. It is $2 per ton higher now than it was two months ago. We use fifteen tons per day. There is an item of $30 a day alone. Raw materials, of course, are the small item in the cost of stove production. Labor is the big factor to consider. Wages have been going up, up, up and the demand is for still more money.

### Prices Must Increase

"We cannot go on paying higher wages and not increase stove prices. I can at the present time see nothing for it but to advance them. All our operating costs are very greatly increased, and it does not look logical to continue stove prices as they are now. I think that an advance of at least ten per cent. is likely.

"Business has been excellent, fully as good if not better than in pre-war days. I do not think there is any doubt that it will be even better next year. I would not like to venture any predictions beyond 1920, but as far as I can see now next season is going to be a banner year.

### Want Them Quick

"There have been features of the business this fall that I have never known before. For instance, yesterday we had



*An entirely separate section of the store of J. Y. Smiley & Son at Woodstock, Ont., is set aside for stoves and washing machines. Mr. Smiley says a good stock and a good display are essential for getting the best results in business. The stoves and washers are kept looking their best and are arranged so that prospective buyers can investigate thoroughly the various parts and see how they work.*

a request to send furnaces by express to New Brunswick. A couple of days ago we got a similar request from Vancouver. The dealers want the stuff and they want it in a hurry, and they are willing to pay the greatly increased cost of sending it by express in order to get it.

"From coast to coast our business without exception has been good. The farmers are prosperous and are buying stoves in great quantities. They call for the big ranges. They have lots of wood and do not need to worry about the coal shortage, and the call from the country is for a big range. They insist on its being finished, too. During the war we got away to some extent from the nickelling that was so much called for. Now they are demanding I would say more nickelling and more trimmings than ever. The farmers wives want a real stove and they are willing to pay the price for it.

**Business Plentiful**

"The return of so many men from overseas, so many families getting back to housekeeping, the great rush of home-building and the house-building undertaken by the various commissions has created a volume of business that has simply swamped the manufacturers. The building programme from all indications will be greater next year than this, and business should be correspondingly larger. There is no question about the shortage of homes. Every home has to have heating equipment of some kind, and there is going to be a big demand for stoves, furnaces, etc.

"My advice to the retailers is to size up their needs and place their orders as early as possible if they want to get the goods. If they do not let the manufacturers know about what their requirements are going to be, the manufacturers cannot very well estimate their own requirements and arrange for the purchase of materials, etc. This is an important matter, and the men who are selling stoves can save themselves and us a great deal of annoyance and delay by co-operating with us in the matter."

**Big Export Demands**

Mr. Fraser stated that there was a big business offering in exports. Inquiries have been pouring in from all parts of the world asking for goods.

"These demands seem to be steadily increasing," said Mr. Fraser. "We have been sending stuff to South Africa, to China, to Australia, to Italy, France, England and Denmark, and it looks as if there will be a permanent business built up in many lines. Many of these countries are very short of goods and they have heard so much about Canada and Canadian goods that they are writing to this country for prices, and also placing orders."

**Sees Fine Future**

"We are away behind with our orders," said A. E. Hampson of the Burrow, Stewart and Milne Co., Limited, Hamilton, Ont., to HARDWARE AND METAL. "I expect that we will be very busy for at least a year. We simply cannot keep up with the volume of business that has been pouring in. My opinion as far as the retail trade is that business is going to be good, perhaps extraordinarily good. The merchant who gets this idea into his head and plans his course accordingly, is going to come out all right. If a merchant thinks business is going to be good and gets the stock to handle a good business, he is never at any trouble to sell it. Many of the retailers this season held off buying and now they are more than sorry that they did, as it is simply an impossibility to get the goods they need.

**Farmers Big Buyers**

"The farmers are big buyers. From the country districts we are receiving record business. The farmers want a big stove and they want a good stove. They want a nice-looking stove and the man who tries to sell them any other kind is going to have trouble. The farmer has the money to buy what we wants and he is going to get it. In the cities the big demand is for combination stoves that will burn either coal or wood or coal, wood and gas. There is a big demand in the cities, too, and it will continue. In many cases three or four or perhaps more families are living in one house simply because they cannot get any house of their own. A lot of building has been done this year, but it has not commenced to take care of the needs and from present indications 1920 will see a great deal more. All this is going to help the stove business and the man who is ready to handle the trade is the man who is going to get the business."

**Too Much at Home**

Mr. Hampson stated that his firm is not going after any export business because it cannot take care of the needs of the home trade.

"In spite of the fact that the labor situation is good and we are getting plenty of help," he said, "we find we cannot keep up with the orders that are coming in. We have had any number of inquiries from all parts of the world, but we are too busy to do anything in the way of supplying the goods just now."

**Are Very Busy**

"We are very, very busy," said J. Robinson, manager of the D. Moore Co., Ltd., Hamilton, Ont. "We were behind on spring business because the dealers held back buying, but we are more than making it up now. There has been a big rush of business and it seems to be getting heavier all the time. As far as prices are concerned, I do not know what to say. Certainly there is no indication that they are going to come down in any way. Labor costs are going up instead of down. I think the tendency of prices is upward."

**Business Is Brisk**

"Business is very active," said W. R. Gibson of the Gurney Foundry Co., Ltd., Toronto. "As far as the future is concerned I am not looking for any serious disturbance as far as the steel strike is concerned. It will perhaps make deliveries a little slower than they would have been otherwise. As far as prices are concerned it would, I think, be unquestionably illogical to argue that they are likely to come down any. There is a big demand for goods and the prospects are for excellent business."

**Most Satisfactory**

B. C. Beach, of the Beach Foundry Co., interviewed by HARDWARE AND METAL, stated that the stove situation as they experience it at the present time and see it for the future, is: "Quite satisfactory." They have never had so much business in the history of their firm, sales are mounting higher each month and would have swamped them but for their having been able to pile up a good stock early in the year. The travellers have been called in off the road as no more orders needed soliciting.

**Should be Advanced**

Mr. Beach sees no hope for a reduction in price. As a matter of fact, he says, the stoves should be advanced to make their manufacture profitable and many makers can hardly break even at present rates. However, there is a feeling that just now would be a bad time to advance and he hopes to see a gradual readjustment of things generally, a move for more normal conditions which will bring raw materials to a reasonable basis and permit of a profit without advance in prices.

**Is Optimistic**

Mr. Beach is extremely optimistic over Canadian trade situations, but says it requires more real organization, more definite planning and more campaigning by the Government or some centralized board or department. Wages must be high and, of course, that fact keeps up the price of all commodities, and stoves are very closely woven into that fabric.

**Labor Is High**

Labor is bound to be dear and scarce for a very long time in the stovemaking industry. Young men will not take up moulding and other dirty, grimy occupations when they can learn clean and pleasant trades and make practically the same money. He does not anticipate much effect from the big strike in the United States, excepting low deliveries of steel for spring, probably. He thinks that the strikers may probably lose, and this will benefit conditions all around. He sympathizes with the workers, but not with union dictation.

**Trade is Active**

The Thos. Davidson Mfg. Co., Ltd., have been able to take care of deliveries and are experiencing a big trade, particularly in heaters. The better grades of ranges are meeting with favor, too, and these are selling quite freely. While it was not stated that the movement was any heavier than last year, it was thought to be fully as extensive, and this will probably be a more brisk season in point of actual deliveries than 1918 was.

Continued on page 48

# Spending Millions for Electricity

## Power Plants and Power Lines Are Being Extended All Over the Country — Every New User Means a New Customer for the Hardware Merchant Who is Handling Lighting Fixtures, Supplies and the Many Labor-Saving Utilities

"HOW much does it cost?" and "How much does it cost to operate?" These are the two questions that ninety-five out of every hundred people ask first, according to a hardware merchant who has been building up a big trade in electrical goods.

"I do not answer the first question," he stated to HARDWARE AND METAL, "until I get them thinking in a different frame of mind. If I told some customers that an electric washer would cost $175, they would quit right there. Instead, I ask them to let me show them the way the machine works and what it will do. It is easy to interest them in a machine that is working, and when I get into a sales talk on the subject I answer their second question, as to how much it costs to operate. People are usually very much surprised to find out what a lot of work can be done with a washer, or a vacuum cleaner or an electric iron for a very small amount.

### Can Hardly Believe It

"They can hardly believe it, but when I guarantee that they will get the results and possibly even better results if I happen to know something about the conditions in their home, I can convince them. When I show them what the equipment will do, what it means in the way of saving in time, in saving of real hard work, that it will pay for itself in a few months, and will last for years and pay for itself over and over, they are ready to hear about the price and hear about it without being frightened. I find the great percentage of them very reasonable about the matter if approached in the right way. Once I can convince them that the equipment I am showing them is going to render real service and keep on rendering it for years and years, that it will stay on the job and make their work easier or their home more comfortable they begin to see that the price is not such a big consideration as they might have thought it was. They realize that they will get their money back many times over in years of satisfaction and service. Usually after that, it is a question of which machine or which cleaner or which iron, or whatever it is they will take.

### Take His Advice

"They almost always ask me which to take. If I know all about the party and that everything is all right I let them take the device home and try it. Then if they like another size or style I let them try that. Always, though, I have found that a sale results. Not only that, but they talk about their washer or their cleaner or their iron to their friends, and their friends come in and want to see a machine or whatever it is, 'just like the one you sold to Mrs. Jones.' They tell me that she is more than pleased with it and they want to enjoy the same trouble-eliminating or labor-saving advantages that she has. There is no telling where advertising of this kind is going to stop. It costs absolutely nothing and is the very best kind of publicity I can get."

### Follow Them Up

"I make a point of keeping pretty close track of all our customers. If I happen to be in their vicinity I run in and see how the washer is working, or if the cleaner is on the job, or if the iron is behaving well. I find that this pays and pays well. Very often I get first hand information about other electrical things they need, and also about hardware needs. The people like the service and feel that I am looking after their interests. Sometimes I have found that people were well pleased with a washer that was not doing its best because it needed a little adjustment or a little change here or there. It takes only a few minutes to do this and it makes all the difference in the world in the way the machine works. Sometimes it is only oiling that it needs. It is a funny thing how few people, especially women, ever think that a piece of machinery that is running at a good speed needs oiling regularly. They seem to have no idea what a difference a few drops of oil applied regularly will make. Very often I am able to impress this upon them and




*An ad. like this offers real suggestions to buyers just now who are in need of any number of seasonable lines. There may be in it some valuable points which you can adopt in arranging your own copy. Don't forget to tell the public about your prices.*

in such a manner that they cannot fail to see the results and remember to oil the equipment regularly."

### A Big Field Open

There is a big field wide open in the electrical business to-day. It is getting bigger all the time because of various conditions. One factor is the scarcity of obtaining reliable help in the homes. Women have to depend upon mechanical equipment for washing and cleaning and electricity is filling the bill in a manner that is most satisfactory. It does the work quietly, quickly, thoroughly and economically. It has made good so completely that people see in it the solution of their difficulties and that is one reason why the manufacturers of electrical washers, vacuum cleaners, and other equipment have for a long time past been swamped with orders. The demand is increasing also because the manufacturers are continually improving their output and are to-day setting standards that are higher than ever before. They realize that electricity and its development are to play a real part in the everyday life of millions of people, many of whom are just beginning to realize what a servant is theirs for the asking.

### Will be Greater

"We are merely touching the fringe of the business that is to be developed," said one manufacturer to HARDWARE AND METAL. "It is only a question of time when the great majority of homes will be using electrical equipment in many ways. It does not matter whether they are located in the cities or in the country. If they are away from the power lines, they can get electric plants which will light their houses and run their machinery. If they are farmers miles out in the country they can have the same service from electricity that city people have, and alizing it and they are going to realat a small cost. People are realizing it and they are going to realize it more. Every sale that is made means just one more satisfied customer and one more booster for electricity. When you think of the thousands of new users of electricity each year, and the hundreds of thousands of people who have yet to become users, you can see the possibilities of the future."

### Spending Millions

Reliable figures indicate that millions are now being spent in building extensions to power plants and power lines. Why? There is only one answer. People are wanting to enjoy the same privileges in regard to electrical service that somebody else they know is getting. This means more and more customers for power, and every new customer for power means a new prospect for the hardware man for electric lights, electric fixtures and the long line of electric utilities. Hardware men are going after this trade and they have been getting it. They are getting so strong a hold on it that many of the electrical dealers are not a little annoyed about it. They regard the hardware men as interlopers in their field. But in the meantime the hardware merchants are just going ahead in their own aggressive manner and getting more and more business.

## DE LAVAL CO. SUFFERS FIRE LOSS

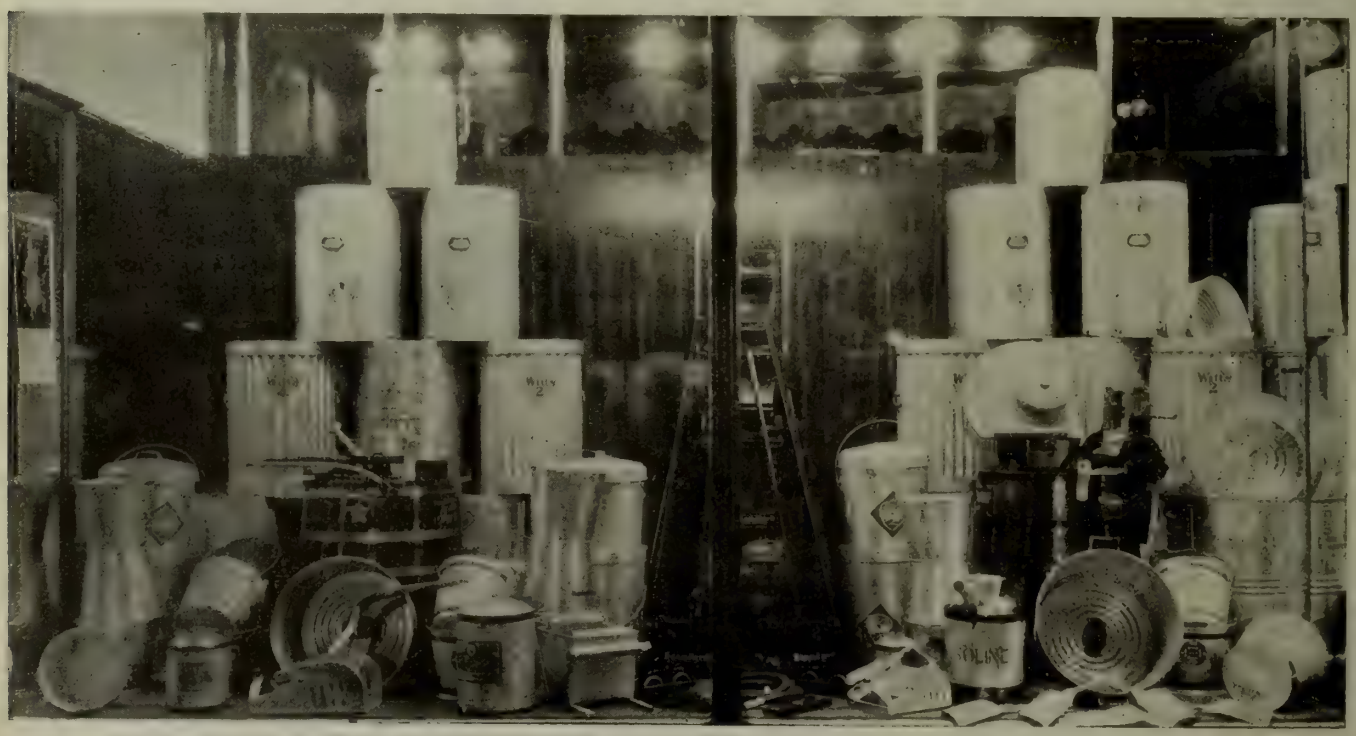
Damage estimated at about $75,000 by R. N. Mitchell, manager of the firm, was caused to the premises of the De Laval Company, dairy supplies dealers, at 21 St. Peter street, Montreal, early on Saturday morning last, when the building was gutted and two firemen were slightly injured. The flames had spread through the entire building and the building with its stock was a total loss. Two adjoining premises suffered severely from smoke and water. The cause of the fire is so far unknown. The De Laval Company made arrangements over the week-end to move to-day into new quarters, and business will be resumed at once.

## MERCHANTS TO LOOK AFTER TRAVELLERS

Since the Queen's Hotel, Galt, Ont., was closed some weeks ago, travellers visiting the town have found great difficulty in getting accommodation. Now the merchants are taking the matter in hand and they are going to throw open their homes to travellers. The grocery merchants will accommodate the grocery travellers, while the shoemen will look after the shoe travellers, and the merchant who handles various lines are to look after the travellers who call upon them. They will supply them with meals and if it is found impossible for a traveller to get accommodation for the night at the local hotel, he will be sheltered in the home of the merchant who is his customer.

## JOINS GLIDDEN FORCES

C. S. Sturges, formerly of the Eagle-Picher Lead Co., Chicago, and Sherwin-Williams Co., has been appointed sales promotion manager of the Glidden Company, Cleveland, Ohio.



*With winter coming on, furnaces to clean, and ashes to carry out, every householder will be interested in a window display like this. Washing machines make a nice central plan around which to build the display of galvanized ware.*

# Strike Effects Being Felt Here

## General Opinion Seems to be That the Worst Effects Are to Come—American Firms Advising That Business Will be Accepted Only at Prices Prevailing at Time of Delivery

THE opinion seems to be fairly general in the trade that the worst is yet to come, as far as the effects of the steel strike on Canada are concerned. This week has seen some rapid changes in prices and latest advices being sent out by American firms state that nothing can be promised in the way of deliveries. Some firms are sending out word that the only way in which they will accept business is at prices prevailing at the time of delivery and that deliveries are indefinite.

As far as the strike itself is concerned it does not progress. Neither is it broken. Production seems to be increasing, but the increase is slow and not anything like as large as might be expected from the number of men, whom, it is claimed, are at work. This may be accounted for by the fact that a number of new and inexperienced men are being employed and this would delay the others.

### Claim 367,500 Out

In a summary of the general strike situation sent out to all secretaries, organizers and steel strikers by national headquarters, figures indicate that 367,500 men are on strike. This is an increase of 88,500, compared with the figures given out by headquarters just after the strike started.

The big corporation plants in the Pittsburgh district are all in practically normal condition. The Edgar Thomson Mills are on in full and all but one of the conditioned blast furnaces there will be operating this week, it is announced.

### A Slight Defection

There was a slight defection of foreigners at the south side mills of the Jones & Laughlin Steel Company, and one mill there was closed for a day. Farrell and Newcastle plants are running 100 per cent. in men and in production. Duquesne and Homestead are normal and all of the McKeesport mills are on full time.

Over 1,000 men are working at the Youngstown mills of the Carnegie Steel Company or approximately 25 per cent. of normal, but the work is repairs and preparatory work. No hurry is being shown toward resuming at Youngstown.

### Bad For Business

Trade generally does not like the continuation of the steel strike in United States. So far, nothing is suffering in this country, but it is only a matter of time until something will have to give. While it is true that probably sixty per cent. of the men employed at the steel mills are working—and that figure seems about right—it does not follow that production is sixty per cent. of what it was when the strike was called. There must be mills where men are kept on for the moral effect of keeping them on and there must be cases where production is away below the amount that might reasonably be expected from the number of hands on the premises.

### In the Steel Trade

In a general way, it can be said that the steel trade is not suffering yet. It is a strange situation, but none the less a fact that the warehouses are better off than their customers. Warehouses take on standard sizes in everything, and in this way they can get more from the yards of the mills now than many of their customers who buy direct from the mills because their orders are all special and odd sizes. The factories, especially where much boiler and tank work is done, are in the same position as the man who gets his clothes made to order. Nearly every order they send out has to be made up for them, and now that capacity is away down it is only to be expected that there will be congestion and delay. As far as the warehouses are concerned it must be said that the American mills are making a brave attempt to give them service, as shipments of fair-sized tonnages are still coming over the line.

### Are Hit Hardest

In a general way, sheet and plate are hard hit. This is especially in regard to sheets. There has been a big demand for sheets for some time back, and warehouses are not well supplied.

The tube mills in some cases are still shipping against recent orders and material is arriving this week. This is true of the lap weld, but the cold drawn are down for the most part. There is very seldom any stock at the mills. Tubes are sold nearly altogether through the jobbers, and the former protect the latter in nearly every case. Men generally buy tubes in small lots for repair jobs, etc. This country depends on United States for its supply, and that supply is in danger. Neither is there a good stock in the warehouses at present, while the demand is strong.

## CHAMBRE DE COMMERCE ACTIVE

New officers were on hand in Montreal last week to take up the work of the coming season as applying to the Chambre de Commerce. This important French-Canadian body, corresponding among the French-Canadian business men to the Montreal Board of Trade, has done considerable in the past to foster and promote important trade and commercial matters. It has gone on record as favoring the adoption and application of the Metric System in Canada. Doubtless there will be many matters of importance to command and engage its attention, and under the leadership of its aggressive president, Joseph Quintal, there is reason to anticipate a season of continued progress in matters of vital and immediate interest.

## Fertilizer Bags Should Be Marked

For the protection of manufacturers, dealers and users of fertilizers, the following Act to amend the Fertilizer Act of 1919 has been assented:

1. Every manufacturer or agent, before selling or offering for sale, either himself or by any other person, in Canada, any fertilizer, shall either mark upon each package of fertilizer the following particulars or attach a label to each such package containing such particulars, or when the fertilizer is sold in bulk shall set out such particulars on the invoice, namely:

(i) Brand name and trade mark, if any;

(ii) Registration number;

(iii) Guaranteed analysis, stating separately, in minimum percentages only:

(a) the percentage of nitrogen;

(b) the percentage of available phosphoric acid and the total phosphoric acid;

(c) the percentage of potash soluble in water;

(iv) The name and address of the manufacturer or agent.

In the case of bone meal, tankage or other organic products, and basic slag, the phosphoric acid shall be stated as total phosphoric acid unless it be desired to state available phosphoric acid also. When leather in any form, wool waste, hair, or any inert organic nitrogenous material, forms a part of any fertilizer, the percentage of such ingredient must be mentioned in the guaranteed analysis, unless by processing the nitrogen has been made available in such materials. When potash is derived from sulphate of potash or carbonate of potash, it may be so stated in the guaranteed analysis.

(2) The methods for determining the different ingredients, the amount of each several ingredient in a fertilizer, and whether any such ingredient is available, shall be those which are approved by the Association of Official Agricultural Chemists of North America.

# What Causes Rate of Exchange

## Simplified Explanation of Reason Why Canadian Money at Present Time is Worth Less Than That of United States—Natural Result of Our Immense Imports—Mistaken Ideas on Subject Prevalent.

By C. J. MORRIS

THE present disadvantage under which the Canadian merchant who has payments to make in U. S. is laboring, has brought to light an extraordinary lack of knowledge regarding the most elementary principles of international exchange, not only on the part of the general public, but also on the part of business men and even of newspapers which attempt to instruct their readers as to the causes governing the premium or discount at which one country's currency may stand in relation to that of another country.

It is by no means infrequently that we find in the daily press statements to the effect that the imposition of an exchange rate upon Canadian money by the United States is by no means a friendly proceeding, and advocating retaliation by the imposition of a similar rate of exchange upon all United States money spent in Canada. Such remarks only show how utterly the writers fail to realize the significance of an exchange rate.

To threaten to impose an exchange rate or discount upon United States money spent in Canada at the present time would be a proceeding equivalent to that of a householder, without a pound of coal in his cellar and with coal almost impossible to obtain, going to his coal dealer in mid-winter and informing him that unless he were willing to supply him with coal at a reduction of five per cent. on the ordinary rates he would refuse to purchase any from him.

### U. S. Money Needed in Canada

It is the very fact of our being unable to get sufficient United States money in Canada to pay for all we buy from the States that makes it worth our while to pay a premium for it. It is really we ourselves who, by offering a premium for United States money because we have such urgent need of it, cause our own money to be at a discount in relation to that of the States.

A few days ago a Toronto paper informed a correspondent who enquired the reason for the rate of exchange, that such rate represented the exchange broker's estimate of the holder's chances of payment. Presumably the rate of exchange, in this writer's opinion, was an insurance premium paid to the broker, who in return guaranteed the solvency of Canada and due payment of her obligations. A moment's thought will show that this could not possibly be the meaning of the present exchange rate of 4 per cent. on Canadian money, as that would mean that the chances against Canada going bankrupt were only 25 to 1.

It is doubtful whether one business man in twenty understands what a rate of exchange really is and how it is caused. It is, therefore, the object of the present article to endeavor to make it clear by a simple illustration which can be understood by everyone.

The various nations of the world with their different paper currencies might be compared to the merchants of a community who agreed to trade together, accepting one another's vouchers in payment for their goods. Let us suppose that in such a community B is a baker and P a piano maker. B purchases a piano from P and also sells him bread. Till the piano is paid for B simply hands P back the latter's own vouchers in payment, and no difficulty arises. B does not require another piano, but P still requires bread, so B still accepts P's vouchers. P is still selling pianos to other members of the community, so B uses P's vouchers to pay them for goods he buys from them and the arrangement still works well. Let us suppose, however, that a time arrives when everyone in the community has bought a piano and P's vouchers become a glut in the market, as no one requires them. B, however, knowing that P is selling pianos to a dealer in a distant city, pays this dealer a visit and asks him to buy P's vouchers from him. The dealer says he would be able to use them at some future time and offers to take them if B will allow him a discount on them. B is obliged to agree to this, and disposes of the vouchers for cash, less the discount. He then informs P that if he accepts any more of his vouchers he will have to charge him a percentage on them.

### The Two Cases Parallel

Here we see that P is buying from B more than he is selling to him, with the result that his money (vouchers) is at a discount. It is not in demand and its value consequently falls. In the same way Canada has made immense purchases from the United States and has not made sales to anything like a similar amount, the balance in favor of the States amounts to hundreds of millions of dollars, which we must pay in United States money. United States money is therefore much in demand, and we have to pay a premium to get it. Whether we pay a premium on United States money or sell our own money at a discount is the same thing.

Reverting to the above illustration, it is not B's fault that he has to charge P a discount on the currency with which P pays him. He gains nothing by so doing. On the contrary, he stands to lose, for it is evident that so long as P has to pay extra for his bread he will not buy from B more than he can possibly help. In fact, he may consider the advisability of getting the bread from the city to which he is sending his pianos and where his vouchers are probably not at a discount. B, therefore, far from benefiting from the exchange he is compelled to charge, stands a very good chance of losing a customer.

### Merchant Not Benefited

In the same way the rate of exchange which the Canadian purchaser is compelled to pay to the United States merchant in no way benefits the latter, but has the effect of inducing the Canadian merchant to look elsewhere to fill requirements. At the best he can only hope to get orders for as little as his Canadian customers can possibly get on with, and at the most he may lose his customers altogether.

The premium upon United States money has exactly the same effect upon commerce between the two countries as the imposition of a duty of the same amount upon all imports into Canada from the United States would have.

### Where the Money Goes

The question will naturally arise: If the merchant gets no benefit from the exchange, who does get it? Where does it eventually go? This brings us to the part the broker plays in the matter. It is manifest that the Canadian merchant who has made a purchase of goods across the border has no time to go running around among his fellow merchants looking for somebody who has made a sale in order that the amount he has to send abroad may be offset by an equivalent amount which some merchant on the other side has to send into Canada. In fact, where the imports greatly exceed exports, it would frequently be impossible for him to find such a person. This is where the broker comes in. He undertakes to act as a clearing house for all parties and will either sell or buy United States drafts, and the broker in the United States will either buy or sell Canadian drafts. So long as the volume of transactions each way is fairly level no difficulty arises, and he makes only a small charge, a fraction of one per cent., to recompense himself for service he renders. But as soon as one country's purchases exceed its sales he is faced with the problem of what to do with the suplus of that country's money which begins to accumulate in his hands. He undertakes to absorb the surplus in one way or another. It is clear it would not pay him to hoard it and receive no interest upon it. If therefore, he cannot transfer it to some country which

Continued on page 48

# What Hardware Men Are Doing

## How Hardware Merchants All Over Canada Are Going After Business—There May be Suggestions in Some of These Ads That You Can Use With Advantage and Profit When Arranging Your Own Copy

THE **Bond Hardware Co., Ltd., Guelph, Ont.,** in an ad. four inches deep and two columns wide, under the heading in display type: "Auto Accessories," lists such items as shock absorbers, spark plugs, valve grinding compound, oil, chamois skins, sponges, auto patches, vulcanizers, body dressing, carbon removers, driving gloves, tire chains, auto wax and auto cleaner. Prices of every item are given in good plain figures and at the bottom of the ad. is the announcement: "We Have What You Want." Phone 1012.

* * *

**The O. B. Henry Co., Drayton, Ont.,** in a double column ad. nine inches deep lists ——, and says of it: "—— is the true friend of the housewife, as it renders the greatest service in small things as well as in large. There is no limit to the many uses for which it is adapted. A few of the many things to which —— will impart beauty are: Bedsteads, bookcases, bureaus, baby carriages, cabinets, chairs, china closets, curtain poles, doors, drawers, lounges, mantels, picture frames, window sills, rattan ware, sewing machines, shelves, sideboards, sofas, tables, wainscotting, wood ceiling, floors."

* * *

**Hick-Sehl Hardware Co., Lethbridge, Alta.,** in a double column ad. shows a cut of a range and in display type says: "If you are in the market for a coal or gas range, it will pay you to call and inspect our stock of —— coal ranges, and —— gas ranges. Our prices are sure to appeal to you. Remember, we guarantee every range we sell. Phone 762."

* * *

**McKelvey & Birch Ltd., Kingston, Ont.,** under the heading in large display type "Winter's Demands," says in a double column ad. six inches deep: "These chilly mornings make us think of Jack Frost's coming. The popular heating stoves for home use are —— with grate. No. 4 is a good size, $20. ——burns either coal or wood, $17. COME IN AND SEE OUR DISPLAY. A splendid chill chaser is —— Oil Stove, japanned finish, $6. Can be carried from room to room. YOUR FURNACE OR COOKING RANGE will need repairing. We can supply promptly the men to give it expert attention. DO IT NOW. TO BUILDERS, we have a good stock of cement at our warehouse, foot of Princess St. Phone 237."

* * *

**James Simmonds Ltd., Dartmouth, Nova Scotia,** feature —— aluminum cooking utensils in a double column ad. seven inches deep. A saucepan and a tea kettle are illustrated and a special is offered in a four-quart saucepan at $1.69 if a coupon printed with the ad. is brought in. The ad. stated that every article of —— will last over ten years.

* * *

**McAvitys, St. John, New Brunswick,** in a double column ad. four inches deep, show a thermometer and under the heading in display "Thermometers" say: "For all purposes including window, outdoor, indoor, bath, dairy, home, candy confectioners, engineers. Window thermometers as per cut made of heavy zinc with Perma color spirits, $1.50. Mailed anywhere in Canada."

* * *

**Peterborough Hardware Co., Limited, Ont.,** in a double column ad. eight inches deep, say in display: "Brighten Up the Home. With the coming of autumn days and nights our thoughts turn more than ever to the home—the outdoor pleasures give way for indoor warmth and cheer. If the home is made attractive, how we all enjoy it. ——, a varnish stain for finishing or refinishing floors, woodwork and furniture, will help you brighten up and make the home attractive, and at such small cost. Makes the old furniture look like new. Covers all marks, stains or scratches, leaving a beautiful finish. —— has no equal for floors or woodwork. You can produce the beautiful grained effect of natural wood. It wears like iron. Easily applied and so inexpensive. BRIGHTEN UP THE HOME."

* * *

**C. B. Philips, Rosetown, Sask.,** features "ELECTRIC WIRING" in a double column ad. six inches deey, and says: "Am in a position to do electric wiring. Estimates given. Prices right. Also have a good stock of ELECTRIC SUPPLIES and LAMPS. Call and get our prices before letting contracts. SERVICE AND SATISFACTION."

* * *

**The Morgan Hardware Co., Norwich, Ont.,** in a three column ad. seven inches deep, says: "To our out of town friends, our advice is to patronize your home town first. We make a specialty of many lines that other stores do not carry. These lines we would be pleased to show you. RANGES AND HEATERS for instance, we make a specialty of —— ranges, —— ranges and —— high oven ranges. A complete line of base burners and heaters. ELECTRIC WASHERS, —— electric washers. Save time on wash day. Let us demonstrate it in your own home. —— ASPHALT SHINGLES in stock at $7.00 per square. SHOT GUN AT A BARGAIN, a double barrel —— shot gun, nearly new, for sale at a bargain. Phone 13."

* * *

**The Lawrence Hardware Company, Limited, Halifax, Nova Scotia,** under the heading in heavy display type: "WE DO THIS FOR CONTRACTORS," says: "When you bring us your specifications or the builder's plans, we make up the schedule of the builder's hardware needed and furnish you with an estimate of the total cost. For this service we make no charge. Whatever you want in builder's hardware, you will find in the celebrated —— line we carry. Vestibule, inside door and store door sets with or without cylinder locks. In antique copper, polished brass. Knobs to match, also in cut glass. Porcelain knobs for inside door sets and handsome nickel door sets for bathrooms. SAVE TIME, SAVE MONEY BY BRINGING YOUR SPECIFICATIONS HERE."

* * *

**Cowan Hardware Co., London, Ont.,** a three column advertisement, 8¼ inches deep is used by this firm to make a drive on tool sales. Under the heading in large display type "ON THE SQUARE," the firm says: "Mr. Mechanic, our stock of quality tools is the largest and best assorted in this part of Ontario. Every tool we sell is fully guaranteed." The advertisement is well illustrated, half a dozen cuts being used. It is attractively laid out and prices are given in large figures. There is considerable building activity in London just now and the lines listed include planes, levels, breast drills, hand drills, saws, rules, steel tapes, trowels, screw drivers and other lines in which mechanics are interested.

* * *

**Ruch Bros., St. Catharines, Ont.,** in a two column ad. 11 inches deep feature stoves. Under the heading STOVES across the top, they say: "Have you secured yours yet? If not, you had better hurry. We have all the needed varieties on display." Below is given a list of stoves, heaters and piping with prices all in large figures. The ad. closes with the announcement: "We deliver to Merritton, Thorold, Port Dalhousie, Welland and Niagara Falls."

## STOVE PRICES MAY BE ADVANCED

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### Little Effect Yet

Regarding the effects of the steel strike, these were not manifest as yet to a serious extent and delivery of raw material has been maintained quite steadily. It is not possible to say, however, that there will not be interruptions, and much will depend, obviously, on the strike's duration.

### Business Is Good

The Canada Stove and Foundry Co., Ltd., Montreal, report business as excellent and much better than it was a year ago. Not only are heaters now moving well, but the full line of stoves and ranges, Mr. Cote, the manager, states, is in steady demand from the trade and shipments are very heavy.

In the matter of raw materials, Mr. Cote reports that their anticipation of what requirements they would have, has afforded them the necessary materials to take care of the increased outturn from their foundries now. With some surplus in hand, it was not necessary to curtail orders, and these are being filled promptly. Mr. Cote does feel, however, that there will continue to be a certain amount of difficulty in procuring steel plates.

### Never Caught Up

"The mills never have caught up with the demand for this class of goods," he stated. "What makes the shortage of this material is accounted for largely through the extensive demands of the automobile manufacturers."

As far as pig iron and coke are concerned, Mr. Cote states that there is no shortage and that supplies are to be had without any delay of consequence. In fact the stocks of these are reasonably plentiful, it was pointed out.

### Not Expecting Trouble

Asked as to whether the present steel strike was having, or would likely have an effect on the manufacture of stoves, Mr. Cote did not emphasize that it would likely cause trouble. And, as before stated, the difficulty of securing plates had existed before the strike began.

As to labor conditions, there is not any immediate difficulty, although the average workman is still somewhat unsettled and does not know just what he wants seemingly. Wages paid are naturally high, and there is no prospect of low prices on either stoves or heaters.

## WHAT CAUSES RATE OF EXCHANGE

Continued from page 46

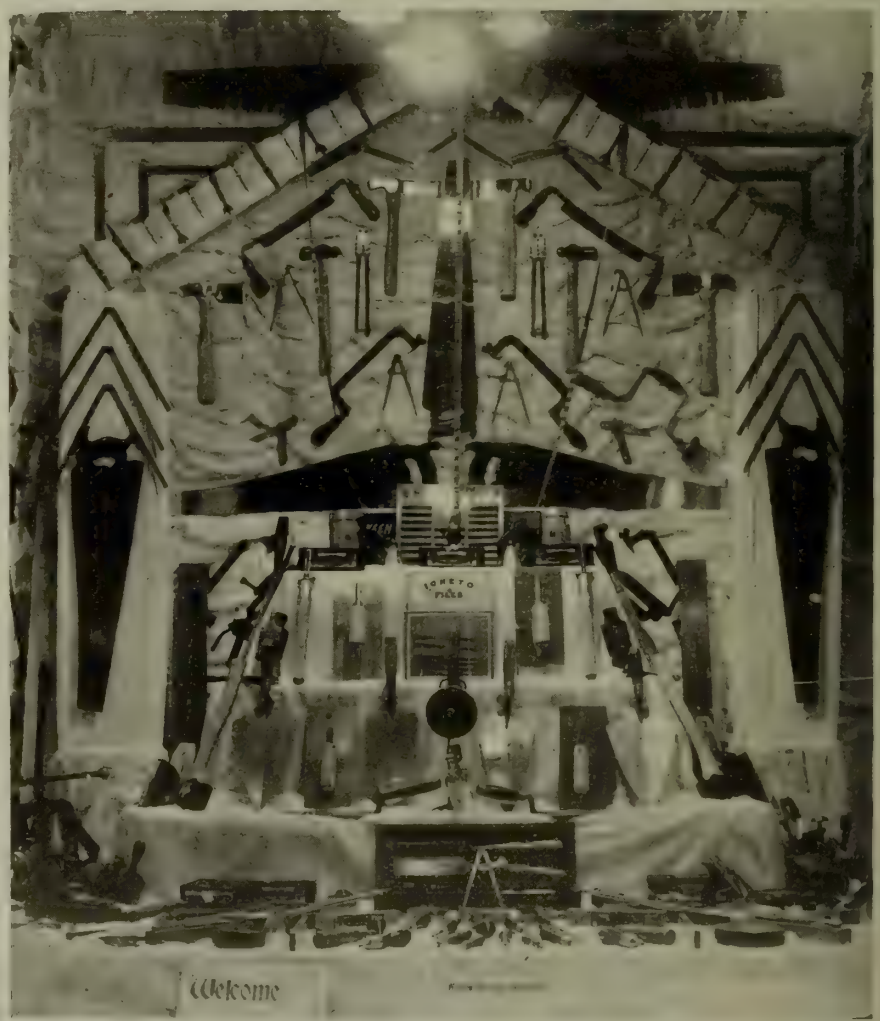
needs it, he will be compelled to purchase stocks or bonds of the debtor country and either hold them himself or offer them for sale at a price sufficiently attractive to induce purchases. It is to cover the cost of doing this that he charges a rate of exchange which varies as the excess of imports over exports increases or decreases.

### Gold Payments Avoid Rate

One way in which a nation can avoid paying exchange is to pay in gold. Gold is the international medium of payment and has a fixed value in all countries and by sending gold in sufficient quantity to cover its paper money any adverse rate of exchange is at once wiped out. In the same way in the hypothetical case of B and P above. If P can pay B in ordinary money the question of exchange does not arise, but where P and B are issuing their own vouchers instead of money the value of these vouchers depends upon the demand there is for them and that is regulated by the amount of business each is doing. B being a baker, practically everyone could use his vouchers to pay him for the bread they required. If, however, B began spending very heavily and issued vouchers much in excess of the value of the bread he sold, his vouchers, too, would soon become a glut in the market and would be at a discount.

The writer has in the last month or two spoken with several retailers who could not understand why the exchange rate should necessitate their paying more for an article than they previously paid when that same article is selling at the original price in the States. The above explanation will have made this clear. The wholesaler from whom they purchase has paid nominally the same price for the article, but whereas formerly he could purchase the article with the Canadian dollar, he now has to pay with U. S. currency. To obtain this he has to pay practically $1.05 in Canadian money, and he is obliged to pass this extra cost on to the retailer.

In a short article of this nature it is impossible to go into every circumstance affecting the fluctuation of the exchange rate, but enough has probably been said to enable the average business man to understand clearly why it is he is at present working at a disadvantage when dealing with United States merchandise.




*This window display of tools and builders' supplies arranged by the Johnson Hardware Co. of Brandon, Manitoba, was awarded third prize in an entry list of sixty-five in a competition held by the Retail Merchants' Convention. A well arranged display of tools always results in stimulating sales and this window produced excellent business.*

# Controlling Credit is an Important Matter

## Everything Depends on the Attitude of the Merchant—Only Sure and Safe Way is to Sell for Cash — Granting of Credit Indiscriminately is Prolific Cause of Trouble

PROPER control of credits is a matter that is entirely in the hands of the merchant. It depends entirely upon his personality. If he is strong enough to take a firm stand in the matter, and not let his goods go out to every Tom, Dick or Harry who wants to take them on worthless promises to pay, he is going to save himself a lot of time, worry and losses. Many merchants have learned that the only real way and the only safe way to control credits is to sell for cash. There are, of course, exceptions to this. Many hardware men sell to contractors and others who send their men down for merchandise and want it charged for a time. There are other cases also where for some real reason or another some perfectly reliable person may wish to extend payment for a time. But these cases only happen occasionally, and it is not in them that the huge losses sustained by the indiscriminate granting of credit come.

### Cause the Losses

Hardware merchants who have changed from a credit to a cash basis are unanimous in the opinion that they would not go back to the old system.

One hardware merchant stated that his losses in trying to collect numerous small accounts, before he adopted the cash plan, practically ate up the whole business. In addition, he had all the work and worry of keeping track of a multitude of small bills, sending out statements and trying, often times without success, to get his money in. Now he says he gets the money he needs to carry on his business and replenish his stock at a time when he needs it. He can, he says, do better for his customers by buying for cash and selling for cash and he has nothing to worry about in the way of long-standing "carry" accounts.

### Does It Systematically

"There are a few cases in which we will grant credit," said another hardware merchant. "In every case though, we always set a date for payment and then collect promptly as agreed. We have got away from long time sales and from such petty business as opening an account for $1. We would rather that people who want to do business that way worried some other merchant. The whole thing depends on the merchant. If he insists on getting cash he will get it, and if he is easy and lets people bluff him, they will do it and will not thank him."

# Hardware Lines Will be Affected by Coming British Legislation

IMPORTANT legislation which will affect several hardware lines and also the hardware trade between Canada and England will be considered by the British Government when Parliament reassembles in a few weeks.

According to the Board of Trade Journal, legislation will be introduced as follows:

(a) For the protection of goods manufactured in Great Britain and Ireland against dumping by taking power to prevent the sale in this country of similar goods beneath their price in the country of origin;

(b) To enable the Board of Trade to check any flood of imports (for instance, from Germany), that might arise from a collapse of exchange so disproportionate to costs of production in the country of origin as to enable sales to take place in this country at prices altogether below costs of production here;

(c) To deal with unstable 'key' industries in the following way:

"A limited number of unstable 'key' industries will be scheduled, the products of which will be prohibited from importation into England except on license.

"Pending legislation, a general license under the Prohibition of Import Proclamations is being issued by the Board of Trade authorizing the importation into the United Kingdom of all goods with the exception of those in the following list, which will be treated as unstable 'key' industries: Optical glass, including lenses, prisms, and like optical devices; scientific glassware; illuminating glassware; laboratory porcelain; scientific and optical instruments; tungsten powder and ferrotungsten; zinc oxide; lithopone; gas mantle and mantle rings; magnetos; hosiery needles, latch gauges.

"It is not proposed to make any addition to the above list unless and until Parliament so determines, with the possible exception that in the event of the contingency foreshadowed in paragraph (b) above arising it might be necessary to suspend temporarily all or any of the imports from the country affected by the collapse of exchange.

"The Board of Trade announces, in explanation of the above, that, pending legislation, a general license under the Prohibition of Import Proclamations is to be issued to cover all goods with the exception of those set out in the list of key industries. In the case of kerosene and benzine (including white spirit), gas oil, and fuel oil, this general license refers to total quantity of import, and does not affect the agreement entered into by the Government to limit the number of importing firms for the period of the existence of the Pool Board, and nine months thereafter to those firms which co-operated with the Government to form the Pool Board, as a result of which the community received material benefits. The termination of the war organization of the Pool Board as from January 31, 1919, was announced in the press on January 2, 1919. The nine months' period which has to elapse before other firms are allowed to import does not therefore expire until October 31, 1919.

### SHORTAGE OF CANS

According to press reports the shortage of tin plate, caused by the great steel strike in the United States, is causing a great deal of inconvenience among the canners and growers throughout the whole province. A dispatch from St. Catharines, Ont., says: "This district is especially hard hit, a few canneries being compelled to shut down owing to their stock of cans having become exhausted. The plants of the Dominion Canners at Welland and Niagara-on-the-Lake are closed, and the plant at Jordan Station will have to close.

"The Schenck plant, in this city, has a sufficient supply for one day, while the Simcoe plant has by far the best supply, and will be able to keep in operation for a few days to come.

"Relief appears to be in sight, which it is hoped, will care for the large crop of tomatoes in this and other districts. The Dominion Canners were fortunate enough to secure a number of cars of cans in the Eastern States, which are being rushed to St. Catharines and elsewhere for distribution among their many factories."

### SHIPBUILDING SLACKENS

According to a bulletin issued by Bradstreet's, Canada's shipbuilding trade is not expanding in the way it gave promise of doing a few months ago. It is stated that in British Columbia the industry is in great danger of being almost extinguished. The bulletin says: "Unless new orders are obtained the Coughlan shipyards and the Wallace shipyards will likely cease operations except for repair work. The Foundation Company of British Columbia has already completed its contract with the exception of equipping some of its boats for French account. This leaves in British Columbia only the Mullen yards at Prince Rupert and the Victoria Machinery depot. These concerns have two and six contracts respectively. In the East there is not the same swing to the industry that existed a short time ago."

The Robert Lucas Glove Co., has been registered at Montreal by Robert Lucas.

# EDITORIAL COMMENT

THE scarcity of housing accommodation all over the country is becoming increasingly acute. Many a young married couple set out these days to find just the kind of a house that will suit them and end up by being glad to rent any rooms they can get. As long as conditions of this kind prevail more and more building is inevitable.

* * *

THE nearest that many people can get to a reason for the present cost of living is that everything is going up because everything else is.

* * *

THE only kind of advertising that does not pay is that which is not properly done. Good advertising is an investment that returns a profit. It is never an expense.

* * *

TO-DAY in business, the greatest competition is in quality, not in price. It pays to sell the better goods, as people are realizing now as never before that the best is the cheapest in the long run.

* * *

THE kinds of goods that keep moving are the kinds the public like and are the kinds that bring the profits. No merchant ever made any money out of shelf warmers.

* * *

UP TO the time of going to press, housewives had not called a strike for a thirteen-hour day or a minimum allowance of spending money, but most women are demanding more and more time and labor-saving devices to work with and the hardware men are selling ten where they sold one a few years ago.

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## *CANADA'S STRONG POSITION*

JUST a month from to-day the world will celebrate the first anniversary of the signing of the armistice. The nations have been at peace—or rather what has been called peace—for nearly a year. Looking back now one can hardly help contrasting the predictions of eleven months ago with what has actually transpired. Many retailers at that time confidently predicted falling commodity prices with the cessation of the war demands and acting on that assumption went light on buying, some of them very light. Not only retailers did this, but wholesalers in many cases as well. Yet prices have risen and risen until many of them stand at the highest levels in the memory of living merchants. Food and raw materials, instead of becoming cheaper and more plentiful, have become dearer and more expensive. War debts have grown greater instead of less. The currency of most of the belligerent nations, instead of contracting, has expanded faster than during the war period. Instead of returning to order from disorder, many nations have drifted further into disorder. It has been said in some cases that "War is hell, but Peace is worse." International financial relations inevitably reflect the tendencies of commercial intercourse and the inflation of national currencies. Exchange rates of foreign countries have shown remarkable variations. The rate of exchange against Canada in New York has been high, but not so high as against England. In the New York market recently, it would cost a Britisher $1.18 to buy $1.00 worth of goods. It would cost a Frenchman $11.78, an Italian $1.96, and a German $7.40. Naturally conditions of this kind have an enormous effect on trade. Added to this is the situation brought about by the strike of the steel workers in the United States and of the railway workers in England. The railway strike is settled and the steel strike is likely to wear itself out shortly, but their effects on business remain.

In striking contrast to these troubles of other nations is the strong position of Canada. Business has perhaps never been better in the history of the Dominion. The nation has real cause for thanksgiving this year in rich and abundant harvests, the return of peace and generally satisfactory conditions. There has been plenty of work at good wages and the people generally are prosperous. The great trouble of merchants generally, and of hardware men in particular, has been to get enough goods. Many of those who bought very conservatively, fearing a drop in prices, saw their mistake when it was too late to remedy it. "We could have sold just 25 per cent. more goods if we had only had them," said the buyer of a large wholesale hardware house to HARDWARE AND METAL. "We played it safe. While we have done an excellent business, we could have done a lot more." This condition is general. The business outlook is good. As far as Canada is concerned it looks as if this country is just entering upon the greatest era of prosperity it has ever known. While we have had labor troubles and other troubles, they have been insignificant com-

pared with those which have been rending other nations. On the whole, business conditions in Canada are sound, in the hardware business especially, and the outlook is for them to be even better.

### *THE POWER OF ADVERTISING*

FOR every person who knows what he wants and comes into your store and asks for it, there are scores of what might be called latent purchasers who know what they want only when it is placed clearly before them and suggested to them. This is one of the main reasons why sales forces exist, trained men and women who can show the advantage of a product to prospective buyers. Advertising is one of the greatest sales forces there is if intelligently used and directed. Its power lies in its ability to reach and convince the maximum number of people in the shortest possible time. This is one of the reasons why the greatest merchants in the world are consistent users of advertising space. They not only use space, but they use large space and they fill it with matter that has a real interest to the thousands of men and women all over the country who read it. Many of the ads. suggest to the readers things they need and which they gladly buy when they remember that they require the goods or will require them.

### *A CASE FOR STANDARDIZATION*

THE need for electrical goods with a standard plug is becoming more apparent every day. This has already been done with electric light bulbs and with the steadily increasing popularity of other lines, there is no reason why the householder should be seriously inconvenienced as at present. There is no justification at all for the housekeeper having to keep a dozen different cords hanging around the house, each with a different plug at one end and very frequently at both ends. One is for the toaster, another for the iron, another for the vacuum cleaner, another for the washing machine and so on. This means real annoyance and inconvenience for many women and is entirely unnecesary if the manufacturers would get together and agree on a standard plug. Incidentally, it would help in increasing the sales of merchandise. In St. Thomas, Ont., a citizen recently had his house wired for electricity and planned to instal all the latest conveniences. He has sockets for irons, etc., and when he endeavored to make use of the appliances, he discovered that the sockets were built for the metallic power conveyors to be inserted horizontally, while the new equipment he was putting in had parallel conveyors. He was forced to remove the sockets and instal new ones. This matter, it is stated, is to be taken up with the Ontario Hydro Commission, as it is not the first complaint of the kind that has been reported. The average citizen is "sold" on electricity and the value of convenience of electrical utilities, but it is little things like this that make endless trouble and often cause people who would buy washers, vacuum cleaners and other things to go slow. The men handling electrical goods can do a great deal if they will get togther and put it up to the manufacturers to standardize.

### *HELP ALONG THIS WORK*

IT is the aim of both the Dominion and Provincial Governments as well as of many of the large manufacturing firms to encourage home owning. This year has seen considerable progress along this line, and while there is still an acute shortage of residences, especially in the larger cities, a good deal has been done to alleviate a condition that was becoming almost intolerable. It is still bad enough. The housing question is occupying almost as prominent a place in the news columns these days as labor unrest or any other big problem. Not only is the scarcity of houses driving many people to own their own homes, but also the exorbitant rents being asked by landlords. Brisk as building has been this year, it will apparently be small compared with the programme that will get under way next spring. All movements to encourage home owning are of keen interest to the hardware merchant and offer him splendid opportunities, not only for selling the materials required in erecting the dwellings, but also quantities of household needs for those who are to live in them. The hardware merchant who is in a position not only to advise those who are building about the best materials to use, but to show them a well-selected stock of materials and also of builders' hardware, electrical fixtures, bathroom equipment and fixtures, electrical washing machines, vacuum cleaners, toasters, irons, and other lines are going to get some nice business. Many hardware men have been making the most of these opportunities and with excellent profit to themselves. While business has been splendid this year, they see even more trade of this kind ahead next season and are making their arrangements for getting their share of it. As was stated by a hardware merchant in last week's issue of HARDWARE AND METAL, one of the best ways of securing business and of bringing people back to your store, is to be in the position where you can supply their every need in the hardware line, in other words, carry the stock. This is a sure foundation for any merchant to work upon and those who are conducting their stores on that basis are not worrying about selling the goods. Their trouble very often is to get enough goods to sell. There is every indication that the shortage of goods will not be relieved for some time. Between the American steel strike and conditions prevailing generally, production is not nearly enough to keep up with demands and many manufacturers are having great difficulty in getting raw materials.

# EVENTS IN THE TRADE

## Business Changes

Loyalist, Alberta.—F. Broz has purchased the hardware business of W. R. B. Otkins.

Whitby, Ont.—F. D. Maundell has purchased the hardware business of W. M. Pringle.

## Fire Losses

The De Laval Manufacturing Co., Ltd., Montreal, manufacturers of dairy supplies, sustained a fire loss.

The W. L. Thom Oil Co., 11 Ste. Therese St., Montreal, sustained a fire loss of $10,000.

## Personals

L. C. Stephens, of G. F. Stephens & Co., Winnipeg, is back at his desk after a short absence from the office.

George J. Rogers, of the Rogers Hardware Co., Ltd., Charlottetown, P.E.I., has been in Montreal and New York on a buying trip.

Following the death of W. Cromwell Gurney, president of the Gurney Foundry Co., Limited, Toronto, Mr. E. H. Gurney has been appointed acting president, and W. R. Gibson acting general manager.

L. M. Cochrane, of Cochrane & Stephenson Ltd., Winnipeg, is on a business tour through the United States. He will visit Chicago, eastern points in the U. S., St. John, N.B., Montreal, Toronto, and returning to Winnipeg from Eastern Canada.

## Trade Notes

The A. H. Power Furnace Co. has been registered at Toronto.

Glovers Registered, Montreal, manufacturers of mitts and gloves, has been dissolved.

J. H. Plunkett, of Hamilton, Ont., is selling his hardware stock and will retire from business.

Charest & Lamontagne, tinsmiths and plumbers, have been registered at Coaticook, Que., by Joseph O. Charest and Eugene O. Lamontagne.

The Canadian Aloxite Company, Limited, has been given permission to change its name to the Canadian Carborundum Company, Limited.

The Winnipeg Ceiling and Roofing Co. has been granted a permit for a $15,000 addition to the plant in St. Boniface, Manitoba, for the manufacture of sheet metal products.

The Raymer Company, of which O. L. Raymer is president, has acquired the assets of the North Bay Toy Co., at North Bay, Ont., and plans to manufacture toys, clothes pegs, dust pans and similar lines.

## Montreal News

Morris Wheeler, New York, representing Sargent & Co., Ltd., was in Montreal during the week.

Mr. Bowman, of the Russell & Irwin Co., New Britain, Conn., was in Montreal recently.

George Henderson, president of Brandram-Henderson, Ltd., was in New York during the week.

W. S. McLennan, general sales manager of Brandram-Henderson, Ltd., was in New York this week.

A. G. Gibb, representing Alexander Gibb, wholesale metals, called on the Ottawa trade this week.

J. B. Gaynor, sales representative for the Union Hardware Co., Ltd., Torrington, Conn., was in Montreal recently in his company's interests.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., Montreal, is in Western Canada on a tour of several weeks.

W. G. Harris, Sr., president of The Canada Metal Co., Ltd., Toronto, was a visitor at the Montreal factory on Wednesday.

## Incorporations

The Canadian Safety Fuse Co. has been registered at Montreal.

Steel Burial Vaults, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in metal caskets, etc.

Shi-on, Limited, capital $40,000, head office Stratford, Ont., plans to manufacture and deal in pastes and polishes for cleaning glass and metals.

The Smith Doll and Toy Company, Limited, capital $150,000, head office Dunnville, Ont., plans to manufacture and deal in novelties.

Paxton-Mitchell., Limited, head office Montreal, capital $100,000, plans to carry on a general business in steel and iron goods.

Houlding and Walker, Limited, capital $25,000, head office Brantford, Ont., plans to manufacture and deal in automobiles, auto parts and auto accessories.

Dominion Dehydrator Company, Ltd., capital $150,000, head office Toronto, plans to manufacture and deal in dehydrating equipment.

Synthetic Rubber and Tire Company of Canada, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in rubber goods.

The Abrasive Company of Canada, Limited, head office, Hamilton, Ont., capital $250,000, plans to manufacture and deal in grinding wheels and abrasives.

The Gillette Safety Razor Company of Canada, Limited, Montreal, has been given permission to increase its capital stock from $2,000,000 to $5,000,000.

The Phillips Steel and Wire Company, Limited, is given permission to increase its capital stock from $100,000 to $300,000.

The National Farming Machinery, Limited, capital $4,000,000, head office Montmagny, Quebec, plans to manufacture and deal in implements, machinery, rolling stock and hardware.

Chapman's, Limited, capital $100,000, head office Verdun, Quebec, plans to manufacture and deal in lumber, furniture, builders' and contractors' supplies, hardware and automobile accessories.

### GOES SOUTH

I. M. MacDonald, manager of the export department of the Carpenter Morton Co., Boston, has started for South America, to be gone several months. He will first go down the east coast and later will spend considerable time on the west coast, in Chili and Peru.

### OPENING CANADIAN BRANCH

John Lundholm of Ekelstuna, Sweden, representing the Ekelstuna Separator Company, is in Winnipeg establishing a company for the construction of these machines in the West. They will be handled by C. H. McFadyen & Co., Ltd., and G. Hammerstrand of Winnipeg, operating as the Fortuna Cream Separator Company.

### EXPLANATION

In last week's issue of HARDWARE AND METAL an announcement appeared regarding the removal to Winnipeg of Howard W. McConnell. The underline below the cut, stating that Mr. McConnell is going to Winnipeg as Manitoba and Saskatchewan representative of the A. Ramsay & Son Company, Limited, of Montreal, may be misinterpreted. While it is true that Mr. McConnell will act as the representative of this company for the two provinces, he will do so through his association with H. L. Perry Company, Limited, of Winnipeg, having charge of the commission lines now handled by this firm.

### NO DECISION ARRIVED AT

At a special meeting of the retail merchants of Moose Jaw, Saskatchewan, to discuss the question of continuing early closing on Wednesdays, no decision was arrived at and the matter will be left to the judgment of the individual employers. Several merchants expressed their intention of carrying on the holiday and will close on Wednesdays irrespective of what their competitors do.

### THEY WILL DO THESE THINGS

A few days ago in Hamilton, Ont., while a motor car was being filled with gasoline in front of a hardware store the driver lit a match to see if the tank was full. Fortunately there was no explosion, but a lively blaze was in progress in a second. A clerk in the hardware store was able to put the fire out quickly by using an extinguisher. People will do these foolish tricks in spite of all the fires that happen and the warnings issued. A flashlight would have saved all this trouble and the damage to the car.

### WOULD HELP EXPORT TRADE

Discussing the situation in reference to export trade the manager of a large Eastern firm stated to HARDWARE AND METAL that there has been no move in Canada by forwarding and customs brokers to take care of the shipments to other countries. "The manufacturer does not want to know anything about these," he said, "and he is willing to pay a broker to look after them for him. If there are any firms in this line in Canada they appear to be dead, and that is one reason why all our export business goes via New York. If a greater amount of export business is not done in Canada with the opportunities which are now presented it is attributable to the reason I have mentioned."

### URGES COMMISSION TO INVESTIGATE NAVAL STORES MARKET

Requests have been made to the Federal Trade Commission at Washington to investigate conditions in the turpentine market at Savannah, which it is claimed has been potent in forcing prices up.

The movement for investigation comes from retail dealers, who claim the present prices are unfair.

In answering the request for an investigation the Savannah Weekly Naval Stores Review defends the present prices in an editorial claiming that the present price is being caused by short production, owing to the scarcity of unskilled negro labor and an excessive demand.

### GENERAL STORE ROBBED

George Thompson, Kinnear's Mills, Que., who conducts a general store, as well as town post office, had his store entered recently and money and cheques to the extent of $2,000 taken. Leaving his store as usual on the night of the robbery, Mr. Thompson left the usual amount of cash and securities in the safe. The thieves apparently entered through the cellar, breaking their way in, and opening the safe, made away with a large haul.

The police forces of the district have been notified but so far no trace has been found of the robbers.

# Next Convention of Ontario Retail Hardware Association Will be Held at Hamilton

THE Executive Committee of the Ontario Retail Hardware Association has been advised by George O'Neil, manager of the United Hotels Company, that it has been decided not to operate the Clifton House at Niagara Falls during the winter. The Executive, as stated in a former issue of HARDWARE AND METAL, planned to hold the next annual meeting of the Ontario Association at the Falls. Instead it will now be held in Hamilton.

The business sessions will be held in the Royal Connaught Hotel and the Executive Committee has already completed arrangements for leasing the Odd Fellows' Temple on Gore St., for exhibits. The Temple is located only a short distance away from the hotel and delegates will find it very convenient to reach whenever they wish to see the exhibits.

**An Ideal Place**

The space secured, it is stated by President A. J. Wright, is ideal for exhibition purposes and will provide ample accommodation for fifty exhibitors. Space was secured on the basement and ground floors and there are rooms in which empty crates may be stored, a stage on which addresses may be given or on which moving pictures may be shown, a gallery which will seat 200 people and adjoining rooms in which any special business meetings may be held.

The Executive Committee is planning a program that will be up to the high standards set by former conventions. There is very indication that the next meeting will break all records from an attendance standpoint as the membership has been showing a healthy increase and is still growing.

**All Should Boost**

"Every hardware man in the province should be a member," said Secretary Macpherson of Prescott to HARDWARE AND METAL. "We have a splendid organization and the only way we can make it better is to have every hardware merchant a member. By working together we can get results that will count and that benefit every one in the hardware business. The stronger our membership the quicker this can be done. The membership has been showing a most satisfactory growth and every hardware man can help it along by getting merchants who are not members to join the association."

### CANADIAN MANUFACTURERS TO MEET NEXT THURSDAY

A general meeting of the members of the Canadian Manufacturers' Association in Ontario has been called for Thursday, October 16, at the King Edward Hotel. The circular states that the business to be considered will be the organization of an Ontario division within the association, the election of officers and committees, and such other business as may be brought before the meeting.

By amendment of the association by-laws, passed at the last annual meeting, members located in the province of Ontario were created an Ontario division of the association. This does not affect the branch organizations as at present constituted.

The reasons for the changes are:

(a) Uniformity in district organization. There are now the Maritime, the Quebec, the Ontario, the Prairie Provinces, and the British Columbia Divisions.

(b) Closer co-operation among the members so located.

(c) To enable members within a division, through their duly elected officers and committees, to deal with matters of common interest, such as provincial legislation, industrial conditions within the province, policies of the association as they affect the divisional members, etc.

### OTTAWA MERCHANTS TO CAMPAIGN FOR O. T. A.

A number of the Ottawa business men met this week to discuss the Ontario Temperance Act and to decide what part they should take in connection with the ballot. The opinion was expressed at the meeting that not less than seventy-five per cent. of the Ottawa business men favored the Act. The following committee of business men was appointed to arrange for a public meeting to make known the benefits which had resulted to business from the Act: A. H. Jarvis, W. E. Gowling, A. H. Fitzsimmons, J. A. Larocque, E. C. Chamberlain, F. Jarman, W. G. Keddie, H. C. Shipman, L. N. Poulin, D. Johnson, J. Moffat Ross, W. J. Gerald, E. D. Lowe, B. C. Crabtree, W. A. Oliver.

### WANT WEDNESDAY HOLIDAY THROUGHOUT THE YEAR

At a mass meeting of the retail clerks, held in the Labor Temple, Lethbridge, Alta., recently, a local organization was formed to affiliate with the Trades and Labor Council.

A resolution was passed for a continuation of the Wednesday half holiday throughout the year. In regard to this a committee will be appointed.

## New Records Made In Prices For Furs

This year is seeing a record demand for furs, and at a two-day sale, which closed in New York last week, skins valued at more than $1,200,000 were sold by auction. The public in general apparently has any amount of money to spend on furs, and the business for next season is expected to even surpass this year's high mark. Prices are showing a steady advance and there is every indication that with the return from overseas of so many men that more trappers will be out than ever. At the New York sale marked advances were recorded on dyed foxes, conies and other furs, the increase ranging from 5 to 55 per cent.

Japanese foxes advanced 10 per cent., skins realizing $8 to $20 each; American opossum advanced 10 per cent., the lowest price being 50 cents and the highest $1.56; red foxes advanced 25 per cent., the highest price being $45 per skin and the lowest $1.40; grey foxes brought from $4 to $5 a skin; Jap mink advanced 5 per cent., prices ranging from 20 cents to $1.60; fitch advanced 10 per cent., skins bringing from $1 to $2.50; wolves realized from 25 cents to $12; American opossum remained unchanged, the highest price paid being $2 and the lowest 50 cents; cat lynx brought from $1 to $9 a skin; wild cat advanced 5 per cent., skins realizing $15 each; conies advanced 30 per cent., the highest price paid being $43 per dozen and the lowest price 20 cents per skin; dyed foxes advanced 25 per cent., prices ranging from 50 cents to $3.50; ringtail opossum advanced 5 per cent., prices ranging from the lowest 25 cents; sea lions advanced 10 per cent., skins realizing from $1 to $3.80 each; badgers advanced 15 per cent., the highest price paid being $3 and the lowest 25 cents; sealions advanced 30 per cent., prices ranging from $5 to $35; rabbits advanced 35 per cent., prices ranging from $1.35 to $1.95; broadtail advanced 10 per cent., prices ranging from $1 to $8.50.

### RICHARD MOORE ELECTED PRESIDENT N. P. O. & V. ASSOCIATION

Richard Moore, president Benjamin Moore & Co., Limited, was elected president National Paint, Oil and Varnish Association at the recent convention at White Sulphur Springs, W. Va. The "Paint, Oil and Drug Review," in reviewing the career of Mr. Moore, stated: This is a year for strong practical men, men of force and courage, and Richard Moore, of St. Louis, who has just been chosen chief executive of the National Paint, Oil and Varnish Association, is such a man. He comes of that strong Scotch-Irish stock which has given so many great men to our nation. Born in the year 1860, in the North of Ireland, and the son of a British Army officer, he grew up on his father's property in the expectation that he would stay at home and take care of the estate, but fired by the books of Horace Greeley, on the great West, and the opportunities offered to young men in America in the seventies, he told his father he was going to leave the farm and take his chances in the far West. At the age of twenty he arrived in New York and went to work for F. O. Pierce & Co. This was in 1881.

Three years later "the lure of the West" finally located him at Kansas City in charge of the paint factory of Campbell & Cutler, at that point. He, however, realized the natural and trade advantages of St. Louis as a centre for the manufacturing of paints and some twenty-five years ago associated himself as factory superintendent and assistant manager of the Vane-Calvert Paint Co., in which position he originated and perfected and put upon the market many of the paint specialties which are now as staple as linseed oil in the paint business.

These paint specialties sold rapidly and gained immediate recognition in all parts of the country, which attracted the attention of William E. Becker, who was then a paint salesman in the Southwest. This finally resulted in their organizing the Becker-Moore Paint Co., in 1901.

The record of this firm is well known to the trade. After the sad death of W. E. Becker, who lost his life in the Missouri Athletic Club fire, Mr. Moore succeeded him as president and general manager. Shortly after, his brother, Mr. Benjamin Moore, of Benjamin Moore & Co., being anxious to get into the Southwestern market, made the stockholders a flattering offer for the control of the business, which was accepted, Mr. Richard Moore being elected a director of Benjamin Moore & Co., and general manager of the St. Louis house, which position he holds at this date.

He served successfully during 1915 and 1916 as president of the St. Louis Paint, Oil and Drug Club, and was elected to the vice-presidency of the National Association at Chicago in 1917, serving in that capacity for two years loyally and conscientiously. He is a man of family, having a wife, three daughters and one son and is a member of most of the business, civic and benevolent associations in the city of St. Louis, being deeply interested in this class of work, Mr. Moore is strongly patriotic and says that there is one thing above all others that he is proud of: he was born in the same year, the same month, the same day, and in all probability the same hour as General John J. Pershing.

## Saturday Half-Holiday Instead of Wednesday is Under Consideration at Regina

REGINA, Sask.—A movement is under way among retail merchants here to establish a Saturday half holiday next season in place of that held on Wednesday. The arguments advanced are that a week-end half holiday would benefit both the public and the store employees far more and avoid a bad break on Wednesdays. R. H. Williams, of the Glasgow House, department store, stated to HARDWARE AND METAL that his firm plans trying out the Saturday half holiday next year during June, July and August. Several other merchants have the idea in mind also. The employees seem to favor the move on the ground that it will give them a chance to plan to spend the entire week-end at home or with friends out of the city.

**Doing Good Trade**

The hardware stores have been doing a record business in guns and ammunition as a result of the large number of duck hunters and game hunters. Sales of licenses have been excellent this season.

Prior to his departure from the Glasgow House, where he was manager of the hardware department, M. St. James was presented with a handsome club bag. He intends locating in Winnipeg.

### BAMBOO PRODUCTION 50 PER CENT. LOWER

The prospects are not encouraging for bamboo poles for the season of 1920, the production being estimated at only fifty per cent. of normal, HARDWARE AND METAL IS INFORMED.

One of the reasons contributing to the reduced production is assigned to unfavorable climatic conditions in Japan. Then again, there have been labor troubles in that country and strikes have been marking the industrial history there as elsewhere throughout the world.

It is stated that little information is available as to the prices at which the product will be procurable. In fact many large buyers in the United States are, at the present time, making their specifications in order to protect themselves on stock later. Prices will be announced later, and these, obviously, will be higher.

### SOLVING HOUSING PROBLEM

Butterfield & Co., Inc., of Rock Island, Que., will try to solve the housing problem for their employees by adopting a plan which was adopted most successfully by the parent company, the Union Twist Drill Co., of Athol, Mass.

The plan is for the workman to put up 20 per cent. of the cost of any kind of a house he wishes built. The company then assumes the mortgage at a low rate of interest and allows the workman to pay it off as he likes. It was found that by this plan the workers took a definite interest in their property and that they usually paid up quicker and looked after their work better.

L. H. Laythe Jr., sales manager of Butterfield & Co., of Rock Island, Que., stated that this plan would be tried by the firm.

# Conserve Supplies of Galvanized Sheets is Advice of Manufacturer

THE following announcement regarding the galvanized sheet situation and the outlook for the future is being sent out to the trade by the Dominion Sheet Metal Corporation, Limited, of Hamilton, Ont.:

"Our stock is practically exhausted and we cannot hope to get in any considerable amount of steel from the lone Canadian producer, from whom we secure their limited maximum. The U. S. mills are shipping nothing, notwithstanding reports of partial operation.

"We caution you to observe the greatest conservation in disposing of your stock, as it will be three to four weeks after the strike ends before new supplies are available."

Discussing the matter with HARDWARE AND METAL, Mr. A. T. Enlow, president of the company, said:

"I understand that the Steel Co. of Canada is loaded up for the entire balance of this year, selling only occasional small orders from stock at a good stiff advance. I firmly believe that the main trouble will come after the strike is over and the mills start operation and people will begin to expect goods, whereas nothing will reach Canada of any importance until three or four weeks, at least, after operations have been resumed in general.

"The occasional carload that straggles through is just about like a small chicken bone to a hungry Airedale dog. It only makes him seem hungrier."

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**National Cash Register Company Employees Hold Monster Field Day**

Dayton, Sept. 22.—30,000 Dayton folk turned Hills and Dales Country Club into one large picnic on Saturday. They were the factory employees, and their relatives, of the National Cash Register Company. Every picnic requisite was there—in fact it was more like a fair. Side shows, bands, clowns, races, ball games, dancing, refreshments, fire works, moving pictures—all were in evidence.

Refreshments were served at noon and at night, cafeteria style, from 85 long tables. The 650 waiters at noon served over 20,000 people in 16 minutes. The waiters hadn't time to accept any tips.

The entire picnic was planned and directed by the men in the N.C.R. factory. All the company did was to foot the bills. The men planned the big parade from the factory to the picnic grounds, hired the entertainers, bought the refreshments, did everything. The executives were guests.

**Picnic a Family Affair**

President John H. Patterson of the National Cash Register Co., in speaking of the reasons for the picnic, said:

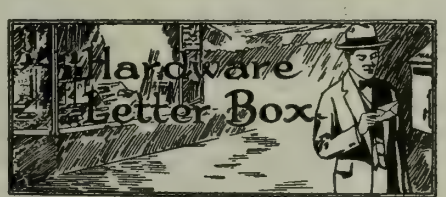
"We want our people to know each other in a social way, as well as in a business way. We want our foremen and superintendents to meet the men's wives. We want the men to meet the wives of their superiors. We want their children to play with one another. We know that the more everybody in our organization knows of everybody else, the happier they will be in their work, the better they will get along together.

"I felt very happy as I walked through the grounds to-day. It seemed just like a big family reunion. It is a big family reunion. So many people came up and shook hands with me and reminded me of the days when our business was small and when they were part of the little organization which worked so hard for the future."

**LENS MANUFACTURE IN BIRMINGHAM**

Important developments are foreshadowed in the lens-making industry of Birmingham, England. A semi-automatic plant for pressing lenses for bicycle lamps is being erected by local firms. Germany and Austria formerly supplied these goods at prices below those of manufacturers here, but it is believed the production at Birmingham might, with good manufacturing facilities, be accomplished at corresponding figures.

Optical glass has been produced in this city for many years, but a new impetus to this business has now come of the war. Birmingham manufactured large quantities of lenses during the war and made great improvements. One firm was very successful in the production of a special type of lens used in sighting airplane guns, the glass not blurring with the change from high to low altitudes.




**Alfalfa Cutter**

**L. R. Guild, Rockwood, Ont.**—Will you kindly advise where I can purchase an alfalfa grinding mill suitable for shredding alfalfa hay for poultry?

Mills of this kind may be obtained from the Wm. Rennie Seed Co., Ltd., 130 Adelaide Street E., Toronto.—Editor.

**Wood Coat Hangers**

**J. F. Guite Limitee, Maria, Que.**—Will you please give us the names of manufacturers of wood coat hangers and oblige?

These may be obtained from the American Coat Hanger Co., 72 Grande Ave., Montreal; M. Caya & Co., 490 Parc Lafontaine, Montreal; De fosse & Co., 247 Craig Street, Montreal; Dale Wax Figure Co., 109 King Street E., Toronto; D. G. & P. Kittie Goods, 117 Peter Street, Toronto.—Editor.

## CATALOGUES and BOOKLETS

**NEW CATALOG, LANDERS, FRARY AND CLARK**

Landers, Frary and Clarke, New Britain, Conn., represented in Canada by A. MacFarlane and Co., Limited, Montreal, have issued an attractively illustrated 250 page catalog featuring Universal Home needs. In addition to being attractively illustrated the catalogue carries descriptive matter, list prices, shipping weights, and a large amount of other practical information of great value to the hardware buyer. Among the many lines featured in the catalogue are cutlery, hardware, electrical appliances, vacuum specialties. The new catalog is No. 62 and copies will be supplied to readers of HARDWARE AND METAL upon request.

**GOOD CHEER CATALOG NO. 61**

The James Stewart Mfg. Company, Limited, Woodstock, Ont., and Winnipeg, Man., have issued an atractive loose leaf catalog No. 61, featuring "Good Cheer" stoves, furnaces, registers, etc. The catalog, which is splendidly illustrated, has been put up in convenient and comprehensive form and on account of the loose leaf feature new pages may be inserted when sent out by the manufacturer. One of the unusual features of this catalog is a series of practical business talks for the retail salesman. Interspersed throughout the catalog are also business epigrams and selling talks regarding the goods featured in the catalog. A new net price list has also been issued applying to the new catalog. Copies of this catalog will be supplied to HARDWARE AND METAL readers upon request.

**CANADIAN SHOVEL AND TOOL CO. LIMITED.**

The Canadian Shovel and Tool Co., Limited, Hamilton, Ont., has issued a thirty-page catalogue, in which is listed the various lines of shovels manufactured by the firm. The catalogue is printed on glazed paper and is most attractively illustrated. Readers of HARDWARE AND METAL may obtain copies upon request.

# THE CLERKS DEPARTMENT

## Courage to Stick and Take a Chance Meant Triumph for F. A. Seiberling

### Head of the Goodyear Tire & Rubber Co. Has Built Up a Business Which Has Expanded Fifteen Fold in the Last Decade—Believes Every Man Should Depend on His Own Initiative

F. A. SEIBERLING has won out in a business race against what seem tremendous odds. From almost a bankrupt he has created and built up an organization that is one of the largest of its kind in the world to-day. His story is told in "Forbes' Magazine" by H. R. Baker and L. H. Butler as follows:

"With courage to take a chance, even though a desperate one, and when slipping to get a new toe hold and a good one, F. A. Seiberling, president of the Goodyear Tire and Rubber Co., has carved for himself a place among the leaders of American industry. His intimate associates characterize him as a man who can formulate great plans and carry them through in spite of tremendous odds.

"From a man who was almost a bankrupt, he created, built up, doubled in three years, and expanded fifteen-fold in the last decade, the business of which to-day he is head. Neither has he, like so many corporation executives, relinquished either controlling interest or direction of its policies to another leader.

**Hit by Panic**

"The City of Akron, Ohio, which homes this tremendous business, was founded largely upon the prosperity of the implement business in the early days. Then in 1893 the panic which swept over the country left the Akron implement factories without a financial leg to stand on, and F. A. Seiberling, who was interested in the implement business with his father, went down to disaster with the business.

"During the next five years he struggled for an existence that was not always bounteous or encouraging. One day in June, 1898, he awoke to the realization that he was several thousand dollars poorer than nothing. And he had a family to provide for.

"There was a small straw-board factory building in Akron, which after passing through a profitless existence, was finally stripped of its machinery and allowed to stand idle. A man commissioned to dispose of the plant met Mr. Seiberling on that memorable June day and asked him to help in selling it.

**Opens Rubber Factory**

"Like a flash, it occurred to Mr. Seiberling that he was face to face with Opportunity. Instead of agreeing to help to dispose of the plant he surprised the man by offering to buy it. At the eleventh hour he found that rare thing, a friend who had not only confidence, but money which he was willing to lend him.

"What would he do with his factory? What would he manufacture?

"Being of an inventive turn of mind, the thought of a monotonous, single-product business did not appeal to Mr. Seiberling. At last he solved the problem: The rubber business afforded opportunities for invention, for change and improvement in the quality and character of the articles manufactured. To that end he proceeded to make his plans.

"Thus was inaugurated one of the world's biggest businesses by a man who had not a dollar in the world.

**Needed Capital**

"Needing capital to fill his factory with machinery and raw materials, he appealed to the interests of the men who had property close to his factory, and in a few days he had secured $45,000 cash subscriptions for stock in his enterprise. It took $43,800 to equip the plant ready to fire up the boilers and start the machinery. The balance was quickly absorbed before business had been fairly begun. During this time the business was run largely on faith—the faith and confidence of Mr. Seiberling in his ability to see the thing through.

**President is Modest**

"Mr. Seiberling possesses the democratic belief that neither he himself, although he happens to be president and is looked up to as a man who does big things, nor any one person in his organization, is entitled to the credit for the success of the company. He declares that the achievement came by reason of the increasing importance of rubberized products in modern life and by virtue of a combination of all his co-workers, focussing on one point the best that was in the mind of them all, so that all were a vital part of the complete machine. You cannot have success in any organization, he holds, unless there is co-operation all along the line—co-operation, harmony and action. With discord, things jar and tumble. A dissatisfied man cannot be of value either to himself or to the organization with which he is out of harmony.

**Pull Doesn't Count**

"Mr. Seiberling urges all his employees to dismiss from their minds every thought of getting to the front by 'pull.' The man worth while, in his opinion, is the man who determines to win on the score of merit, on his own initiative, on the power that is within himself.

"Inseparably linked with the organization in its growth, Mr. Seiberling's life reads like a romance. With Charlie, his brother, who stood with him as though they were Siamese twins, he traveled a thorny path in the earlier days, undergoing that crushing, grinding, terrible experience of trying to run a business without sufficient capital, without sufficient credit, without cash to pay bills. While F. A. was out desperately raising money to meet the weekly pay roll, to meet drafts and to pay notes falling due, Charlie sat in the office to keep the sheriff from closing up the plant. How he grappled with the situation when things seemed so dark that its directors would not put up another dollar and its friends were sure the business could not last more than another month; how he forced his opponents to their knees, beating them commercially when he did not have the money to fight them in the courts; how he dreamed out a line of action and got into motion quickly and effectively; how only two men in his entire organization left during the critical period—these are pivotal episodes in the life of this man of imagination, keenness of wit, ability to visualize and see a thing ahead of the other fellow, and possessing the initiative and courage to go at it and stick to it through thick and thin.

**A Hard Worker**

"With personality, dominating and keenly alert, an indefatigable worker, with the knack of being able to surround himself with able executives—chiefs responsible for certain definite results and having with their responsibility the requisite authority and freedom of initiative—'F. A.' as he is called, has built his

mammoth business upon a secure foundation.

"Early realizing that one cannot make an inferior article and build a reputation worth having, he lent his dynamic energy to commercial development along high grade lines. But underlying this was something else: he consistently recognized the principle, elemental in its importance in modern business life, that the facts underlying consumer wants must be studied and their maximum satisfaction furnished. He obtained this knowledge from intimate personal contact with the consumer as he is, and not as someone believes he is or theorizes he is, and anticipating his wants in order to be ready to satisfy them ahead of others. This business is not divorced from practical and actual conditions, but wholly dependent upon them.

**Adopts Industrial Democracy**

"A second principle is deserving of equal emphasis though of different application. The hundred million dollar corporation he has built up from a small enterprise employing a handful of men is an industrial giant whose payroll shows thirty thousand names and whose products have spread to the far corners of the earth. He has recognized that it cannot exist for him alone nor for itself alone, but that it has a responsibilty to each and every consumer of its product, to every toiler in its service, to the city and to the nation.

"Mr. Seiberling takes keen personal interest in the welfare of his co-workers. Human interest is fundamental in the make-up of the man. It plays an important part in his daily work. He feels that a man should not be so absorbed in the details and complexities of business that he is blind to the recreational and social needs of his employees.

**For Home Sites**

"A few years ago he opened up a large tract of land adjoining the city, securing a famous landscape architect to lay out the tract for home sites. Today this tract stands as a city in itself, with winding, paved streets, parks, and thousands of homes built by his workers and financed by him. He believes, too, that a worker's efficiency is increased by having a financial interest in the community in which he lives, that the city is made better and more livable. This community development project protects his workers from real estate exploitation and enables them to buy homes at actual cost.

"So inter-related, so inter-dependent, so complex is modern business, so intricate its chain of responsibility, that neither a man nor his business can in the very nature of the case belong to nor be responsible to himself nor itself alone. It is his realization of this incresingly important principle that gave birth to the Council of Industrial Relations lately established to give to his thousands of factory workers a voice in the handling of conditions of employment and in reconstruction to a peace basis, a movement in full accord with the trend of the times in making the world safe for industry.

"The recent announcement of this broad and comprehensive principle of 'industrial democracy' is significant of the character and calibre of the man.

"Were other large employers equally democratic, equally considerate, equally humane in their dealings with workers —he calls them his co-workers—there would be less unrest and more genuine prosperity in America to-day. Industry needs more men of the F. A. Seiberling stamp."

## DEATH OF FRANK D. LYMAN

Frank D. Lyman, vice-president and managing director of Lyman Tube and Supply Co., Ltd., Montreal, died in Montreal on Thursday, October 2. He had been at the club house of the Anglo-American Fish and Game Association, near Metis, Quebec, with a friend from the States, and suffered severe attack of indigestion. This was complicated through an attack of bronchitis.

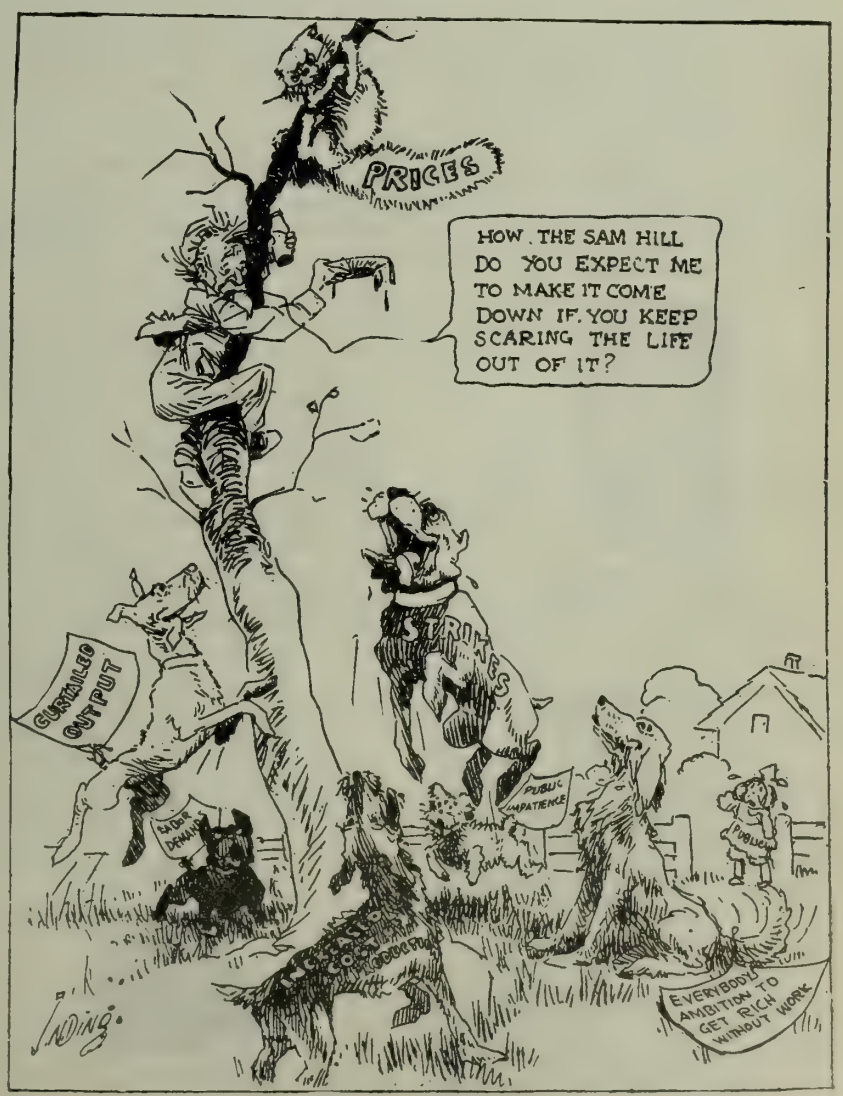
For some ten years prior to the organizing of the Lyman Tube and Supply Co., Ltd., Mr. Lyman was manager of the Railway Supply Department of John Millen and Son, Ltd. When this business was taken over in 1916, the new firm formed as above was made an incorporated company, and the business has since been managed by the late Frank D. Lyman.

Among the activities with which he was associated were the Anglo-American Fish and Game Association, and of which he was secretary-treasurer; member of the Engineers' Club, Kanawaki Club, Montreal A.A.A., Rotary Club and the Automobile Club of Canada.

Mrs. Lyman (formerly Miss Ethel Wilson of Bridgeport, Conn.), and one little daughter, Kate Wilson Lyman, survive.

The Wagar Furniture Company, Limited, head office North Bay, capital $40,000, plans to manufacture and deal in furniture, wooden, tin and metal wares.

## Call Off the Dogs




*Philadelphia North American*

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

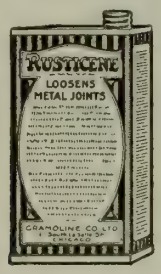
### RUSTICENE

"Rusticene," manufactured by the Gramoline Co., Ltd., Lumber Exchange Building, Chicago, is, it is stated, a distillate oil with exceptionally penetrating qualities. The manufacturers claim that it is particularly effective in releasing metal joints that are bound tightly so




*Small Tin of Rusticene*

that they resist all ordinary means of relaxation. It will, it is stated, loosen rubber tires from rims, release bolts, nuts, pins, thumb screws, spring clips, knuckles, shaft bearings, turnbuckles, brakes, radiator roads, battery connections, cylinder pistons, and all joint or action parts. It removes road oil and tar from windshields or car bodies, and is invaluable wherever metal joints or




*Large Can of Rusticene*

bolts are exposed to weather conditions or corroding effects. It is stated that it is indispensable to rebuilders or wreckers of motor cars, ships, aeroplanes, tanks or power machinery. Rusticene is non-inflammable and inoffensive, free from acids and alkali, and will not injure metal, wood, rubber, leather or fabrics. It is also stated that it will dissolve rust, verdigris, carbon, red or white lead, ammonia scale, paint, tar, grease or dirt.

### NEW C. C. M. BICYCLES

The new C. C. M. models for 1920 have just been announced. There is an 18-inch men's model with a drop bar. This will, it is stated, comfortably accommodate an average eight-year-old boy, but by raising the saddle and handle-bars will accommodate itself to his increasing stature for many years. With the exception of the drop bar it is the same, it is stated, in all respects as the regular men's models.

In the regular models the only difference is in the equipment, which is more complete and of a higher quality than previously.

Grade "B" models will, it is stated, carry a frame pump as standard equipment, and will have sewn leather grips and the high-grade M. & S. chains.

Grade "A" models will this year, it is stated, have traction cord tires with special tubes as regular equipment. The bull dog grips will also be supplied with option of plain sewn if preferred. The frames will be striped. The Hercules frame pump will be supplied, also No. 39 saddle, nickel-plated, and there will be a flap on the mudguard.

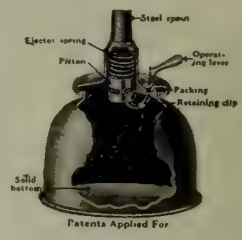
### FORCE-FEED OILERS

Lidseen positive force-feed oilers, manufactured by Gustave Lidseen, 830 South Central Avenue, Chicago, have, it is stated, welded spouts, and will not get out of order. The claim is made that they save time and oil. The oiler has all of the mechanism in the spout, thereby reserving all of the can proper for oil. The operating lever controls the amount of oil forced out of the can, which gives the operator any amount of oil desired. The spout is held to the can by curved flanges and locking members, which, it is claimed, makes it secure and leak-proof at this connection. It has a large opening for filling. By being a positive force feeder, it is stated that all stoppage of spouts is eliminated




*Force Feed Oiler*

and the operator does not have to depend on the spring bottom. The oiler is made, it is stated, of heavy drawn steel, and is of simple and sturdy construction. The oilers, it is stated, may




*Sectional View*

be used for oiling in vertical position by inverting the can and pulling the operating lever half way down.

### FROST-PROOF RADIATORS

The Guarantee Sheet Metal & Roofing Company of Winnipeg is manufacturing the "Perfecto" guaranteed frost-proof radiator for automobiles. The radiator is made, it is stated, of flat tubes with spring brass fins. If the radiator freezes the flat tubes, it is stated, expand and upon thawing the spring fins, it is claimed, put the tubes back in place. The "Perfecto" radiator is made for Ford as well as other sizes.

### CATALOGUES AND BOOKLETS

#### The British Aluminium Co., Ltd.

"The Use of Aluminium Sheet" is the title of a booklet being sent out by the British Aluminium Co., Ltd., of 265 Adelaide Street W., Toronto. The booklet covers the rapid and continual growth of sheet aluminium in both the old and new industries and goes thoroughly into the question of sizes, temper, applications, annealing, heating, weights of sheets, spinning, stamping and pressing, jointing, polishing, satin finishing, frosting and painting. Readers of HARDWARE AND METAL may obtain copies upon request.

* * * *

#### Atlas Specialty Mfg. Co.

Catalogue No. 24 just issued by the Atlas Specialty Mfg. Co., 18 East 24th Street, Chicago, lists the lines of fabric specialties manufactured by the firm, including radiator covers, joint protectors, cushions, etc., etc. The catalogue contains twenty-four pages and is profusely illustrated. Readers of HARDWARE AND METAL may obtain copies upon request.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

IMPORTANT changes have gone into effect this week as a result of conditions resulting from the steel strike in the United States. Practically all lines of builders' hardware will advance from five to ten per cent. The increases affect the lines made by the Taylor-Forbes Co., Canada Steel Goods Co., Brainerd, and Stanley Works.

On Tuesday all prices in the United States on strap and tee hinges and butts and all other lines of wrought hardware were advanced ten per cent. Prices from Canadian manufacturers have been withdrawn, pending revision of price lists and all wrought hardware will be immediately advanced. Manufactured and raw materials are very scarce.

An advance of thirty cents over base price is effective in galvanized sheets and in a letter to the trade one manufacturer warns that the greatest conservatism should be observed in disposing of stocks as it will be from three to four weeks after the strike ends before new supplies are available.

Another advance, due to the strike, which will hit most householders is in floor and polishing brushes. The difficulty of obtaining the iron parts necessary in their construction has caused the advance. Scarcity of bristles and higher prices has resulted in a general advance in brushes of all kinds, the new quotations being from nine to twenty per cent. above former figures.

Soldering coppers are higher, an advance of ¾ cent per pound having been made in base prices.

Higher quotations are also effective on American large head roofing nails.

Trouble in getting enough goods to meet the demands of the trade continues to be the great difficulty of many merchants. Stove manufacturers are swamped with business and some of them declare that higher prices are likely after the first of the year, owing to the demands of labor for increased wages and also higher prices for raw materials.

There is great activity in oil heaters and electric heaters.

Turpentine prices are holding unchanged. Linseed oil shows a tendency to be easier and this is expected to develop as supplies of new seed begin to come in.

## MONTREAL MARKETS

MONTREAL, Oct. 9—There are many changes this week in the prices of hardware, these being covered mostly, however, in the new higher quotations of manufacturers of builders' hardware. The increases approximate five to ten per cent. and will affect Taylor-Forbes, Canada Steel Goods Co., Brainerd, and Stanley Works goods. This line is steadily firming and the increases are naturally due, in large measure, to labor costs. O-Cedar oil and oil mops are also advanced, the present discount to the trade being 30 per cent. instead of 33 1-3 per cent. Sheets, black, and tinplates are moved higher and this line is likely to be firm, owing to the strike of steel workers. Lead ingots, tin, copper and spelter are all higher this week. There is a heavy increase in the volume of business and if this continues the jobbing staffs will be required to work overtime to execute the orders promptly. The markets are generally firm, rope in particular being very strong. Stoves and heaters are very active and steel bars and iron are both steadily firm.

### *Various Shelf and Builders' Hardware Up*

**Montreal.**

BUILDERS' HARDWARE. — Advances are being applied this week to various hardware lines, and particularly to builders' hardware. Taylor-Forbes cast and steel hardware are advanced from 5 per cent. to 10 per cent. Stanley Works goods, and special brass hardware made by Brainerd and Co., are advanced approximately 10 per cent. Canada Steel Goods lines are up about 12 per cent. There is a general tendency upward on these lines.

### *Garden Hose Prices; Oil Mops and Oil Up*

**Montreal.**

HOSE, OIL AND MOPS.—Prices being quoted here on garden hose of the three-ply variety are as follows: Half-inch, per 100 feet, $11.50; three-quarter inch, $15.50.

O-Cedar goods are higher, the mops and oil being advanced about 5 per cent. The present discount to the trade is 30 per cent.

### *Big Sales Made of Stoves and Heaters*

**Montreal.**

STOVES AND WARES.—The present movement of heaters is decidedly heavy and the demand is very brisk from all parts of the country. Now that dealers realize the necessity of having stocks in hand for the heavy business of October and November, the foundries will be taxed in filling orders already in hand and others to come. Demand for ranges seems to be for the entire line, HARDWARE AND METAL is informed, and the various manufacturers report deliveries to be satisfactorily maintained. The prices are naturally strong and

well maintained in view of the cost of labor. As yet raw materials are ample to enable the makers to "carry on" uninterruptedly.

The movement of coal hods, stove boards, ash shovels, etc., is a heavy one just at present.

## *Steady Call For Oil; It and Gasoline Hold*

**Montreal.**

COAL OIL, GASOLINE.—The movement of coal oil is seasonably better and there is a steady, but unchanged, market, with the prices ranging from 22 to 25c per gallon. The gasoline sales are also well maintained and price quoted for motor grade still holds at 33c.

## *Manila Hemp is Firm And Tendency Higher*

**Montreal.**

ROPE AND CORDAGE.—While the price basis is unchanged here for both sisal and manila ropes, it would not be surprising to note an increase of price ere long if the outside tendencies which now prevail are continued. In the United States market there has been a heavier demand for manila fibres and this is said to be largely from the manufacturers of the country. In view of the fact that there is a reported light supply there, the tendencies are naturally of a firming nature. Prices here are as follows: Pure manila, per lb., base, 32c; British and Beaver manila, 28c, and sisal, 25c per lb.

## *Higher Prices Here For Various Sheets*

**Montreal.**

SHEETS AND PLATES.—There is a firmer sheet market this week and prices have actually been marked up on black gauges. This follows the tendencies forecast in last week's issue of HARDWARE AND METAL. As the steel strike continues, there is little promise of a lower price basis and it may be that increases still will be manifest. The movement is fairly satisfactory and stocks are ample for most requirements.

In view of the fact that plates are becoming scarcer, the quotable basis for cokes and terne plates is marked higher, $2 and $1 per box, respectively, as will be observed elsewhere.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 65 | 6 40 |
| 12 gauge | 5 70 | 6 35 |
| 14 gauge | 5 75 | 6 50 |
| 16 gauge | 5 85 | 6 65 |
| 18-20 gauge | .... | 6 25 |
| 22-24 gauge | .... | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 28 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | $8 65 | $9 25 |
| 28 gauge | 8 30 | 8 85 |
| 26 gauge | .... | 8 50 |
| 22 and 24 gauge | 7 70 | 8 35 |
| 20 gauge | 7 50 | 8 35 |
| 18 gauge | 7 50 | 8 35 |
| 16 gauge | 7 30 | 8 00 |
| English Standard— | | |
| 28 gauge | 7 85 | 8 35 |
| 26 gauge | 7 60 | 8 10 |
| 24 gauge | 7 00 | 7 60 |
| 22 gauge | 6 90 | 7 30 |
| 18 and 20 gauge | 6 75 | 7 00 |

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *No Price Changes On Lead Products*

**Montreal.**

LEAD PRODUCTS.—While there has been little change in the market, the tendencies are firmer on pig lead and this naturally will mean that no declines on manufactured products are probable at present. The demand is fairly well maintained for some products, although the movement could be heavier. Solder is unchanged, but with tin ingots promising to advance, there is reason to anticipate a firming of the market, particularly if lead continues to advance.

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 15% |
| Lead wool, lb. | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq., ft., lb. | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 36½ |
| Solder, strictly, lb. | 0 32 |
| Strictly, commercial, lb. | 0 31 |
| Solder, wiping, lb. | 0 29 |
| Solder wire (8 gauge)— | |
| 40/60 | 0 36 |
| 45-55 | 0 38¾ |
| 50-50 | 0 41¼ |
| Zinc sheets, casks | 0 17 |
| Do., broken lots | 0 18 |

## *Strike of Steel Men May Help Mills Here*

**Montreal.**

STEEL AND IRON.—There is a decidedly active movement of steel and iron bars and the trade is experiencing a big volume of business. The mills will probably find a considerable amount of business coming to them as a result of the strike in the States, and it would seem that the trade here will be reasonably well taken care of by the mills. The undertone is steadily firm and unchanged.

| | |
|---|---|
| Iron finish machinery steel | 3 80 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond toe steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *No Great Movement Of Old Materials*

**Montreal.**

OLD MATERIAL.—There has been but little change in the market or in the marketing conditions, and prices are quite unchanged. Machinery cast is quoted this week at $21 per ton. Heavy iron scrap is commanding fairly remunerative prices, and there should be an increasing demand for this.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | .... | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | .... | 0 15 |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Malleable scrap (ton) | .... | 15 00 |
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | .... | 21 00 |

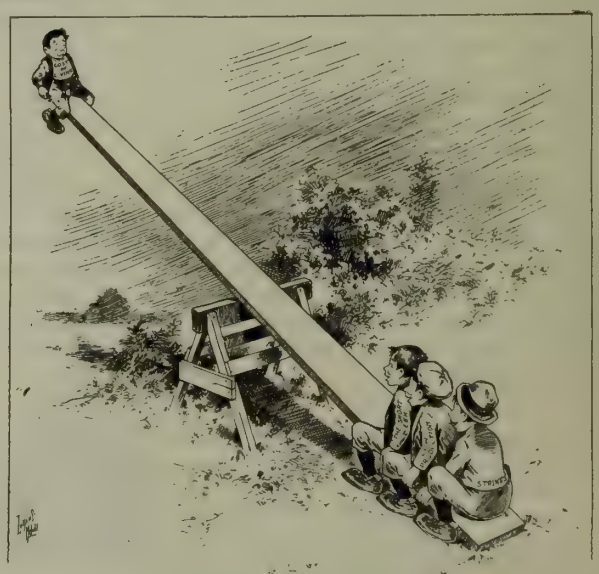
## *Lead, Tin and Copper Are Moving Upward*

**Montreal.**

INGOT METALS.—Advanced prices are in effect for tin and lead ingots, while spelter is also firming. There is a fair amount of business.

COPPER.—While the production is heavy, the demand seems to have taken quite a tonnage. In any event the tendencies are firmer and 25c is quoted locally.

TIN.—The future basis is higher than for immediate delivery, and this naturally means that the undertone on spot stocks is firmer. While the present price is 60c, this is likely to advance.



Keeping Him Up.

LEAD.—A big demand for lead from many sources has served to firm the market and the product is stronger in the United States and English lead is firmer, having advanced about 17c per cwt. Local price is held at 7½c.

SPELTER.—Frequent changes of an advancing nature have been registered, and with stocks rather light the prices here hold at 10c.

ANTIMONY.—A somewhat stronger undertone and local market basis is half a cent higher this week at 10c per lb.

ALUMINUM.—Unchanged and quiet at 34c.

PIG IRON.—Some sales made and basis holds at $50 per ton.

# TORONTO MARKETS

TORONTO, Oct. 9—In the opinion of many of those in the trade the situation in regard to sheets threatens to become the worst result of the strike in the United States. Many stocks are practically exhausted and the latest advices from American firms indicate that United States mills are shipping little or nothing. An advance of thirty cents over the base price has already gone into effect.

Another outcome of the strike is that, becoming effective immediately, all lines of wrought hardware are to be advanced. Prices have been withdrawn and new ones are being prepared. American manufacturers have advanced all of these lines, strap and tee hinges and butts, etc., ten per cent. and it is likely that the new Canadian price will be about that.

All lines of brushes have been advanced, the new figures being from nine to twenty per cent. above old quotations. One cause for this is the scarcity of bristles, the world being practically dependent now upon China for its supply. Floor and polishing brushes are higher because of advances made in iron.

Soldering coppers are up ¾ of a cent a pound.

The Taylor-Forbes Co. has advanced all its seasonable lines ten per cent.

New and higher quotations are effective on American large-headed roofing nails.

Manufacturers of stoves, furnaces and oil and electric heaters are finding difficulty in keeping up with the orders which are pouring in. An advance may take place in stove prices about the first of the year.

## *Immediate Advance in Wrought Hardware*

**Toronto.**

WROUGHT HARDWARE.—Canadian manufacturers have withdrawn all prices on wrought hardware, and an immediate advance is to be made. The lists are now being revised. American firms have made a ten per cent. increase in strap and tee hinges and butts, and all other lines of wrought hardware, and it is likely that the new Canadian prices may follow these figures closely. Both manufactured and raw materials are very scarce.

## *Taylor-Forbes Goods Show Some Changes*

**Toronto**

TAYLOR-FORBES LINES.—All seasonable lines of the Taylor-Forbes Co. are advanced ten per cent. The new quotations are now in effect.

## *Advance is Made in Roofing Nails*

**Toronto.**

LARGE HEAD ROOFING NAILS.—New and higher quotations are in effect on American large head roofing nails, the price now being $9.25 per keg.

## *Galvanized Sheets Are Up Thirty Cents*

**Toronto.**

SHEETS AND PLATES.—A thirty cent advance over base price has gone into effect on galvanized sheets, and a further advance may be made before long. Deliveries up to the present time have been meagre. The general situation in regard to both black and galvanized sheets seems somewhat uncertain. One manufacturer is sending out a notice to the trade in which he gives it as his opinion that the main trouble as far as galvanized sheets is concerned, will come after the strike is over and the mills start operations. People, he points out, will begin to expect goods and few shipments will reach Canada for at least three or four weeks after operations are resumed. No change is shown yet in black sheets. The quotations are as follows:

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | .... | 5 45 |
| 16 gauge | .... | 5 60 |
| 18-20 gauge | .... | 6 15 |
| 22-24 gauge | .... | 6 20 |
| 26 gauge | .... | 6 30 |
| 28 gauge | .... | 6 45 |
| 3-16 inch plate | .... | 6 25 |
| ¼-inch boiler plate | .... | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

| GALVANIZED SHEETS. | | |
|---|---|---|
| 10¾ oz. | $8 50 | $8 85 |
| U.S. 28 | 8 10 | 8 30 |
| U.S. 26 | 7 80 | 7 90 |
| 2 2and 24 | 7 50 | 7 65 |
| 18 and 20 | .... | 7 45 |
| 16 | 7 25 | 7 35 |
| 12 and 14 | 7 05 | 7 20 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Steel and Iron Bars Holding Unchanged*

**Toronto.**

STEEL AND IRON BARS.—The market remains firm and with a good volume of business offering. Latest advices from American sources in regard to future business are to the effect that no orders will be accepted except at quotations prevailing at the time of delivery. So far no one is suffering as a fair amount of stuff is coming through. Prices are holding unchanged, although in many quarters there is a distinct tendency to look for firmer prices. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Boiler Tubes Are None Too Plentiful*

**Toronto.**

BOILER TUBES.—Stocks of tubes continue low and as Canada depends to a great extent for supplies upon the United States, no immediate improvement in the outlook is likely. In fact, in some quarters danger of famine is apprehended in some sizes. A fair volume of business is offering. A tendency toward higher prices is noted, but at the present quotations are holding firm and are as follows:

| | Per 100 feet | |
|---|---|---|
| BOILER TUBES— | Seamless | Lapweld |
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Stove Firms Are Swamped With Orders*

**Toronto.**

STOVES AND WARES.—Stove manufacturers simply do not know how to handle the business that is pouring in from every part of the country. Merchants who held off buying are now trying to get supplies to fill orders, and as a result they have got the manufactur-

ers buried with business. Orders for furnaces and wares are very numerous. In some quarters a rise in prices is looked for towards the end of the year. It is the general opinion that business in these lines will remain active and that next year's trade will even surpass the splendid business done this season.

## *The Scrap Market Continues Quiet*

Toronto.

OLD MATERIALS.—No shipments of scrap are going across the border and it is uncertain when this business will be resumed. The strike is having the effect of lowering prices so far, and the general tendency seems downward. This condition, however, is likely to improve at any time upon receipt of word that the strike has ended. In the meantime quotations are on the following basis:

| Dealers' Buying Prices— | |
|---|---|
| Tea lead | 0 03½ |
| Heavy lead pipe | 0 05¼ |
| Pipe scrap | 8 00 |
| Stove plate, per ton | 12 50 |
| No. 2 busheling | 11 00 |
| Yellow brass | 0 10 |
| Red Brass | 0 16¾ |
| Light brass | 0 07 |
| Scrap zinc | 0 06 |
| Heavy copper | 0 18 |
| Wrought iron, No. 1, per gr. ton | 14 00 |
| No. 1 machinery cast | 18 00 |
| Heavy melting steel | 14 00 |
| Old rubbers, boots and shoes | 0 07 |
| Overseas, lumbermen's rubber boots | 0 05 |
| Bicycle tires | 0 1½ |
| Automobile tires | 0 03 |

## *Advance is Likely in Woodenware*

Toronto.

WOODENWARE. — Markets are strong on woodenware. Raw materials seem very scarce, due no doubt to the small quantity of lumber cut, in comparison with normal times. Manufacturers are unable to state definitely the effect this will have on present prices, but a decided advance seems almost inevitable.

## *Advance Shown in Coke Tin Plate*

Toronto.

COKE TIN PLATE.—The tin market seems on a sound basis. There are no misleading arguments being advanced. Labor unrest and strike conditions have in a large measure to do with the present advance. Some predict that nothing can hold tin down, and they may be right. The entire world is certainly short of material in which tin plays a very important part.

Coke tin plate is quoted as follows, f.o.b., Toronto:

| | Per Box. |
|---|---|
| 1C, 20 x 28 base | $18.50 to $19.50 |
| 1X, 20 x 28 base | 20.50 22.50 |
| 1XX, 20 x 28 base | 24.00 25.50 |
| 1XXX, 20 x 28 base | 26.00 27.50 |

## *Brushes Advance 9 to 20 Per Cent.*

Toronto.

BRUSHES.—A general advance ranging from 9 to 20 per cent. has taken place throughout almost the entire brush line. Bristles, which have lately been very unsettled, finally jumped almost 20 per cent., and there seems no possible chance of a decline in these prices for some time to come. Other materials used in the same manufacture are also unsettled, which helps to keep the market in this commodity very strong.

Floor waxing brushes are also on the move, having advanced 10 per cent., although the advance is not so marked as the bristle product. It is claimed they advanced on account of the conditions of the iron market, parts used in their manufacture being higher in price and hard to obtain.

## *Lead and Zinc Show No Change*

Toronto.

LEAD AND ZINC PRODUCTS.—Prices in these lines are holding steady. A fair volume of business is reported. Quotations are as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | | $0 12½ |
| Lead waste pipe, list, per lb. | | 0 13½ |
| Do., over 6 inches, list, per lb. | | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ⅝c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 36½ | 0 41 |
| Zinc sheets, per lb. | | 0 17 |

## *Ingot Metals Are Holding Quite Firm*

Toronto.

INGOT METALS.—With the exception of lead, which shows a tendency towards weakness, the ingot metals are holding firmly. Copper is steady at 27 cents a pound, and is in fair demand. The other lines show only a fair volume of business, the trade showing the effects of the strike across the line.

COPPER.—The copper market continues steady at 27 cents a pound. Up to the present European buyers have not come into the market as expected. Until they do there is no immediate prospect of change.

LEAD.—Prices of lead show a tendency towards weakening, and this is partly a result of the strike conditions. Prices are around 6¾ cents a pound.

SPELTER.—Business is rather quiet in this line. Prices show no change.

TIN.—Tin is maintaining its position fairly well, but may develop a little easier tendency now that the strike in England has been settled and shipping will be resumed. Stocks are ample to take care of requirements, it is believed. Tin quotations are in the vicinity of 57½ cents a pound.

ANTIMONY.—The demand for this product is not heavy. Quotations show no change from 10 to 11½ cents a pound.

ALUMINUM.—Comparatively little business is in evidence. Prices are on a basis of 35 cents a pound.

# LONDON MARKETS

LONDON, Oct. 9—Business continues excellent. Merchants are all very busy here and expect to be rushed to fullest capacity with the first cold spell. Prices all continue firm with many lines advancing again. Shortage of silver-plated flatware, pocket cutlery, pliers, fine wrenches, alarm clocks, etc., are becoming more serious each week. English pocket cutlery is coming in more freely now, but mostly in small quantities. Collections are good.

## *New and Lower Prices For Shot*

London, Ont.

SHOT.—Quotations on shot have been revised to lower levels. The new figures are: Common shot, $14.75 per 100 lbs.; chilled shot, $16.25, with usual extras for large sizes, f.o.b. London.

## *Potts Irons Are Up 10 Cents a Set*

London, Ont.

POTTS IRONS.—An advance of ten cents per set is shown in the new quotations on Potts Irons. The figures are: No. 50, nickel plated, $2.00 per set; No. 55, plain, $1.90 per set.

## *O-Cedar Mops and Polishes Advance*

London, Ont.

O-CEDAR MOPS AND POLISHES.—These goods show an advance of five per cent. The new price is 30 per cent. off list and net prices are figured at 30 per cent. The figures are as follows:

4-oz. polish, $2.10 per dozen; 12 oz., $4.20 dozen; quarts, $10.50 dozen; half gallon, $16.80 dozen; one gallon, $25.20 dozen.

Mops—No. 1, No. 3, No. 5, No. 14, $12.60 dozen.

Dusters—No. 10, $6.30 per dozen; No. 11, $4.20 per dozen.

## *Advance Shown in Steel Sash Pulleys*

London, Ont.

STEEL SASH PULLEYS.—A new and higher price has been named on steel sash pulleys, the quotation being No. 12, 75 cents a doezn.

## *Redlick Faucets Show an Advance*

London, Ont.

REDLICK WOOD FAUCETS.—New and higher quotations are effective on Redlick wood faucets, the figures being No. 2, $1.55 per dozen; No. 4, $2.20 per dozen; No. 6, $2.80 per dozen.

## *Reduction Made in Steel Thumb Latches*

**London, Ont.**

STEEL THUMB LATCHES.—A reduction is shown in the new quotations on steel thumb latches, the prices being No. 2, $1.80 per dozen; No. 3, $2.40 per dozen.

## *Higher Quotations On Tubular Rivets*

**London, Ont.**

RIVETS.—New and higher prices have been named on tubular assorted rivets, and also on split coppered rivets. Tubular assorted rivets are quoted at $1.10 per dozen packages and the split coppered rivets, No. 9, assorted, at $1.35 per dozen packages.

## *New Base Price on Soldering Coppers*

**London, Ont.**

SOLDERING COPPERS.—Soldering irons are higher, the new base price being 56 cents per pound. Net prices are: 3 lb. to pair, 56c per pound; 2½ lbs. to pair, 57c per pound; 2 lbs. to pair. 58c per pound; 1½ lbs. to pair, 61 cents per pound; 1 lb. to pair, 63c per pound.

## *Taintor Saw Sets Revised Upwards*

**London, Ont.**

TAINTOR HAND SAW SETS.—New and higher quotations have gone into effect on Taintor hand saw sets. The new figure is $16.25 per dozen.

## *Advance is Made in Gasoline Irons*

**London, Ont.**

GASOLINE IRONS.—A new and higher price has been named on gasoline irons. Comfort Irons are being quoted at $5.00 each.

## *Some Lines of Team Bells Higher*

**London, Ont.**

TEAM BELLS.—An advance is shown in some lines of team bells, the new quotations being: Rough, No. 2, $4.00; No. 3, $4.75; No. 4, $6.50; No. 5, $7.50; No. 6, $9.75 dozen.

Swiss. No. 2, $6.00: No. 3, $7.50; No. 4, $9.00; No. 5, $12.75 dozen.

## *Irwin Auger Bits Are Up Ten Per Cent.*

**London, Ont.**

IRWIN AUGER BITS.—An advance of ten per cent. is shown in Irwin auger bits and also in Irwin car bits. The new price on auger bits is net list and the quotation on car bits is ten per cent. off list.

## *Globe, Angle and Check Valves Up*

**London, Ont.**

GLOBE, ANGLE, CHECK VALVES.—New and higher prices have been named on Globe, angle and check valves. Standard valves are now quoted at 9 per cent. off list, and Jenkins' pattern at 7 per cent. off list.

## *Advance is Made in Roofing Nails*

**London, Ont.**

LARGE HEAD ROOFING NAILS.—An advance has been made in American large head roofing nails. The new prices are 100 pound kegs, $9.00 per 100 pounds, 25 pound boxes $9.50 per 100 pounds.

## *Dunn's Lawn Rakes Revised Upwards*

**London, Ont.**

DUNN'S LAWN RAKES.—A new and higher price for Dunn's Lawn Rakes is effective, the quotation being $8.00 per dozen.

## *Brisk Demand Now For Oil Heaters*

**London, Ont.**

OIL HEATERS.—Oil heaters are moving freely. The quotations are: Perfection, No. 525, $7.00; No. 530, $8.25; No 630, $10.25 each, less 25 per cent.

## *Nail Prices Firm; Demand is Active*

**London, Ont.**

NAILS.—There is a splendid demand for nails at present. Prices are unchanged, the quotations being: Wire, $4.70; base and cut, $4.75 base.

## *No Change Shown in White Lead in Oil*

**London, Ont.**

WHITE LEAD IN OIL.—The demand for white lead in oil is somewhat quieter. Prices show no change, the quotations being: Pure, tons, $16.35 per 100 pounds; less tons, $16.70; Elephant, tons, $16.95 per 100 pounds; less tons, $17.30.

## *Putty Sales Brisk; Prices Are Steady*

**London, Ont.**

PUTTY.—The demand for putty has been brisk. Prices are holding unchanged, the quotations being: Standard, 100 lb. drums, $6.80 per cwt.; 25 lb. drums, $7.05; Pure, 100 lbs., $9.30; 25 lbs., $9.55.

## *Glass in Demand; Prices Are Firm*

**London, Ont.**

GLASS.—Glass is in good demand. Prices are holding without change and are as follows: Single Diamond, 30 per cent.; Double Diamond, 30 per cent.; Cut Lights, 10 per cent.

## *No Change Made in Prices of Turpentine*

**London, Ont.**

TURPENTINE.—No change is shown in the quotations on turpentine, the prices being: 1 barrel lots, $2.55, imperial gallon; 2 to 4 barrel lots, $2.54, imperial gallon; 5 gallon lots, $2.65 imperial gallon.

## *Linseed Oil Prices Are a Little Easier*

**London, Ont.**

LINSEED OIL.—There is a good demand for linseed oil. Prices are on the following basis: Raw, 1 to 2 barrels, $3.25, boiled, $3.28; 3 to 5 barrels. $3.24, boiled, $3.27; 6 to 9 barrels. $3.22, boiled, $3.25, less barrels, add 10 cents per gallon.

# WINNIPEG MARKETS

WINNIPEG, Oct. 9—Price changes during the past week are again fairly numerous, including such lines as hinges of all kinds. Hasps, lamp wick, Winchester shotguns and rifles and linseed oil markets in general show a very firm tendency and higher prices on many of the staple and heavy hardware lines will no doubt become effective before the first of the year, due to the strike in the big American steel mills, while it is felt that deliveries will be worse than at any period during the war. Business is still reported to be fairly brisk in all lines with stocks fairly well assorted.

## *Prices of Hinges Revised Upwards*

**Winnipeg.**

HINGES.—Owing to a general revision of prices by the manufacturers, new prices are now effective on hinges of all kinds, some lines showing advances, while others decline. To-day's ruling prices on the various sizes are as given below:

Light Strap Hinges—3 in., $1.00; 4 in., $1.20; 5 in., $1.40; 6 in., $1.70; 8 in., $2.50; 10 in., $3.50 dozen.

Light Tee Hinges—3 in., $1.00; 4 in., $1.10; 5 in., $1.30; 6 in., $1.50; 8 in., $1.80.

Heavy Strap Hinges—4 in., $3.00; 5 in., $3.70; 6 in., $4.00; 8 in., $5.40; 10 in., $9.60; 12 in., $11.90 dozen.

Heavy Tee Hinges—3 in., $2.55; 4 in., $3.20; 5 in., $3.60; 8 in., $4.10; 10 in., $7.30; 12 in., $11.60 dozen.

Strap Hinges, in cartons—4 in., $2.30; 5 in., $3.00; 6 in., $3.80; 8 in., $5.50; 10 in., $8.50.

Tee Hinges, in cartons—4 in., $2.70; 5 in., $3.15; 6 in., $3.85; 8 in., $4.75; 10 in., $7.75.

Table Hinges—810 x 1 in., 56c; 1¼ in., 69c; 1½ in., 82c; 1¾ in., 94c; 2 in., $1.05 dozen.

Back Flaps—814 x 1 in., 70c; 1¼ in., 84c; 1½ in., 98c; 1¾ in., $1.12; 2 in., $1.25 dozen.

Corrugated Strap Hinges—4 in., $1.60; 5 in., $2.20; 6 in., $2.75; 8 in., $4.50; 10 in., $6.75; 12 in., $10.50 dozen.

Corrugated Tee Hinges—4 in., $1.90; 5 in., $2.65; 6 in., $3.25; 8 in., $5.45; 10 in., $8.10; 12 in., $11.80 dozen.

Corr. Strap Hinges, in cartons—4 in., $2.35; 5 in., $2.95; 6 in., $3.95; 8 in., $5.85; 10 in., $8.30; 12 in., $12.95 dozen.

Corr. Tee Hinges, in cartons—4 in., $3.05; 5 in., $4.00; 6 in., $4.90; 8 in., $7.55; 10 in., $10.75.

## *Harvest Tools and Hay Knives Higher*

**Winnipeg.**

HARVEST TOOLS.—Following the recent advance in harvest tools, prices have also been revised on hay knives, which show an advance of approximately 5 per cent., and are quoted to-day as follows: Hay knives, Lightning, $13.25; Hearth's, $13.25 dozen.

## *Hinge Hasps Are Up 5 to 10 Per Cent.*

**Winnipeg.**

HINGE HASPS.—Hinge hasps during the week show a slight advance over previous prices, moving up from 5 to 10 per cent., based on new prices received from the factory, and are now selling as follows: Hinge hasps, No. 912 x 3 in., $1.15; 4½ in., $1.25; 6 in., $1.45; 8 in., $2.25 dozen. Hooks and staples, No. 50, ¼ x 4 in., $6.00; No. 5, $6.35; 5-16 x 6 in., $9.75 gross.

## *Lamp Wick Prices Again Advanced*

**Winnipeg.**

LAMP WICKS.—Lamp wick prices again move to higher levels, based on new factory quotations just to hand, the new increase being approximately 5 per cent., due to increased cost of production, making to-day's selling prices as given herewith:

Flat Lamp Wick, No. 0, 78c; A, 98c; B, $1.43; D $2.30 gross.

Rochester Wicks, No. 1, 43c; No. 2, 60c; No. 3, $2.05 dozen.

Rayo Lamp Wick, $1.13 dozen.

Rayo Lamp Wick, junior, 80c dozen.

Flat Stove Wick, 3 in., 51c; 3½ in., 60c; 4 in., 70c; 4½ in., 80c; 5 in., 90c dozen.

## *Winchester Guns and Rifles Are Higher*

**Winnipeg.**

WINCHESTER GUNS AND RIFLES.—Prices on Winchester guns and rifles have been revised to higher levels during the week, based on new costs issued by the manufacturers, which show increases of approximately 5 per cent. over former quotations. While stocks in many of their lines is depleted and no prospect of getting a further supply this year as stocks at the factories are all sold for the remainder of the year. To-day's ruling prices on the more familiar lines are quoted as follows:

Winchester Shotguns, model 1897, solid frame, 12 Ga., $40.25 each; model 1912, solid frame, $43.70; model 1912, take down, $48.30.

Winchester Rifles—1894, round barrel, solid frame, 25-35, $31.65; 30 W.C.F., $31.65; 32 Win. Spec., $31.65; 32-40, $27.60; 38-55, $27.60.

1894, octagon bbl., 25-35, $33.95; 30 W.C.F., $33.95; 32 W. Spec., $33.95; 32-40, $28.75; 38-55, $28.75.

1894, round barrel, taken down—30 W.C.F., $43.15; 32 W., Spec., $43.15; 38-55, $39.10.

1894, octagon barrel, take down—32 W. Spec., $45.45; 30 W.C.F., $45.45.

1894, solid frame, carbine—30 W.C.F., $29.35; 32 W. Spec., $29.35.

1892, round barrel, solid frame—25-20, $29.35; 44, $29.35.

1892, octagon barrel, solid frame—25-20, $31.05; 44, $31.05.

1892, solid frame, carbine—25-20, $28.75; 44, $28.75.

1895, round barrel—303 Brit., $43.70; 30 Army, $43.70.

1907—351, $50.60.

1910—401, $50.60.

1890—22 Short, $28.15; 22 Long, $28.15; 22 W.R.F., $28.15.

1902, single shot, 22 calibre, $9.35.

1904, single shot, 22 cal., $11.25.

1903, automatic, 22 cal., $40.00.

1906, repeater, 22 cal., $25.65.

Thumb trigger, single shot, 22 cal., $8.45.

## *Linseed Oil Drops 25 Cents a Gallon*

**Winnipeg.**

LINSEED OIL.—Linseed oil prices dropped 25 cents per gallon during the week, due to the weaker flaxseed market, and is selling to-day on the following basis: Raw linseed, $2.75 gallon; boiled linseed oil $2.78 per gallon.

## *Turpentine Prices Holding Unchanged*

**Winnipeg.**

TURPENTINE.—Turpentine prices show no change during the week, holding firm at former quotations, but from present indications lower prices are to be expected. To-day's prices are as follows: Barrel lots, $2.70 gallon; ½ barrels, $2.73 gallon; 5 gallon lots, $2.75; 1 gallon lots, $2.75, plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURGH, Pa., October 9.—The iron and steel strike, now just in its third week, is running true to the form shown in the first four days, when, after increasing for a couple days, the strike began to lose ground slowly in the districts where idleness was in the minority and employment in the ascendency, while districts closed tight showed no disposition toward resumption.

It is a matter of intimidation, which means minority rule if the minority is of any size. Thus in Western Pennsylvania, where the strike did not get a good start, employment has been increasing so that the works that remained in some sort of operation are now running practically full, while of the few plants that closed entirely some have been resuming in the past few days. The Mahoning Valley, including Youngstown, also Cleveland, but not the nearby town, Lorain, remained closed tight during the first two weeks, as well as the Wheeling district, with the exception of a very few plants in that district.

There were predictions that this week some important resumptions would be begun in the Mahoning Valley, but full and authentic information is requisite before it can be accepted as positive that the district really is resuming. Men have been at work in some of the plants, doing odd jobs and being held as nuclei for such a general return of men as would permit of regular manufacturing operations being undertaken.

There is no question that the men have lost the strike, and in fact there was no question after the first three or four days of the strike. Too much capacity was left in operation for the idle districts to swing the active districts. It is a strike of common labor, chiefly ignorant foreign labor, ready for violence whenever and wherever there is an opportunity, and while no doubt the civil authorities are anxious to prevent disorder it is a difficult matter when mobs of hundreds or thousands may form. The common prediction is that general resumption can hardly occur in Ohio without the state militia having previously been called to the scene, but under the law the invoking of state aid cannot occur until there is an actual situation that the local authorities cannot handle, and the local authorities must admit the fact.

### Production and Employment

The best estimate that can be made is that fully 40 per cent. of the workers in the iron and steel industry are idle. This is of the manufacturing industry proper, not including the Connellsville coke region, the lake or boats or the ore mines. The strike did not touch these activities at all and if they were included in the total the percentage of men idle would be a trifle lower.

Of the men idle it may be estimated that one-fourth desired beforehand to strike, that one-half, or double that number, really did go out as strikers when the time came, and that the other half comprise men who are idle because intimidated or because the strike was prevalent enough in the plants that employ them to make operation impossible. While the strike is distinctly a common labor or "hunky" strike it is not universally so. It is a fact that a few skilled and semi-skilled men did strike, and this was notably so in the case of one craft, the cranemen and electricians, who struck in considerable numbers.

### Running or Closed

Geographically, as the strike was largely geographical and became wholly so during the first fortnight, the situation is as follows:

Eastern Pennsylvania is operating with scarcely an exception.

The large Cambria plant at Johnstown, at the western foot of the mountains, is closed entirely, as is the entire Lackawanna Steel Company property at Buffalo, together with part of the other operations there.

Western Pennsylvania is running nearly full, the chief exceptions being

the Page and Pittsburgh steel and wire plants in Monessen, at the head of the Monongahela Valley manufacturing districts, a part of the city works of Jones & Laughlin and a few small plants here and there.

All plants in Cleveland, O., are down, but the Lorain pipe mill of National Tube Company is running very well.

The entire Mahoning Valley, in Ohio, is down, thus contrasting sharply with the other valley, the Shenango, just across the state line in Pennsylvania, which is running nearly full.

The Wheeling district, which has long been strong for strikes, is closed tight, except for two or three relatively minor plants.

In the Calumet district, Chicago and Gary, about one-third or thereabouts of the men are working, results being rather unsatisfactory.

Duluth, Minn., is reported working while the works of the Colorado Fuel & Iron Company at Pueblo are closed. Practically the whole south is working.

**Production Suffers**

While nearly, if not quite 60 per cent. of the men in the iron and steel industry are working, production, in point of tonnage, is not in altogether as high proportion, as there are works with light employment and still lighter production, operation being partly for moral effect. It being an issue upon which the manufacturers cannot possibly yield, the open shop versus domination by radical labor agitators and revolutionists, tonnage is not an item showing how the strike is going, employment being the item that furnishes the information.

The curtailment in output is more or less uniform in the different products, but there are variations. Plate capacity was so in excess of requirements that there is still an adequate or nearly adequate supply. There is nearly an adequate output of structural shapes. Tin plate production is less than half what it was averaging just before the strike, but as the canning season is over the restriction does not count for much. In wire products there is great restriction, but wire products are now largely out of season. In sheets the situation is very serious as sheets were scarce before the strike. The American Sheet and Tin Plate Company has been operating at least 72 per cent. of its sheet mills, seven of its plants being in full operation, but independents are averaging less than 50 per cent., so that sheet production as a whole is not over 60 per cent. of normal. On the whole, sheet plants making specialties, as for metal furniture and automobiles, are affected slightly less than mills making common sheets.

**The Worst Item**

By far the most unfortunate situation, from the standpoint of production and requirements, is that in pipe. While there was no abnormal demand, before the strike, for butt weld merchant pipe, there was a demand far beyond the supply for oil country goods, involving lap weld material, there being in fact an acute scarcity, so much so that many lessees, particularly in the Texas field, were likely to lose their leases through being unable to complete wells within the time limits they had injudiciously agreed to. The situation is, of course, greatly accentuated, for while the Steel Corporation is doing well in pipe, much more than half the independent capacity is down, including Youngstown Sheet and Tube at Youngstown, La Belle at Steubenville, and Wheeling Steel and Iron at Wheeling. Mark at Chicago is producing little, while Spang, Chalfant and Company, Pittsburgh, were closed for a few days, though now operating moderately well. Of all the major independents, Jones & Laughlin alone have done well; National has its Riverside works; Wheeling, down tight, is operating full at Lorain, O., and moderately well at McKeesport, Pa., while one of its two Pittsburgh mills was down for a short time and is now operating only in part, the other city mill being reported in regular operation.

Steel mills report that their customers continue to show the greatest spirit of sympathy and co-operation and exhibit no tendency to bother them for deliveries, even though material may be badly needed.

# Production of Firearms in Belgium is Beginning Slowly

## Much of the Machinery Carried Away by the Germans Has Not Been Restored and Gun Makers Are Working Under Great Difficulties.

THE resumption of the production of firearms in Belgium is beginning slowly. At the Fabrique Nationale d'Armes de Guerre 200 to 300 men are working instead of 5,000 as before the war. Many of the machines carried away by the Germans during the war have not been replaced and raw materials is still lacking.

Belgian firearms production is localized about Liege, especially in Herstal, four miles to the north-east. Previous to the war some 13,000 to 14,000 were engaged in the industry, especially in the production of shotguns de luxe. More than half of the workers were engaged in work at home or in small private plants, specializing in the production of some particular piece or feature. This production of fine, high-grade arms has in many families been an inheritance for generations. The number of home and small-plant workers seems to be increasing slightly because electricity is now being supplied to these small plants, making possible the operation of small machines.

**Employed 5,000 Men**

The most important manufacturing plant, Fabrique Nationale d'Armes de Guerre, Societe Anonyme, located at Herstal, before the war employed 5,000 men, of whom three-fifths made firearms. The remainder were engaged in the production of automobiles, motor cycles and bicycles. This plant, which was founded in 1889, had a capitalization in 1914 of $1,273,800. The daily production was 500 rifles, 100 carbines, 400 hunting guns (hammerless, Lefaucheux, Browning), 800 Browning rifles, and 500,000 cartridges. In addition the plant produced each day seven automobiles, 100 bicycles, 50 motor cycles, 120,000 spark plugs, and 75,000 spokes and nuts.

The raw steel for firearms is partly of Belgian origin (especially from the Cockerill works at Seraing, just south of Liege); steel was also imported from Germany (Krupp works), England, and Austria.

Belgian exports large quantities of firearms, especially of the finer grades, the guns de luxe. The exports of this type of hunting piece were valued in 1912 at $3,601,222, and in 1913 at $3,621,620, sent principally to Germany (17 per cent.), Russia, Italy, and Brazil $121,931 to the United States in 1913). The export of revolvers and pistols amounted in 1912 to $1,231,725, and in 1913 to $936,334, sent chiefly to France (22 per cent.), Germany (20 per cent.), Italy, and Russia; none to the United States in 1913.

The importation of firearms into Belgium is small, the total amounting in 1913 to $726,460, chiefly from Germany and France.

**MAY SELL BRITISH RIGHTS**

A press dispatch from New York says: Prominent English financial interests have offered the American Safety Razor Corporation £100,000 for their rights in the British Isles.

Joseph Kaufman, president of the American Safety Razor Corporation, will leave for England in a few days to discuss the offer, although interests here connected with the company doubt that it will be accepted. The Ever-Ready Co., one of the three safety razor concerns making up the new corporation, already has a factory in England, and has done a large business in the British Isles for years.

It is expected that considerable foreign capital will be interested in the new American company, and that ultimately foreign concerns with this capital paid in will be formed. Mr. Kaufman will not only visit the British Isles but will go on the Continent to further the expansion plans of the American Safety Razor Corporation.




# Big Opportunities in Floor Finishes

## Splendid Chance for Special Fall Sales—Can be Made Stepping-Stone to Sale of More Paint, Also for General Exterior Work Around the House

THE conversation occurred during a little Sunday afternoon motor jaunt through the outskirts of the city and the country.

Various topics had received the haphazard touch-and-go discussion usual under such circumstances.

Said one of the ladies in the party to the paint man, "Why don't you get after people to paint their porch and verandah floors better? Everybody nowadays has a porch or verandah of some sort, but most of them keep the floors in such a wretched condition that they simply take away from the appearance any improvement that the verandah makes."

The paint man thought that this was putting it rather strong, but the comment caused him to make a few close observations while passing along the road.

"By Jove! that woman's right," he said to himself after a half hour's close scrutiny of passing verandah floors and their appearance and condition.

### Floor Paint Week

The paint man, who happened to be salesmanager of a large paint concern, conceived some rather energetic sales ideas during the balance of the journey, amongst them being one to develop a special "floor paint week" in the fall.

If there is a retail paint and varnish dealer who desires to put in a few extra paint sale stunts on for this fall, let one of them be a porch and verandah floor paint week.

Quarts, of course, are the popular size for this class of trade. The grays and drabs are the popular shades.

In order to avoid overstocking and any too great investment of capital, it would be advisable to prepare for such a week with a stock of quarts, only, in say three of the best selling shades. Fix the re-sale price of the quarts at as popular a price as possible, consistent with sound business practice, and make it a leader for a floor finishing drive with other lines.

During that week regular floor paint colors for interior work could be featured at regular prices. Varnish stains for floor use could be put in the limelight. Floor varnishes and waxes will naturally come in for attention.

### Plenty of Arguments

All the splendid arguments that have been advanced for fall painting can be used to advocate protection for the verandah floor. If ever an outside floor needs protection against every conceivable element, it is during the winter and the only logical time to provide that protection is during the fall.

Much the same reason applies to inside floor painting in the fall. People are confined within doors during the greater portion of the winter months. They have more intimate and frequent contact with their floors. This should call for care and attention during the fall in preparation for the winter.

### Change the Habit

It is to be admitted that much of this class of work has became a habit in the spring. But the average man and woman is reasonable and will respond to reasonable, clearly stated advertising that will point out where the advantages of fall painting will be of benefit to them.

The public will not change this habit themselves. It is up to the retailer to change this habit by bringing these facts to the attention of his trade. Window displays, prominent inside display, a special week, your advertising can be readily used to this end. Nor will it in any way detract from the usual spring business, in fact it will be one of the factors to assist in placing the paint department on a better all-year-round basis.

### House Painting Too

A porch and verandah floor paint week would be made the stepping-stone towards encouraging more exterior house painting during the fall. Get a man to paint one portion of his house and it's not very long before another part must be done. A nicely painted verandah floor will suggest that pillars, posts, cornice and lattice work will need paint as well.

While a verandah and porch floor paint week will undoubtedly bring in a considerable amount of business for this particular kind of work, what it leads to and develops in the way of other business is in reality the most important reason for attempting it.

### Develop Ideas

A detective cares nothing for a clue of itself, it is what that clue may lead to that gives it its value. It is the same in developing ideas of this nature, the selection of a good leader is a very important question. The idea of better protection for verandah floors suggested by this lady and the consequent observations of the salesmanager suggested a verandah floor paint week as an idea capable of considerable development.

Continued on page 68

"Save the surface and you save all" *Paint & Varnish*




A SANITARY
SANI-FLAT
FLAT OIL PAINT




## FOR ALL INTERIOR PAINTING

# Produces the Ideal Soft Velvet Finish

For Walls, Ceilings, Woodwork and other INTERIOR Decorations where a durable, non-fading flat paint is needed, there is none "just as good" as SANI-FLAT.

It is easy to apply, has remarkable covering and hiding qualities, and does not show lap or brush marks. It can be cleaned with soap and water without injury.

White Sani-Flat makes a perfect Undercoating for Enamel.

***Made in White and Twenty Beautiful Shades.***

***Put up in Large and Small Size Packages.***

## SELLS AT A REASONABLE PRICE

We are always glad to furnish details of our Agency Proposition, and it is bound to appeal to you if you are endeavouring to put your Paint Department on a better Profit-Paying basis.

Color Cards and Descriptive Matter on Request.

# Benjamin Moore & Co., Ltd.

**TORONTO - WINNIPEG**

### BIG OPORTUNITIES IN FLOOR FINISHES

(Continued from page 66)

A porch and verandah floor paint-up week will help to develop the fall painting habit. When indoor floors are painted, it prepares the way for indoor painting and decorating and means sales for the paint department during the quiet months.

Painting the floors in the fall means additional and better service to the trade and adds to the comfort of homes that would otherwise go with poorly finished floors throughout the winter and until the usual spring habit comes about.

By encouraging fall painting of floors it will keep the paint department's profits in the limelight all through the year. It is not the only means of keeping the department going all year, but it is one of them and a good one.

### SAVE THE SURFACE CAMPAIGN FOR FIVE YEARS

In the publicity which HARDWARE AND METAL gave in the issue of September 27th, to the continued campaign of the "Save the Surface Campaign" committee, it was stated in one of the leading phrases that "Save the Surface Campaign to Be Continued for at Least Another Year." This might lead some to assume that the campaign efforts would probably not continue after the expiration of another year, although a careful reading of this important announcement would have revealed to the reader that the campaign would be continued for four years more, making the effort a five-year one. HARDWARE AND METAL is in a position to state that arrangements already completed call for the execution of the larger programme, and under which still greater progress is expected to be made.

## Oil Company Plans Western Development

An expenditure which will probably run into between $2,000,000 and $3,000,000, is planned during the next few months in the West by the Imperial Oil Company. The greater part of this amount will be laid out in parts of the West, especially in Alberta.

A tour of inspection of the work now being carried on in the West has just been completed by Vice-President G. W. Mayer. With him on the trip were: T. C. McCobb, secretary-treasurer, and E. D. Gray of the Toronto sales staff; L. J. Cunniff of the H. K. McCann Company, Limited, and J. S. Mayer, son of the vice-president, who only recently returned from overseas. The company now has 40 geologists at work from the Montana boundary to the Mackenzie river. The machinery for the wells to be drilled in the Snake Lake country is now on the ground, but it is too late to start operations this season. Material has also been taken still further north, to the Mackenzie river, where the company will have the most northerly oil well in the world. The crews will remain in the Mackenzie river country throughout the winter in order that they may commence drilling at the earliest possible date next year.

### PLAN TO INCREASE OUTPUT

A good deal of interest centres in the announcement made in Sheffield, England, that Walker and Hall, cutlers and silversmiths, and Barker & Allen, Ltd., nickel silver, metal, and wire manufacturers, of Spring Hill, Birmingham, have acquired financial interest in the old-established firm of William Gallimore and Sons, of Arundel Works, Sheffield. It is understood that the policy of the purchasers will be to extend the output of all departments for the benefit of the present and prospective customers of William Gallimore and Sons.

## Analysts Report on Turpentine as a Paint Material

THE food and drug laboratory of the Department of Trade and Commerce has issued a bulletin on "Turpentine As a Paint Material." The report submitted by V. Kitto, public analyst, is as follows:

"Sir,—I beg to report on a collection of 114 samples of turpentine and 4 samples of turpentine substitute sold in Canada as paint material. Of these 13 were examined at the sub-laboratory at Halifax, 64 at Ottawa, 22 at Winnipeg and 19 at Vancouver.

"Considerable investigatory and other work on turpentine has been done in this laboratory on previous occasions and results have been published in Bulletins 79, 211, 253, and 331 of the Inland Revenue series. A standard for turpentine as a paint material based largely on the earlier part of this work was prepared and inserted in the fourth schedule of the Adulteration Act. The requirements are:

1. It shall be entirely free from mineral oil.
2. Unless sold as good turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl Solution and Method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by same method.
3. The undissolved (unpolymerized) residue on treatment of 10cc with 40cc of a sulphuric acid containing 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.
4. The refractive index of this residue shall be not less than 1.4950 at 20 deg. C.
5. The refractive index of the sample at 20 deg. C. shall lie between 1.4680 and 1.4730.
6. The specific gravity of the sample at 20 deg. C. shall not be less than 0.860.
7. The initial boiling point shall not be lower than 150 deg. C. under ordinary atmospheric pressure.
8. At least 75 per cent. by volume shall distil below 160 deg. C.
9. The residue on evaporation over a steam bath shall not exceed 2 per cent.

**Many Complaints**

"For some years there has been much complaint about the quality of this material as sold in Canada and previous inspections have shown adulteration to be largely prevalent. The usual sophistication has been the admixture of petroleum distillate having a specific gravity and boiling points approximating those of genuine turpentine.

"In the present collection eighty-nine samples may be considered as meeting the requirements of the schedule.

"Sixteen samples, three at Halifax, Nos. 83962, 80250, 77111, and thirteen at Ottawa, Nos. 88305, 88307, 86918, 86931, 86968, 84491, 84492, 80795, 8051, 88131, 88113, 84641, contain large percentages of petroleum oil and one sample at Ottawa No. 86966 contains a smaller percentage. All fail to meet the boiling point requirements; No. 88131 has an initial boiling point much below 150 deg. C., while all the others have less than 75 per cent. volatile below 160 deg. C. This amount is very small in a number of cases, suggesting that low grade turpentine was used for the mixture.

"Seven samples, two at Halifax, Nos. 80245, 77113, and five at Ottawa, Nos. 81382, 88111, 88112, 84637, 86911, do not meet the boiling point requirements, but for the purposes of this collection may be clased as low grade turpentine and be allowed to pass. In these 75 per cent. is volatile below 170 deg. C. instead of below 160 deg. C. No. 86911 is wood turpentine.

"One sample at Ottawa, No. 84886, falls so far below the standard for both gravity and boiling points that it must be called adulterated.

"The findings may be tabulated as follows:

| | Samples | Cent. |
|---|---|---|
| Meeting requirements ... | 89 | 78 |
| Adulterated ..... | 18 | 16 |
| Low grade ..... | 7 | 6 |
| Total ..... | 114 | 100 |

"Of the four samples distinguished as substitutes all from the Vancouver district, three, Nos. 68699, 68718, 68720 are, in large part, mineral oil; the other, No. 68690, appears to be a low grade turpentine.

"The results of analysis and the names and addresses of the vendors and furnishers of the samples specially referred to are obtained in the accompanying tables:

ESTABLISHED 1842

ORA ET LABORA

TRADE MARK

**A. RAMSAY & SON CO.**

PAINT AND VARNISH MANUFACTURERS

IMPORTERS OF

**ARTIST'S MATERIALS, ETC.**

**Cable Address—"RAMSON"**

**P. O. BOX 2560**

**10-22 Inspector St.**

*Montreal,* October 3rd, 1919.

Dear Sir:-

We wish to announce that the Agency for our products has been entrusted to Mr. H. W. McConnell, who has been one of our most successful salesmen for 16 years.

Mr. McConnell will be associated with The H. L. Perry Co., Limited, 214 Princess Street, Winnipeg, and, through efficient representatives, acquaint you more intimately with

"THE RIGHT PAINT TO PAINT RIGHT."

Yours very truly,

A. RAMSAY & SON COMPANY.

To The
Manitoba and Saskatchewan
Hardware and Paint Dealers.

TABLE I.
Results of Analysis—Turpentine.

| | Sp. Gr. 20° C. | Ref. Index 20° C. Turpentine. | Ref. Index 20° C. Unpolymerized Residue. | Amount of Unpolymerized. Residue. | Initial Boiling Point | Volatile Under 160° C. | Volatile Under 170° C. | Opinion |
|---|---|---|---|---|---|---|---|---|
| | | | | p.c. | °C. | p.c. | p.c. | |
| 83962 | .8613 | 1.4698 | 1.4618 | 26 | 155 | 2 | 53 | Adulterated |
| 80250 | .8623 | 1.4703 | 1.4615 | 27 | 156 | 1 | 44 | " |
| 77111 | .8618 | 1.4698 | 1.4604 | 28 | 159 | 1 | 37 | " |
| 88305 | .8630 | 1.4685 | 1.4674 | 31 | 150 | 61 | 87 | " |
| 88306 | .8643 | 1.4620 | 1.4454 | 32 | 155 | 8 | 56 | " |
| 88307 | .8420 | 1.4610 | 1.4427 | 32 | 155 | 14 | 59 | " |
| 86918 | .8628 | 1.4700 | 1.4670 | 27 | 160 | 0 | 43 | " |
| 86931 | .8644 | 1.4697 | 1.4656 | 31 | 158 | 2 | 32 | " |
| 86968 | .8621 | 1.4704 | 1.4710 | 11 | 160 | 0 | 15 | " |
| 84491 | .8538 | 1.4664 | 1.4560 | 17 | 155 | 54 | 89 | " |
| 84492 | .8610 | 1.4694 | 1.4673 | 22 | 157 | 2 | 45 | " |
| 80795 | .8621 | 1.4694 | 1.4654 | 18 | 159 | 1 | 38 | " |
| 8051 | .8662 | 1.4710 | 1.4707 | 18 | 155 | 15 | 54 | " |
| 88131 | .8455 | 1.4617 | 1.4494 | 18 | 99 | 3 | | " |
| 88113 | .8607 | 1.4682 | 1.4800 | 10 | 155 | 55 | 90 | " |
| 84641 | .8752 | 1.4728 | 1.4806 | 10 | 155 | 15 | 70 | " |
| 86966 | .8759 | 1.4720 | 1.4812 | 8 | 150 | 35 | 80 | " |
| 80245 | .8661 | 1.4721 | ..... | 1 | 155 | 50 | 90 | Pass |
| 77113 | .8712 | 1.4724 | ..... | 2 | 156 | 50 | 90 | " |
| 81382 | .8666 | 1.4710 | 1.5092 | 5 | 155 | 60 | 89 | " |
| 88111 | .8722 | 1.4704 | 1.4952 | 5 | 150 | 60 | 88 | " |
| 88112 | .8788 | 1.4720 | 1.5136 | 3 | 150 | 33 | 74 | " |
| 84637 | .8790 | 1.4730 | 1.5040 | 6 | 152 | 50 | 76 | " |
| 86911 | .8667 | 1.4684 | 1.4928 | 7 | 151 | 48 | 78 | " |
| 84886 | .9210 | 1.4802 | 1.4850 | 4 | 150 | 15 | 67 | Adulterated |
| | | | Turpentine Substitutes. | | | | | |
| 68699 | .7727 | 1.4281 | 1.4211 | 67 | | | | |
| 68718 | .8176 | 1.4510 | 1.4211 | 77 | | | | |
| 68720 | .8083 | 1.4460 | 1.4390 | 68 | | | | |
| 68690 | .8821 | 1.4725 | 1.5120 | 2 | | | | |

TABLE II.
List of Vendors and Furnishers, Turpentine.

| Sample No. | Vendor | Furnisher. |
|---|---|---|
| 83962 | Wm. Robertson & Son, Halifax, N.S. | J. C. Calder, Halifax, N.S. |
| 80250 | Geo. W. Morrell, St. John, N.B. | Georgia Turpentine Co., Montreal, Que. |
| 77111 | Thompson & Sutherland, New Glasgow, N.S. | Unknown. |
| 88305 | C. A. Oliver, 248 York St., Hamilton, Ont. | Warren Brothers, Hamilton, Ont. |
| 88306 | Baillie Bros., Main and Locke St., Hamilton, Ont. | Martin-Senour Co., Ltd. |
| 88307 | M. Walters, 361 Barton St. E., Hamton, Ont. | Alexander Hardware Co., Hamilton, Ont. (Empire Commission Co., Toronto, Ont.) |
| 86918 | N. R. Nicoll, Perth, Ont. | Georgia Turpentine Co., Montreal, Que. |
| 86931 | Cameron & Leacock, Smith's Falls, Ont. | Georgia Turpentine Co., Montreal, Que. |
| 86968 | Devine & Legree, Renfrew, Ont. | Georgia Turpentine Co., Montreal, Que. |
| 84491 | A. Leroux, 782 Notre Dame St. W., Montreal, Que. | Jas. W. Jamieson & Co., Ltd., Montreal, Q. |
| 84492 | A. Legris, 12 Jacques Cartier St., Montreal, Que. | Unknown. |
| 80795 | N. Willard & Co., Prescott, Ont. | Georgia Turpentine Co., Montreal, Que. |
| 8051 | Ferronière de Berthier | Georgia Turpentine Co., Montreal, Que. |
| 88131 | G. H. Abbotson, 343 Bathurst St., Toronto, Ont. | Sanderson Pearcy & Co., Toronto, Ont. |
| 88113 | J. W. Paton, 20 Temperance St., Toronto, Ont. | Turpentine Products Co., Toronto, Ont. |
| 86641 | D. Courville, Alexandria, Ont. | Unknown. |
| 86966 | French & Co., Renfrew, Ont. | Canada Paint Co., Ltd., Montreal, Que. |
| 80245 | W. H. Thorne & Co., St. John, N.B. | H. T. West & Co., Savannah, Ont. |
| 71113 | J. S. Fraser, New Glasgow, N.S. | Imperial Oil Co., Halifax. |
| 81382 | Chown Hardware Co, London, Ont. | Howden Hardware Co., London, Ont. |
| 88111 | The Robt. Simpson Co., Toronto, Ont. | J. H. Morin & Co., Toronto, Ont. |
| 88112 | The T. Eaton Co., Ltd., Toronto, Ont. | Benj. Moore, Toronto, Ont. |
| 84637 | A. Lebeuf, Valleyfield, Que. | Imperial Oil Co. |
| 86911 | B. D. Stacey, Brookfield, Ont. | Canada Paint Co., Montreal, Que. |
| 86886 | Jos. Houle, St. Jean de Matha, Que. | Sherwin Williams Co., Montreal, Que. |

Turpentine Substitutes.

| Sample No. | Vendor | | Description by Vendor. |
|---|---|---|---|
| 68690 | Callendar, Shore & Line, 43 Pender St. Vancouver, B.C. | Preservative Paint Co., Seattle | Caro Turpentine Substitute. |
| 68699 | H. Darling, 28 Powell St., Vancouver, B.C. | Ayers & Co., Vancouver, B.C. | Turpo. |
| 68718 | Drake Hardware Co., 1418 Douglas St., Victoria, B.C. | B. A. Paint Co., Victoria, B.C. | Near Turpentine |
| 68720 | Nag Paint Co., 1302 Wharf St., Victoria, B.C. | Preservative Paint Co., Seattle | Caro Turpentine Substitute. |

# A Severe Indictment Regarding Export Trade

The "Alberta Farmer and Weekly Herald of Calgary" contains the following: "On more than one occasion the Herald has questioned whether the manufacturers of Canada were going about the development of an export trade with success. It is not the most pleasant thing imaginable to be constantly finding fault, but in this matter our Eastern manufacturing friends are so lax as to be deserving of censure. They are free to criticize and advise Westerners as to how they should manage the farming business of the country; now it is their turn to be criticized.

"Representatives of the Bank of Commerce have just returned from a trip through New Zealand, Australia, China and Japan. While in these countries they paid particular attention to trade prospects for Canada. What they discovered was that in all four countries there was a disposition on the part of the people to trade with Canada, but criticism of the Canadian methods of business were most severe. Here are some of them:

"A shipment of angle iron, ordered of certain length, arrived in the Far East and was found to be of other lengths than those ordered, and, therefore, useless for the purpose intended.

"Another shipment in case had the contents of each case designated on the outside by numbers, but when the cases were opened it was found the goods inside were not those indicated by the numbers at all.

"A hardware shipment, not properly packed, arrived 'short,' many of the articles having been stolen en route.

"A shipment left the exporter's warehouse and no further attention was paid to it by him. It reached the seaboard and lay there for several months, the importer in the Far East being kept waiting until he cabled. Not till then did the exporter discover that the goods had never been shipped.

"An Australian importer, who deals altogether with the United States, says he might just as well take Canadian goods, only Canadians are too careless in the handling of their export business.

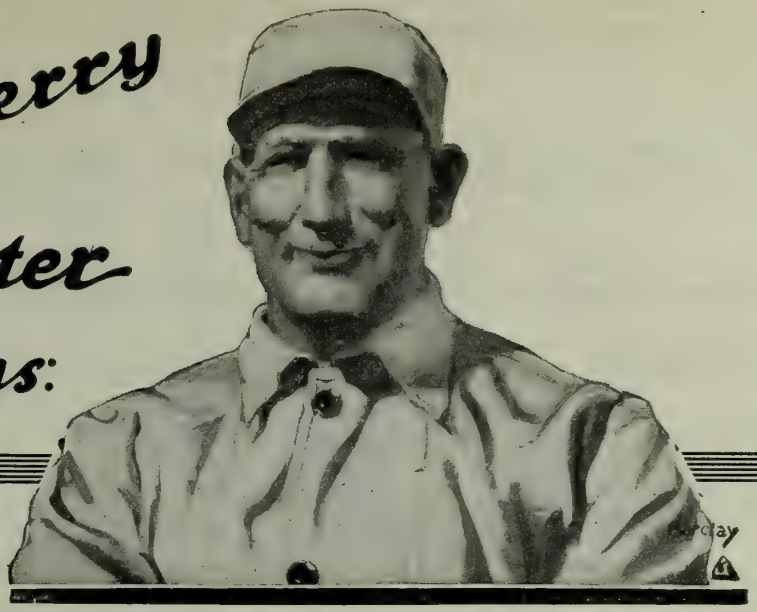
"Another large Eastern importer, who deals almost exclusively with United States firms, complains that Canadians do not have enough 'pep' to get his trade, while there were many complaints that Canadian export houses fail to answer letters and even cables.

"It is very evident that until there is marked improvement in the way these Eastern manufacturers do business, our export trade will not flourish as it might and should. The reports the Bank of Commerce representatives bring with them from the East should cause the blush of shame to mantle the cheeks of our captains of industry. The poor service they are giving their country in foreign fields is greatly to their discredit. The least they can do is make an honest effort to redeem themselves in the eyes of the importers of the Far East."

## SHERWIN-WILLIAMS' CONVENTION

The annual convention of the Sherwin-Williams Company of Canada, Ltd., will be in attendance and this will probably be ginning on Monday, October 20. Representatives from all parts of Canada will be in attendance and this will probably be a more representative gathering than that held last fall, when many were prevented from attending through the effects of the epidemic then so prevalent.

# The Luxeberry Painter Says:



"WHEN Dad made me his business partner thirty years ago he had already been using Berry Brothers' Varnishes, Stains and Enamels for more than thirty years. Dad laid down the brush long ago, but I still continue to use Berry Finishes. They are one of the real foundation stones of my success."

It is the earned confidence in Berry Brothers' products that maintains and increases the demand for them. The smallest buyers have learned that the label of Berry Brothers is a guaranty of quality and a sure protection against inferior finishes.

*Any dealer can make his varnish trade grow by featuring Berry Brothers' brands.*

**Partial List of Distributors of Berry Brothers Products**

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd. - - Vancouver, B.C. | Sanderson Pearcy & Co., Ltd., Toronto, Ont. |
| Wood, Vallance Hardware Co., Ltd. - Nelson, B.C. | A. M. Bell & Co., Ltd. - Halifax, N.S. |
| Frank A. Gillis Co. - Halifax, N.S. | Lariviere, Inc. - - Montreal, Que. |
| Marks, Clavett, Dobie Co., Ltd. - - Port Arthur, Ont. | L. H. Gaudry & Co. - Quebec, P.Q. |
| Whites, Ltd. - - Collingwood, Ont. | Wood, Vallance, Ltd. - Winnipeg, Man. |
| | Wood, Vallance & Adams - Calgary, Alta. |
| | Revillon Wholesale, Ltd., Edmonton, Alta. |
| | Townsend Paint Mfg. Co., Montreal, Que. |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

No. 46

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, October 9.—Flaxseed prices stiffened materially early this week, and while the near future should record a drop in the price of linseed oil, spot prices are well maintained. Stocks are decidedly limited, and this means that orders are being filled on the basis of single barrel lots. Some are offering oil in five gallon quantities only. There is a fair demand, seasonably speaking.

Turpentine is quite unchanged and the movement is limited and supplies are not excessive, in fact stocks are light. The markets of the South are lower.

There has been a manifest increase in the bookings for next year's delivery and evidences indicate that there will be a big season ahead for prepared paints and specialties. Putty is selling more actively as cold weather approaches. A slight change has been made in the quotations on glass.

### *Tendencies Easier; Spot Oil is Scarce*

**Montreal.**

LINSEED OIL.—Flax markets have been reacting the past few days and a decided jump was made on Tuesday of nearly 3 points. Little seed is being received by the crushers as yet, and while delivery will doubtless improve within a short time, the cost of spot oil is little less than it was a week ago. Some are offering in five gallon quantities only, and it is necessary, in such cases, to pay for packages. The movement of seed to the crushers is said to be light as they are not buying to any extent on the present cost basis.

| Raw— | Imp. Gal. | |
|---|---|---|
| Single barrels | $2 90 | $3 02 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| **Boiled—** | **Imp. Gal.** | |
| Single barrels | $2 92½ | $3 04½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuating seed markets jobbers generally, are not quoting. The basis is decidedly nominal.

### *At Two-forty-five Turpentine is Steady*

**Montreal.**

TURPENTINE.—The jobbing price is held here at $2.45 per gallon for single barrel lots, and the demand is rather limited, buyers securing only what they require for immediate trading. Jobbers' stocks are reported limited in consequence of the high price basis and the rather restricted buying. The Savannah market is down several points this week and prices may decline here if this is maintained.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | $2 45 | $2 65 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Good Sales Reported For Various Putties*

**Montreal.**

PUTTY.—While the demand for putty has not, as yet, assumed the active proportions of the late fall season, the sales are seasonably active and will improve. The basis is held without change, and, as previously reported, the basis is likely to hold until the 15th of December.

| | 5 ton | 1 ton | Less Quanty |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases. | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *White Lead in Oil to Remain Unchanged*

**Montreal.**

WHITE LEAD IN OIL.—The season is quite far advanced for active selling of this commodity and still there is a considerable movement to the trade of quantities wanted for immediate use. The basis remains at $15.50 per cwt. for 5-ton lots; $16 for ton lots, and for smaller quantities, $16.35. It will be recalled that these prices would likely continue to rule until December 15th.

### *Now Come Bookings For Prepared Paints*

**Montreal.**

PREPARED PAINTS.—While there is still much movement of prepared paints and of specialties, the interest is beginning to centre in future bookings. These are reported to be excellent already, and there is promise of the movement for 1920 to attain record proportions. All lines are steady and quite firm.

### *Glass List Changed On Sixteen-ounce*

**Montreal.**

GLASS.—A slight change has been made in the first three breaks of star or 16-ounce glass. Up to 25 inches the quotation now made is $18.75 per 100 feet; 25 to 34 in., $19.60, and 35 to 40 in., $20.50.

## TORONTO

TORONTO, October 9.—While there is little spot linseed oil to be had, and some firms have withdrawn quotations temporarily altogether owing to shortage of supplies, prices are easier as it is expected that from now on supplies of seed will be coming in better. Quotations are around $3.15 per gallon for raw and $3.18 for boiled. All indications point to a rising market in turpentine. There is little improvement in deliveries from the South, and supplies generally are none too plentiful. Quotations at present are on the basis of $2.45 per imperial gallon. Paint manufacturers report that business is coming in most satisfactorily.

### *Linseed Oil Scarce But Market Easier*

**Toronto.**

LINSEED OIL.—Owing to difficulties in obtaining supplies, some firms have temporarily withdrawn all quotations on linseed oil. There is a distinctly easier tone, however, to the market, and from now on prices are expected to be a little lower and deliveries better. This situation hinges on the deliveries of flaxseed. For some time past crushers have had much difficulty in obtaining anything like the seed they required. At present the Western farmers are reported busy with threshing and about to start on flax. In some sections rains have hindered operations. It is generally expected, however, that deliveries will show an improvement. American buyers continue to place orders for large quantities of Canadian seed. Quotations on linseed oil are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | $3 15 | $3 25 |
| 3 to 5 barrels, gal. | 3 14 | 3 24 |
| 10 barrels and over | 3 12 | 3 22 |
| | **Boiled** | |
| 1 to 2 barrels, gal. | $3 18 | $3 28 |
| 3 to 5 barrels, gal. | 3 17 | 3 27 |
| 10 barrels and over | 3 15 | 3 25 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

### *Firmer Prices For Turpentine Likely*

**Toronto.**

TURPENTINE. — While turpentine prices at present are holding unchanged at $2.45 per imperial gallon, all indications point to a rising market. Some




THE strong feature of the B-H proposition is the way the product **backs up** all that we say about it in our advertising. We can afford to be enthusiastic—and so can you—about a paint that we know to have superior spreading qualities and to give particularly fine finish—the paint, moreover, of greatest durability.

For almost 200 years Brandram's Genuine B.B. White Lead has been the world's standard lead. One of the reasons why B-H "English" Paint is the best on the market is that this exceptional White Lead is used in making it.

While it's the quality of our product that makes the B-H Agency so desirable and so profitable, nevertheless it would be idle to expect Quality to win out against more aggressive advertising of competing brands. The B-H Agency is one outstanding example of "Good Products" and "Good Advertising" going hand in hand. The B-H line is so fine a line that we have felt justified in extensively advertising to tell the public of its merit. And the result has proved that we were right—a huge business has thus been built up.

Now, in further extending our business and in adding more Agents, we are able to approach merchants with a proposition that far overshadows all others in the Paint Business.

***Write us for full particulars of our Agency proposition***

"Save the surface and you save all" *Paint & Varnish*

# BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

importers declare that prices will advance steadily until they reach or even pass the record high prices prevailing a short time ago. They base their opinion on the fact that according to reports from the South, 65 per cent. of this year's crop is already in, and it is more than 100,000 barrels short of last year's figures. With Germany and other European countries wanting large supplies and a big domestic demand to look after, they claim that there is little prospect of any more cheap turpentine. The rate of exchange, which has been rising again, is also a factor in making Canadian prices high. Deliveries lately have been very uncertain. Supplies at the present time are not large, but no one is suffering. Business has been very good. Quotations are as follows:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) ..... .... | $2 45 |
| 2 to 5 barrels (barrel inclued) .... | 2 44 |
| 5 gallon lots ..... .... | 2 55 |

## *White Lead in Oil Remains Unchanged*

**Toronto.**

WHITE LEAD IN OIL.—A fair volume of business is being handled in this commodity. Prices are steady, and it is stated that there is no immediate prospect of change. Quotations are as follows: Five-ton lots, $15.85 per hundred pounds; 1-ton lots, $16.35, and in smaller quantities, $16.70.

## *Mixed Paint Trade Continues Active*

**Toronto.**

MIXED PAINTS.—Paint manufacturers report that orders continue to come in steadily. They are well satisfied with the volume of business that is offering. There is nothing to indicate that prices are to be any cheaper, they state.

## *Glass is Scarce; Putty Unchanged*

**Toronto.**

PLATE AND WINDOW GLASS.—These lines are very scarce and the market holds very firm. A large volume of glass has been handled. Manufacturers and jobbers have been filling all orders possible, although it is stated stocks are almost exhausted. Building, especially in the large centres, has had a boom this year. Many of these buildings are completed or nearing completion and are rushing merchants for delivery. Pittsburgh at present seems to be the most available market, and it is stated Pittsburgh is rushed with orders. Jobbers are shy on quoting futures. It is impossible to say how the Belgian market will affect futures. It is the belief of some manufacturers that it has cost the Belgian manufacturers about four times as much as formerly to manufacture glass, and it remains to be seen whether their present cost will reduce or increase. Quotations on putty follow:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels ..... | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron ... | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron .... | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons.. | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels ... | 7 10 | 7 35 | 7 70 |

# Saskatchewan R.M.A. Petition for Protection in Dry Areas

## Appeal to Provincial Legislature to Guarantee Farmers' Notes —Asks Also for Uniformity in Half-Holiday—and Other Amendments

THE executive of the Saskatchewan Retail Merchants' Association recently went before the Government of the province petitioning them to amend the legislation at the forthcoming session of the assembly.

One of the proposals advanced was that the Government should afford some measure of protection to merchants in drouth areas by guaranteeing notes made by farmers to the merchants for goods purchased in areas where credit is difficult to secure. It was made clear, however, that this was a request which the Government would not be able to grant.

### Want Uniform Half Holiday

The deputation asked for legislation making a uniform half holiday during the summer months. At the present time it is optional with the municipalities to pass a by-law declaring a half holiday for the closing of stores. It is suggested that the optional feature be retained but that when a bylaw is passed in any municipality, Wednesday be made the half holiday.

### Ask Business Assessment on Standard Basis

The Government was also requested to adopt, for villages, a business assessment similar to that in vogue in the cities and towns, in other words, they wish to have assessment in villages made on a floor space basis instead of on stocks of merchandise.

### Ask Licensing of Commission Houses

A system of licensing for produce and commission houses was also requested. It is not proposed to impose a heavy license fee, but the request is made to ensure the bona fides of any firm undertaking this class of business.

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### PAINT COMPANY TO HOLD CONVENTION

This year's convention of the Canada Paint Co., Ltd., will convene in Montreal on October 20. It is expected that the salesmen and sales managers from the various Canadian territories throughout the Dominion will be present to discuss the usual questions and plan anew for 1920.

### PLENTY OF PAINT CONTAINERS

Asked as to whether there was any difficulty in securing containers, in view of the strike tie-up in the United States, a prominent paint maker stated to HARDWARE AND METAL that they had plenty of supplies. It was a matter of having anticipated one's requirements, this informant indicated, and where there had been an apparent shortage of cans it was suggested that this must be where the arrangements had been made for but limited or temporary stocks of containers. With paints and such products moving very briskly still, it is encouraging to note that there is no lack of packages, as yet.

### BRUSH SITUATION DESPERATE

One of the largest distributors of painters' supplies in the West, located in Chicago, states the "American Paint Journal,' of St. Louis, called attention to the situation in the brush business which the speaker called "desperate." Letters were shown from five leading makers of brushes, of whom there are none larger in the country, and each stated that they had no stock of brushes of any kind. One writes: "Every order we receive has to be made before the order is filled, and you can appreciate how delayed our deliveries must be under such conditions." Another wrote that they were unable to get handles, and under the present conditions were unwilling to promise anything in the way of deliveries except that they would do the best they could. The Chicago distributor said that they were getting orders from Eastern States away out of its regular territory, showing that the situation was general and not local. "When we get an order for brushes we fill it as near as we can and write the party that if the goods cannot be used to send them back—but they never do."

### GLIDDEN COMPANY BUYS AMERICAN PAINT WORKS

Adrian Joyce, president of the Glidden Co., has confirmed the purchase of the American Paint Works, New Orleans, by his company. It is said that the purchase price was approximately $300,000.

### BERRY BROTHERS WORKING NIGHT SHIFTS

For the first time in the history of Berry Brothers, the varnish yard at their Detroit factory is working two full shifts. The color plant has been working night shifts for about three months. The company reports that its September shipments exceed all its former records for any one month.

# DOUGALL
# Blanchite

## *The Really Different Wall Coating That Will Not Rub Off*

ONE coat of Dougall Blanchite Wall Coating gives a handsome finish to a dirty plastered, brick or wooden wall.

A surface covered with Blanchite Wall Coating presents a pleasing clean white surface that retains its spotless color indefinitely. It may be washed without injury.

Furthermore **Dougall Blanchite does not settle in the barrel or can.**

Blanchite Wall Coating is put up in gallon cans, either glossy or flat, with an attractive black and white label as pictured, here.

You can do a large business in Blanchite with contractors and builders. You will find this trade very profitable. Large consumers insist on Blanchite once they have used it.




"Save the surface and you save all" *Paint & Varnish*

## The Dougall Varnish Co., Ltd.
MONTREAL

***Associated with Murphy Varnish Co., U.S.A.***

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 4/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, net list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | |
|---|---|
| No. 1, 18 x 24 in., dozen | $ 8 50 |
| No. 2, 18 x 28 in., dozen | 10 50 |
| No. 3, 20 x 30 in., dozen | 12 00 |

### BOARDS, SLEEVE—

| | |
|---|---|
| No. 3, dozen | $ 5 50 |

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27. 1919.

Carriage Bolts ($1 list), ⅝ in. dia and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ¾ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ¾ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | Net |
| No. 800 | add 5% |
| No. 838 | 5% |
| No. 808 | 5% |
| No. 804 | 12½% |
| Nos. 802, 842, 844 | 5% |
| No. 810 | add 12½% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

### CHAIN

| | Proof Coil Mont'l | Proof Coil Tor'to | Welded Mont'l | Welded Tor'to |
|---|---|---|---|---|
| 3-6 in. | $17.50 | | | |
| ¼ in. | 13.25 | | | |
| 5-16 in. | | | | $15.75 |
| ⅜ in. | 11.10 | | | 13.75 |
| 7-16 in. | 10.95 | | | 13.50 |
| ½ in. | 10.35 | | | 13.50 |
| ⅝ in | 10.00 | | | 12.75 |
| ¾ in. | | | | |
| ⅞ in. | | | | |
| 1 in. | | | | |

Electric Welded

| | B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in. | 10.25 | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

American Proof Coil Chain

| | B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $19; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 35 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Montreal, | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 77 |
| No. 7, lb. | 76 |
| Nos. 8, 9, 10, 12 | 75 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

| | Montreal, | Toronto |
|---|---|---|
| Prices nominal, | | |
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 shets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Per Box |
|---|---|
| IC, 20x28 base | $26 00 |
| IX, 20x28 base | 23 00 |
| IXX, 20x28 base | 25 00 |
| IXXX, 20x28 base | 27 00 |

F.O.B. Toronto.

**TERNE PLATES**

IC, 20x28, 112 sheets ..... $20 00
F.O.B. Toronto

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWAREMEN!




I have found that High Quality, Prompt Delivery, Fair Price, build up a Business that stands the test of time.

W. G. Harris

President

**Our Plant is growing every year**

***Try us for***

**BAR SOLDER, LEAD PIPE**

**SHEET LEAD, WHITE COTTON WASTE**

**HARRIS HEAVY PRESSURE**---The Metal that brings repeat orders

## THE CANADA METAL COMPANY

LIMITED

**TORONTO MONTREAL WINNIPEG VANCOUVER**



ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



# Dealers, Get Ready

This year the demand for skates will be bigger than ever. Our returned boys who have been deprived of their winter sports for several years will be eager buyers.

## AUTOMOBILE SKATES

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

are generally recognized as the highest grade, best known and most complete line offered in Canada.

They are made of the same special high-grade steel as is used in points of greatest strain in high-grade motor cars, and in quality are absolutely in a class by themselves.

Now is the time to stock up with a full range of models and sizes of our various Automobile skates to be ready for an early demand.

*For prices, catalogues, etc., write either Head Office or nearest branch*

**Canada Cycle & Motor Co.**

LIMITED

**Montreal Toronto WESTON Winnipeg Vancouver**

### CLOCKS

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |
| Hamilton | |

### CROWBARS, $9.60 per 100 lbs.

### DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| | List each. | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| 1/2 | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 40% |
| Straight Shank | 40% |
| Straight Shank, wire | 40% |
| Taper Shank | 40% |

### DOORS

See Screen Doors.

F.o.b. Toronto.

### EMERY CLOTH

See under Sandpaper.

### ENAMELWARE

See prices under heading Wares.

### FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

### FITTINGS

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

### GRILLS, ELECTRIC

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

### GRINDSTONES Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

### HALTERS (SNAP AND RING)

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼" | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36

F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

### HAMMERS, SLEDGE

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

### HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

### HANGERS, BARN AND PARLOR

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

### HEATERS, ELECTRIC

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

### HINGES, TEE AND STRAP

Heavy, Net Prices. Figured at 5% off list.

| | Strap Doz. pairs. | Tee Doz. pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 16 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

### HAY KNIVES

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 16 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

### HOOKS, GRASS

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | ....- .... |
| Barden Patent | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

### HORSESHOES Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

### TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

### HOSE, LAWN Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

### HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

### IRON AND STEEL

See weekly report.

### IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

### IRONS, (SAD)

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 65 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated. | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | 4 50 |
| Style B | 4 88 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

### LADDERS, Etc.

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

| | |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

### LANTERNS Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

### LANTERN GLOBES Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

### LATCHES Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 90-$2 00 |
| Steel Thumb, No. 3 | 2 50- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

### LEAD

For pig lead and lead and zinc products see weekly report.

### MACHINES (WASHING)

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 50 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

### MALLETS Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

### MATTOCKS

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

### MIXERS, BREAD

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $29 40 |
| No. 8, dozen | 33 60 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

### MOPS

| | |
|---|---|
| O-Cedar, doz. net | $12 00 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

### MOWERS, LAWN

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

### NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

# Get Ready For The Winter Trade

THE frosty nights are already here, the wintry days are not far away. Are you stocking up with the lines your customers will be demanding during the next few weeks?

New lines of goods for the new home—better lines of goods for the old home—McClary's will supply you with them all.

**Coal and Wood Ranges and Heaters.**
**Gas Ranges and Heaters.**
**Electric Ranges and Heaters.**
**Coal and Gas Interchangeable Ranges.**
**Oil Cook Stoves and Oil Heaters.**
**Furnaces—Warming Systems of all kinds.**
**McClary's supply the newest and most reliable of all these lines.**

Tastes differ, and home conditions vary. Therefore, you will be well advised to carry a complete line of McClary's goods in stock. Give your customers the opportunity of selection.

When you handle McClary's goods you reap the advantage of McClary's reputation—a reputation founded on seventy years' experience; a reputation known throughout the Empire as the standard of reliability and dependability.

## McClary's

***"Makers of Good Stoves and Cooking Utensils"***

**London Toronto Montreal Winnipeg Vancouver**
**St. John, N.B. Hamilton Calgary Saskatoon Edmonton**

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.25; 25-lb. boxes, per 100 lbs., $9.75.

F.o.b. Montreal, Toronto, Hamilton.

### NAILS (HORSE)

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

### NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

### OAKUM

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 9 50 |

F.o.b. Montreal, Toronto.

### OILS

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 List | 0 32 Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list ... | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net... | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

### OLD MATERIALS

See weekly report.

### PACKING

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

### PAPER

| | Per 400-ft. roll |
|---|---|
| Dry Fibre, No 1, Anchor | $1 23 |
| Dry Fibre, No. 2, Anchor | 0 64 |
| Tarred Fibre, Anchor, No. 1 | 1 33 |
| Tarred Fibre, Anchor, No. 2 | 0 82 |
| Rosin Sized Sheeting, red.. | 1 05 |
| Do., blue | 0 70 |
| Surprise Fibre | 0 70 |
| "Stag" Sheathing | 0 70 |
| Tarred felt, per cwt. | 7 10 |
| 16 oz. | 4 15 |
| Cyclone (dry) | 1 20 |
| Cyclone (tarred) | 1 30 |
| Joliette (dry fibre) | 0 60 |
| Monarch Sheathing (per 100 lbs.) | 4 00 |
| Asbestos sheeeting (per 100 lbs.) | 13½ 0 15 |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 |
| Straw, sheathing, heavy, dry, cwt. | 3 35 |
| Do., tarred, per cwt. | 3 50 |

F.o.b. Toronto and Montreal.

### PASTE

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13¼ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

### PICKS

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

### PINS, CLOTHES

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 45 |
| 4 gross (cartons), 4½ in. | 1 45 |

F.o.b. Montreal and Toronto.

### WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |
| 4 in.. | 76 85 | 97 01 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 L in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

### WROUGHT NIPPLES

4" and under, 80%.

4½" and larger, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

### PIPE (Conductor)

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

### PIPE, LEAD

See weekly report.

### PIPE (SOIL)

| | |
|---|---|
| Medium and extra heavy pipe. 2 to 6 inch | 20% |
| Medium and extra heavy fittings, 2 to 6 inch | 35% |
| 8 inch pipe and fittings | 15% |

F.o.b. Toronto, Montreal.

### PIPE (STOVE)

See prices under Wares, etc.

### PITCH

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

### PLANTERS, CORN

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

### POLISH (O-Cedar)

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

### POLISH, METAL

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

### PUMPS

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

### RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

### ROOFING

| | Per square |
|---|---|
| Samson, 1-ply roll | 2 50 |
| Samson, 2-ply, roll | 2 95 |
| Samson, 3-ply, roll | 3 50 |
| R. S. Special, 1 ply | 1 75 |
| R. S. Special, 2 ply | 2 00 |
| R. S. Special, 3 ply | 2 25 |
| Everlastic, 1-ply | 2.00 |
| Everlastic, 2-ply | 2 30 |
| Everlastic, 3-ply | 2 65 |
| Panamoid, 1-ply | 1 70 |
| Panamoid, 2-ply | 1 95 |
| Panamoid, 3-ply | 2 30 |
| Red Star Ready Roofing, 2-ply | 1 60 |
| Do., 3-ply | 1 90 |
| Black Diamond Ready Roofing, 2-ply | .... |
| Black Diamond Ready Roofing, 3-ply | .... |
| Liquid roofing coating, per gal., in barrels | 0 50 |
| 5 and 10 gal. lots, per gal. | 0 60 |
| 1, 2, 3 gal. cans, gallon | 0 85 |
| Coal Tar (refined), bbl. | 8 25 |
| Roofing Pitch, per cwt. | 1 20 |

F.o.b. Toronto and Montreal.

### ROPE

| | Lb. |
|---|---|
| Pure Manila basis | 32 |
| Beaver Manila basis | 28 |
| New Zealand hemp basis | 28 |
| Sisai basis | 25 |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 25 |
| Double lathe yarn | 25½ |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |

Italian rope basis. On application

| | |
|---|---|
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 73-76¼ |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

### RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

### TAPES, MEASURING (LUFKIN)—

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 242, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

### SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

### SCALES

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

### SCYTHES

| | Doz |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# These Barrett Roofings Will Satisfy Your Customers

Barrett Everlastic Roofings have proved themselves under every condition. They are mighty good products to sell. Their good service makes for satisfied customers and reflects favorably on you.

Everlastic Roofings are moderate in cost, easy to lay, long wearing and good looking. They sell easily because they appeal to building owners at once as quality roofings at a moderate price.

They are made by an organization, with many years' successful roofing experience.

## Everlastic "Rubber" Roofing




The more-than-a-million-rolls-a-year sale of this roofing throughout the world proves its merit. Tough, elastic, pliable, and very durable. It sells at a moderate price and is a roofing you can heartily recommend for it **always makes good.**

Of high-grade waterproofing materials, it comes in 1, 2, and 3-ply weight. Each roll will cover 100 square feet. With nails and cement for laps, the approximate weight is: Light (1 ply) 35 lbs.; Medium (2 ply) 45 lbs.; Heavy (3 ply) 55 lbs. per roll.

## Everlastic Slate-Surfaced Roofing

One of the most durable and beautiful roll roofings made. Surfaced with real crushed slate, in soft shades of red or green slate. The genuine crushed slate surface makes this roofing highly weather resisting.

The fire-resisting qualities and freedom from painting will make a strong appeal to your customers. Roll 32 inches wide; weight about 80 lbs., nails and cement included.

Write nearest office for prices and further details.




Barrett Everlastic Roofings

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

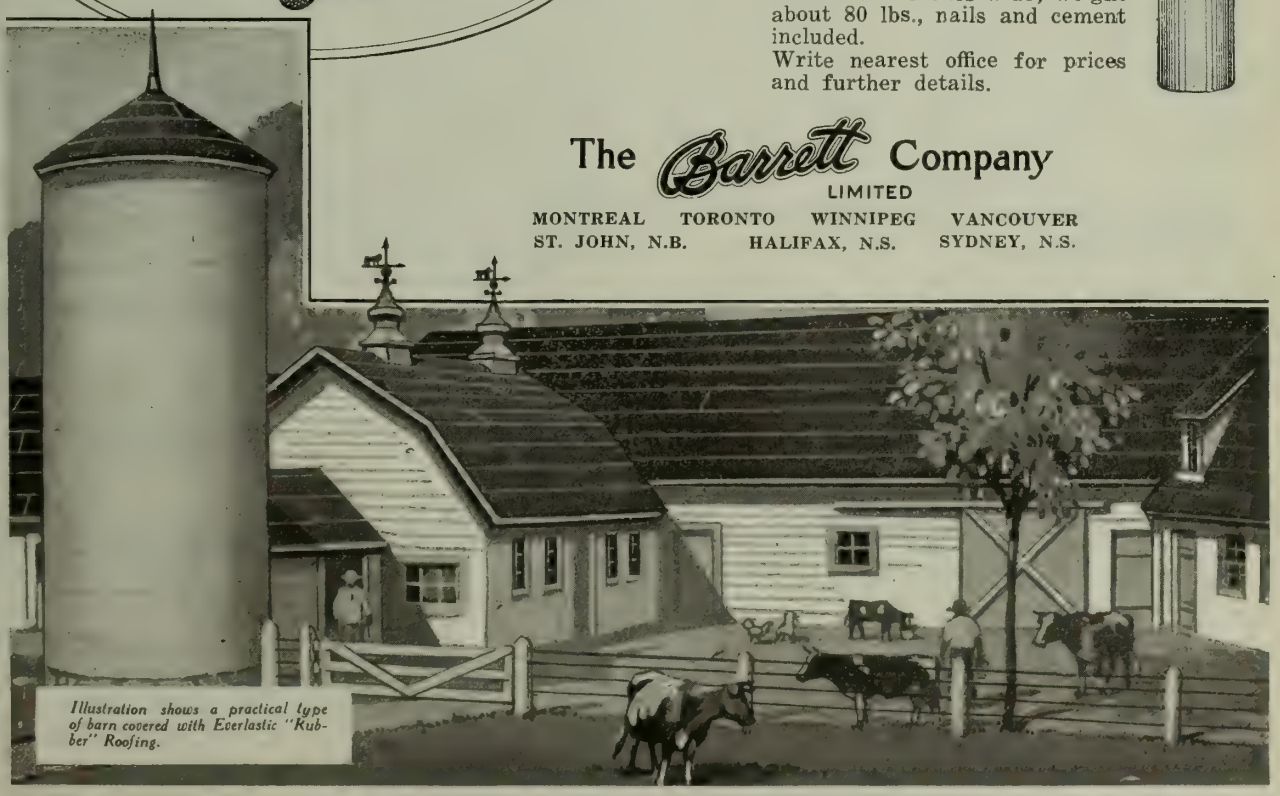


*Illustration shows a practical type of barn covered with Everlastic "Rubber" Roofing.*

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright ..... 77½%
Wood, R.H., bright ..... 75 %
Wood, O.H., bright ..... 75 %
Wood, F.H., brass ..... 55 %
Wood, R.H., brass ..... 52½%
Wood, O.H., brass ..... 52½%
Wood, F.H., bronze ..... 50 %
Wood, R.H., bronze ..... 47½%
Wood, O.H., bronze ..... 47½%
Square cap ..... 20
Hexagon cap ..... 20

**Wooden Bench Screws**
Dozen ..... $7 90

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**
**Premier Galvanized**
10¾ oz. ..... $8 50
U.S. 28 ..... 8 10
U.S. 26 ..... 7 80
22 and 24 ..... 7 65
18 and 20 ..... 7 50
16 ..... 7 35
14 ..... 7 20
F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $8 35 | $7 85 |
| 26 ga. | 8 10 | 7 60 |
| 24 ga. | 7 60 | 7 00 |
| 22 ga. | .... | 6 90 |
| 20 ga. | .... | 6 75 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized ..... $10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M..... $13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**
**Oil Burning Cooking** List each
Perfection No. 32, 2-burner.. $18 75
Perfection No. 33, 3-burner.. 24 25
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

**Oil Burning Heaters.** **List**
No. 525, each ..... $ 7 00
No. 530, each ..... 8 25
No. 630, each ..... 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS. CURTAIN—**
No. 33, per doz. ..... $34 50
No. 98, per doz. ..... 18 50
No. 99, per doz. ..... 23 00
Star, No. 1, doz. ..... 21 00
Star, No. 2. doz. ..... 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B..... 57 00
Grand Rapids, nick., Cyco B.B. ..... 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. ..... 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings ..... 37 00
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

**SWEEPERS, VACUUM** Bissell's Doz.
Grand Rapids, nickeled..... $124 00
Household, japanned ..... 110 00
Superba, nickeled ..... 140 00
F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**
Steel frame ..... $36 40
Aluminum frame ..... 43 90
Attachments, set ..... 8 25
F.O.B. Toronto, Hamilton, London.

**TACKS** Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks.... 60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916.. 60 2and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 50
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 16 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.
500 ft. ..... $0 22
550 ft. ..... 0 23¾
600 ft. ..... 0 25
650 ft. ..... 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 800 lbs and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**
3-ply wrapping, lb ... 0 71 -0 77
4-ply wrapping, lb. ... 0 73½-0 80
Montreal.

**WOOD TUBS**
No. 0, per dozen..... $19 80
No. 1, per dozen..... 17 60
No. 2, per dozen..... 15 40
No. 3, per dozen..... 13 20
F.O.B. Newmarket.

**VALVES** %
Compression work, standard.... 44
High grade ..... 40
Fuller work, standard ..... 40
Basin cocks, No. 0, standard.. 35
Nos. 1 and 2 ..... 35
Bath cocks, compression ..... 45
Flatway stop and waste cocks, standard ..... 44
Roundway stop and waste cocks, standard ..... 44
Brass steam cocks, standard..Net list
Radiator valves, standard ..... 31
Do., removable seat .....Net list
Globe, angle and check valves, standard ..... 15%
Do., No. 91 ..... 3 60
Gate or Straightway ..... 7½%
Jenkins Valves .....Net List
Jenkins Globe ..... 5%
Standard Gate ..... 5%
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅝ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.75 |
| Section, ½ lb., per 100 lbs. | 3.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 2.75 | 3.25 | 3.25 |

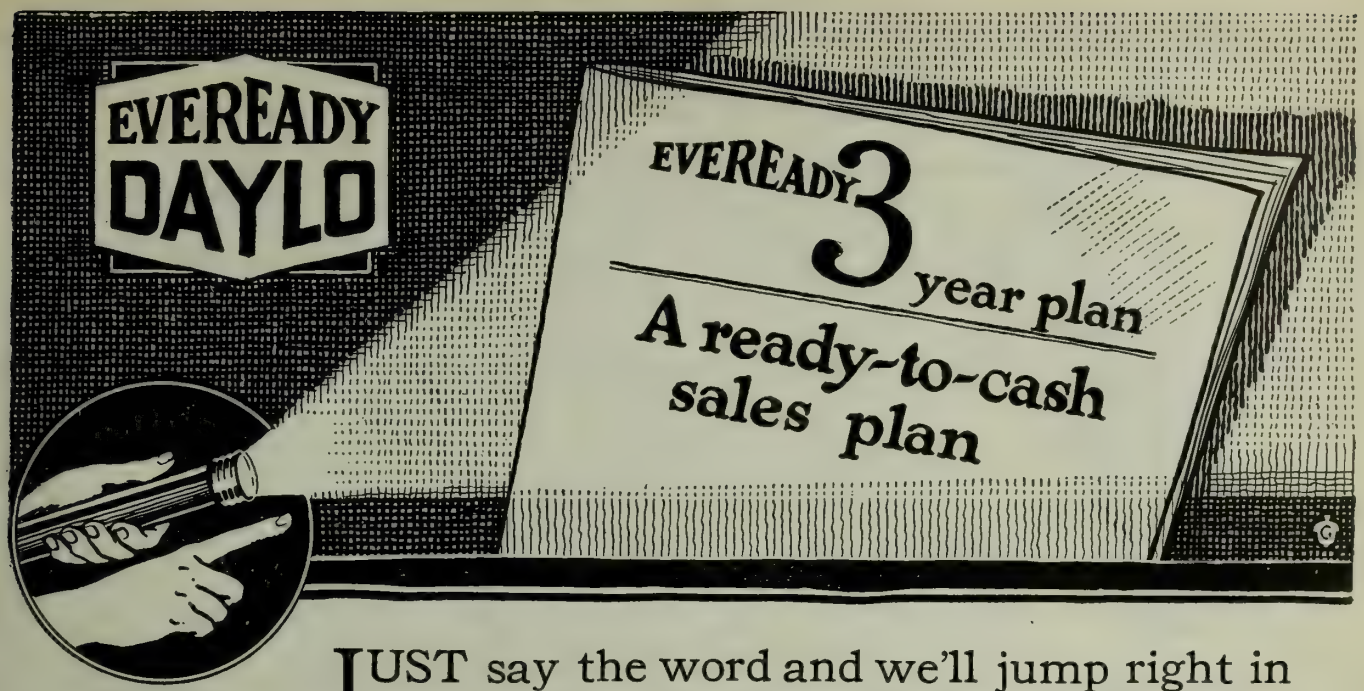
**WHEELBARROWS**
Navvy, steel wheel, doz..... $63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

**Cut Hay Wire.** **Per 100 lbs.**
No. 9 ..... $5 40
No. 10 ..... 5 50
No. 11 ..... 5 55
No. 12 ..... 5 65
No. 13 ..... 5 75
No. 13½ ..... 5 75
No. 14 ..... 5 95
No. 15 ..... 6 15
No. 16 ..... 6 35

**Stovepipe Wire**
No. 18 ..... 8 25
No. 19 ..... 8 75
Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base..... 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.




JUST say the word and we'll jump right in behind your flashlight sales with Daylo's high-voltage national advertising—an irresistible magnet that draws buyers right into your store.

You will double your flashlight business once you hook up with us on the Eveready Team Work Plan.

It's a simple co-operative arrangement, with the work and expense on our side and the big cash sales on yours.

***Just Clip the Coupon Below—Sign and Send It To Us—No Obligation***

When you join the Team Workers you get a steady stream of sure-fire sales-helps, powerful window and counter displays and ready-to-cash sales plans—a real link-up with our tremendous Daylo advertising.

The plan is described in detail in the Eveready Team Work Portfolio. It's a plan every "flashlight" dealer should know about—whether he handles Daylo or not.

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**CANADIAN NATIONAL CARBON COMPANY, LIMITED, Dept. 300, Toronto, Ontario.**

*Please send me without obligation on my part your Eveready Team Work Portfolio.*

*Firm Name* _____ *Street and No.* _____

*Province* _____ *Date* _____

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# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw Umber, No. 1, 100-lb. kegs ..... | 0 09½ |
| Do., pure, 100-lb. kegs... | 0 15 |
| Burnt Umber, No. 1, 100-lb. kegs ..... | 0 09½ |
| Do., pure, 100 lb. kegs.. | 0 15 |
| Raw Sienna, No. 1, 100-lb. kegs ..... | 0 09½ |
| Do., pure, 100-lb. kegs.. | 0 15 |
| Burnt Sienna, No. 1, 100-lb. kegs ..... | 0 09½ |
| Do., pure, 100-lb. kegs.. | 0 15 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure..... | 0 35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 12-14½ |
| Indian red, 100-lb. kegs... | 15-20 |
| Indian red, No. 1, 100-lb. k. | 06-10 |
| Lamp black ..... | 0 23-0 25 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 0 05½ |
| Drop black, pure dry ..... | 0 09½ |
| Golden ochre, 100-lb. kegs.. | 0 12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels.....0 | 04½ |
| Yellow ochre, barrels ..... | 0 03½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls.. | 0 03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**
1 lb. tins—

| | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 0 30 |
| Chrome yellow, pure ..... | 0 53 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-28 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 0 34 |
| Umbers ..... | 0 34 |
| Ultramarine blue ..... | 45-48 |
| Prussian blue ..... | 1 00 |
| Chinese blue ..... | 1 00 |
| Drop black ..... | 0 35 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite .....$7 | 47½ |
| B-H "White" Enamel ..... | 7 47½ |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 .....$ | 19 90 | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass, 30%; over 3,500 feet an additional 5%.

Sheet glass, 5 to 10%. Cash 2%. F.o.b. Montreal, Toronto, London, Hamilton.

**GLASS, PLATE**

| | | | |
|---|---|---|---|
| Plates up to 1 foot, each | | | $0 80 |
| Plates from | 1 to 2 feet, each | | 0 90 |
| " | 2 to 3 " | | 0 95 |
| " | 3 to 4 " | | 1 15 |
| " | 4 to 5 " | | 1 35 |
| " | 5 to 7 " | | 1 50 |
| " | 7 to 10 " | | 1 70 |
| " | 10 to 12 " | | 1 75 |
| " | 12 to 15 " | | 1 85 |
| " | 15 to 25 " | | 1 95 |
| " | 25 to 50 " | | 2 15 |
| " | 50 to 75 " | | 2 20 |
| " | 75 to 90 " | | 2 25 |
| " | 90 to 100 " | | 2 30 |
| " | 100 to 120 " | | 2 60 |
| " | 120 to 140 " | | 2 90 |

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each .... 3 40
Plates 111 to 120 wide containing over 100 ft., each .... 3 75
Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$ | 16 00 | $16 35 |
| Crown Diamond .... | 16 00 | 16 35 |
| Crown, Pure ..... | 16 00 | 16 35 |
| Green Seal ..... | 16 00 | 16 35 |
| Ramsay's Pure ..... | 16 00 | 16 35 |
| Moore's Pure ..... | 16 00 | 16 35 |
| Tiger, Pure ..... | 16 00 | 16 35 |
| O.P.W. Dec. Pure... | 16 00 | 16 35 |
| Red Seal ..... | 16 00 | 16 35 |
| O.P.W. English .... | 16 20 | 16 55 |
| Elephant Genuine.... | 16 50 | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt...$ | 12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

**LEAD, ARSENATE**

| | Per pound Dry | Paste |
|---|---|---|
| Barrels, 600 lbs. .. $ | .... | $0 21 |
| 200s ..... | 0 32½ | .... |
| 100s ..... | 0 33 | 0 22 |
| 50s ..... | 0 33 | 0 23 |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00. F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$ | 4 95 |
| Elephant, colors ..... | 4 55 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 55 |
| Minerva, white ..... | 4 90 |
| Minerva, colors ..... | 4 65 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Fresconette, white..... | 3 50 |
| B.-H. Fresconette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 5 55 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 3 75 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 60 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 55 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared,, white .... | 4 50 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY Standard | Montreal Less than tons | Toronto |
|---|---|---|
| Bulk, in casks ..... | $5 65 | $5 95 |
| Bulk, 100-lb. drums.. | 6 50 | 6 80 |
| Bulk, 25-lb. drums... | 6 75 | 7 05 |
| Bulk, 12½-lb. irons.. | 7 00 | 7 30 |
| Bladder, in bbls. .... | 7 00 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**
Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list .... .. ..... | 3 50 |
| B.H. Maritime Spar, list .... | 7 20 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... .. .. ..... | 3 00 |
| Jasperite Pale Hard Oil ..... | 2 25 |
| Jasperite Indestructo Floor Varnish ..... .. ..... | 3 00 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. .... ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto

**WATER PAINTS**

| | |
|---|---|
| Opalite, 300 lb. bbls. ... . | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 8 40 |
| Coralite, 5-lb. pkgs., colors. | 8 40 |
| B.H. Frescota, 5-lb. pkge., white .... ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... ... ..... | 8 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | |
|---|---|
| XXX ..... | 0 18 |
| XX ..... | 0 16¾ |
| X ..... | 0 15¾ |
| XC ..... | 0 13½ |
| Japanese ..... | 0 13 |
| XXX Extra ..... | 0 19 |
| XX, grand ..... | 0 17¾ |
| XLCR ..... | 0 16½ |
| X Empire ..... | 0 15¼ |
| X Press ..... | 0 14 |

| COLORED | |
|---|---|
| No. 5 ..... | 0 13¾ |
| No. 1 ..... | 0 12¾ |
| No. 7 ..... | 0 11¾ |
| No. 1A ..... | 0 10¾ |
| No. 1B ..... | 0 09¾ |
| Fancy ..... | 0 15 |
| Lion ..... | 0 16½ |
| Standard ..... | 0 12 |
| Popular ..... | 0 10½ |
| Keen ..... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb |
|---|---|
| C. & B. Floor Wax .....$ | 0 10 |
| B.H. Wax ..... | 0 45 |
| Ronuk Floor Wax, lb. ..... | 0 38 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 47 |
| Old English ..... | 0 62 |
| Johnson's ..... | 0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ..... | 0 42 |
| Edwards, lb. .... .. ..... | 0 40 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond ..... | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. ..... .....$ | 2 50 |

F.o.b. Montreal, Toronto, London.

| | |
|---|---|
| Gilders, bolted, in bbls. ....$ | 3 00 |

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... | 2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

TRADE
SIMMS
SET IN RUBBER
MARK




## Clinches the Painter's Trade

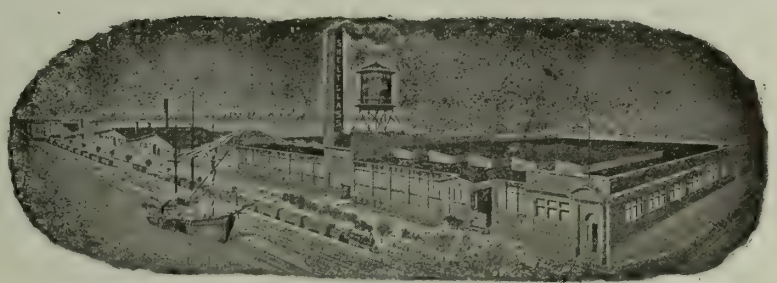
You can get—and keep—the custom of every painter within miles of your store, when you let them know that you stock Simms' Better Brushes—set-in-rubber by our own exclusive patented process.

Simms' Set-in-Rubber Paint and Varnish Brushes are guaranteed to hold their bristles firmly in the setting, no matter what usage they are subjected to. The harshest paint-remover, boiling water, crude oil—everything that usually destroys the ordinary brush—have no effect whatever on Simms' Paint and Varnish Brushes. Their setting is perfection. The bristles **never** come out.

Get a good supply in now. There is a good profit on every brush you sell. We will send price-list by return of mail.

**T. S. SIMMS & CO., LIMITED**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**

S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
DON ROADWAY and ORNAMENTAL GLASS TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.




INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.
**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**
Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.30; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

**BARS, CROW.** $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $3.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

**Blue Stone (Vitriol),** 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

**BORAX.** Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

**CLEVISES, MALL.** 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 60 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | .... | .... |
| 26 to 40 | .... | .... |
| 41 to 50 | .... | .... |
| 51 to 60 | .... | .... |
| 61 to 70 | .... | .... |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

**HARVEST TOOLS.** 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

### IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 40 |
| 28 Am. or 26 Eng. | 9 00 |
| 26 Am. or 26 Eng | 8 70 |
| 24 | 8 55 |
| 22 | 8 55 |
| 18 and 20 | 8 40 |
| 16 | 8 25 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set..... $2 25

Mrs. Pott's No. 50, set..... 2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

**LEAD PIPE,** $12.40.

**LEAD WASTE,** $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 80 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 50 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 00 |
| O-Cedar Polish, No. 3 | 12 00 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | ..... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

**NETTING.** Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 80 |
| 1 quart | 10 80 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 80 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# One Fact Sells Silkstone— Economy!




## Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

### SCYTHES—

| | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

### SWEEPERS, VACUUM—

| | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 80 |
| 22-24 gauge | 7 85 |
| 26 gauge | 7 90 |
| 28 gauge | 8 00 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $16.60 doz.; No. 6. $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

### TRAPS, GAME—

| | Victor | H.& N. | Jump |
|---|---|---|---|
| | Doz. | | |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

### TUBS—

| | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

### TWINE (WRAPPING)

| | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 23 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 70 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |

| Trimo— | |
|---|---|
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance.

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| | | | |
|---|---|---|---|
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| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

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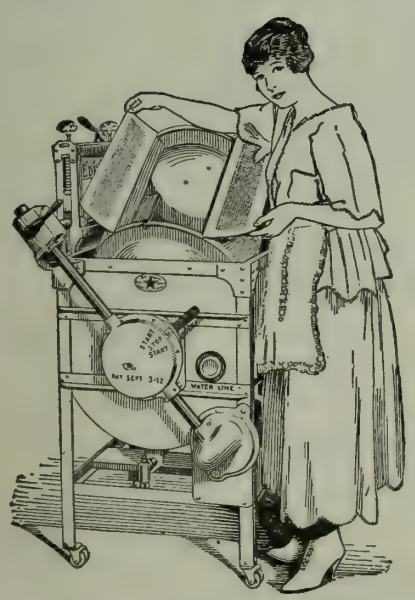
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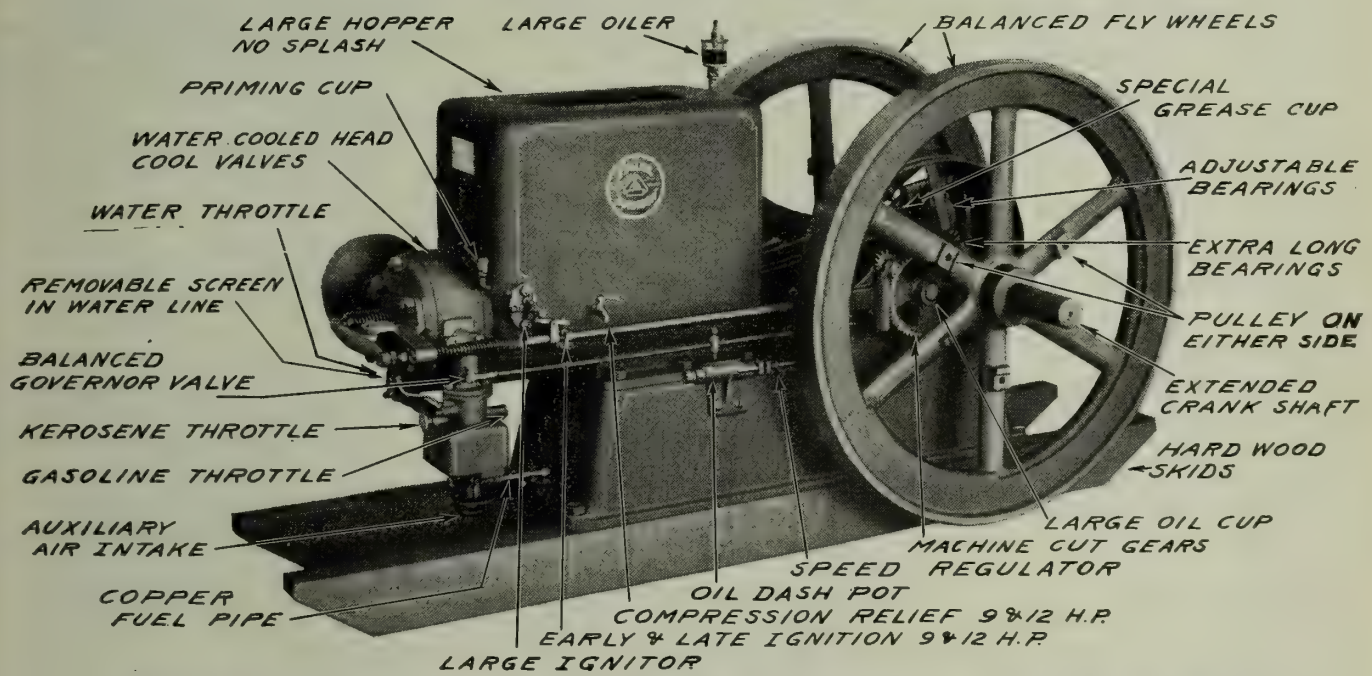
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Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

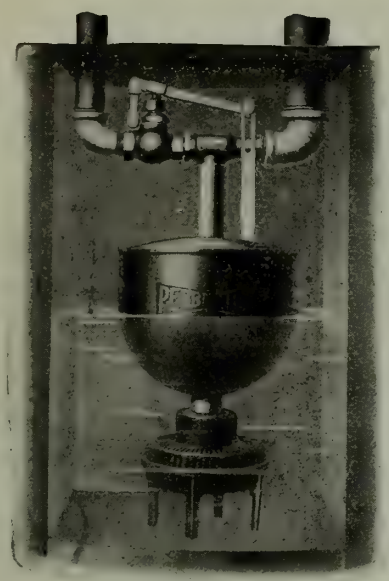
**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Anvil Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.



# PENBERTHY

# Automatic Cellar Drainer

**All Working Parts Above Water**

## Look Out for the Fall Floods!

## KEEP YOUR CELLAR DRY

### ADVANTAGES OVER OTHER MAKES:

1. All parts, except strainer, are brass, and except the float, are above water, no slime or corrosion.

2. A foot valve in the strainer seals the suction pipe when the drainer stops working, holding the water in all the pipes, so that it is always primed ready to start instantly. It also prevents flooding of cellar if for any reason the water pressure is insufficient to operate the ejector.

3. It takes up not over half the space.

4. The operating valves open and close instantly by action of the water pressure.

5. No leather washers used, leather dries and causes leaks.

6. It costs less than many other drainers not as efficient.

### WHAT IT IS FOR AND HOW IT IS OPERATED

A device for transferring liquids from one level to another with water under pressure or steam as power. The name Cellar Drainer is derived from its commonest use, that of pumping water from cellars, but its utility is not necessarily restricted to this usage. The construction of the Penberthy Automatic Cellar Drainer is admirably simple, being a highly efficient ejector or syphon jet to which is attached a quick-opening, float-controlled valve. Nor is there anything complicated about its operation. The Drainer is placed in the sump or place where the water or seepage collects, a line from the city water supply attached at one side and a line leading to your discharge point (sewer, gutter or wherever it may be) to the other side. Then turn on the water and forget it, for as the water rises in the pit the float is raised and when the right height is reached the valve is opened instantly, allowing the city water to flow through the ejector, cause a suction, and carry the sump water with it to the discharge. As the water goes down the float follows and when the low point is reached the valve closes to remain closed until enough water collects to again raise the float, when the whole operation is repeated.

**Manufactured by**

## Penberthy Injector Co., Limited

**WINDSOR, ONTARIO**

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog.**

**Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.




# CANADA'S PROSPERITY RESTS WITH *YOU*

## Continued Business Activity and Good Wages Depend on Canada's New Victory Loan

DURING the past four years Canada's prosperity has been due largely to orders from Great Britain and our Allies.

Canada was able to obtain these orders because she advanced credit to these countries.

Canada was able to give this credit only because you bought Victory Bonds.

Great Britain, with France, Belgium and other Allies, are now prepared to place large orders with us for the products of our factories, farms, forests and fisheries—provided Canada again gives them credit.

Credit must be given if we are to have any guarantee of good times and good wages. But our workers on these orders must be paid their wages in cash; so, much of the money that you invest in Victory Bonds will go out in wages to Canadians.

You will be absolutely protected—you will get a good rate of interest and all of your money will be paid back at the time stated in the Bond.

Every cent will be spent in Canada, and ultimately circulate to the benefit of all.

Canada can give this credit only if you again buy Victory Bonds.

If Canada is not able to give this credit, other countries will.

Therefore Canada's continued prosperity rests with you.

# Victory Loan 1919

*"Every Dollar Spent in Canada"*

Issued by Canada's Victory Loan Committee, in co-operation with the Minister of Finance of the Dominion of Canada.

# THE BUYERS' GUIDE

Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Exterminator, Rat and Roach**
The Common Sense Mfg. Co., Toronto.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vilt Mfg. Co., Montreal, Que.

**Fuses, Electric**
The Hesco Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.

# IS THIS THE SOLUTION?

Another scheme to rectify the distressing prices now prevalent, by other than sound economic measures, was outlined before the Union of Canadian Municipalities which recently convened at Kingston.

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"We submit the principal root of the evil is the present wasteful, inefficient and antiquated method, or rather lack of method, of distributing the goods from the producer and manufacturer to the consumer—wasteful of time, labor, health, happiness and even human life—inefficient and antiquated in this age and to such an extent that even the huge economies effected by the greatest array of labor-saving machinery the world has ever seen are in a large measure rendered null and void. An ever-increasing army of unregulated distributors and relatively an ever-decreasing army of producers with the leaders of all these practising profiteering and price-manipulation as their fancy may dictate or opportunity may permit.

"Among the minor causes are the various classes of idlers and usurers, who in devious ways levy toll on labor and industry. Waste of time in high schools and colleges teaching dead languages and other unpractical subjects to the partial or total exclusion of vocational training, economics and useful branches of learning which would be of greater value for purposes of mind development and discipline and thereafter more useful to the individual and the country."

## SAYS THE FINANCIAL POST IN REPLY:

"It is, of course, possible that there might be a dissenting voice, heard above this chorus of condemnation. A voice that might suggest, for instance, that the fact that the producer is getting $24.50 per hundred for hogs, where he formerly got $6, might, perhaps, have as much to do with the matter of increased cost as the inefficient handling that gives to the packer 5-16 of a cent per pound on bacon, or to the retailer a bare 5 cents a pound. Or the fact that the farmer is now guaranteed a price of $2.15 a bushel for wheat that formerly he sold with satisfaction for 90 cents, may be as much responsible as the half cent a loaf profit of the baker, or the cent profit of the retailer.

"It is a question, too, whether all the blame for the trying conditions of the present time should be laid at the door of established trade, any more than at any other door. There seems no good evidence for believing that the business morals of the merchant class are worse than any other, and there might be those who might reply to the stricture that our schools and colleges are not devoting their attention strongly enough to the bread and butter needs that "man does not live by bread alone."

The frank object of this resolution was "to attain a substantial reduction in the cost of living generally, but without increase of hours of labor or reduction of wages." It is the possibility of this which THE FINANCIAL POST doubts.

You want to read such discussions as this. They appear weekly in THE FINANCIAL POST.

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**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
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Taylor-Forbes Co., Guelph, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilten, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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British America Paint Co., Ltd., Victoria, B.C.

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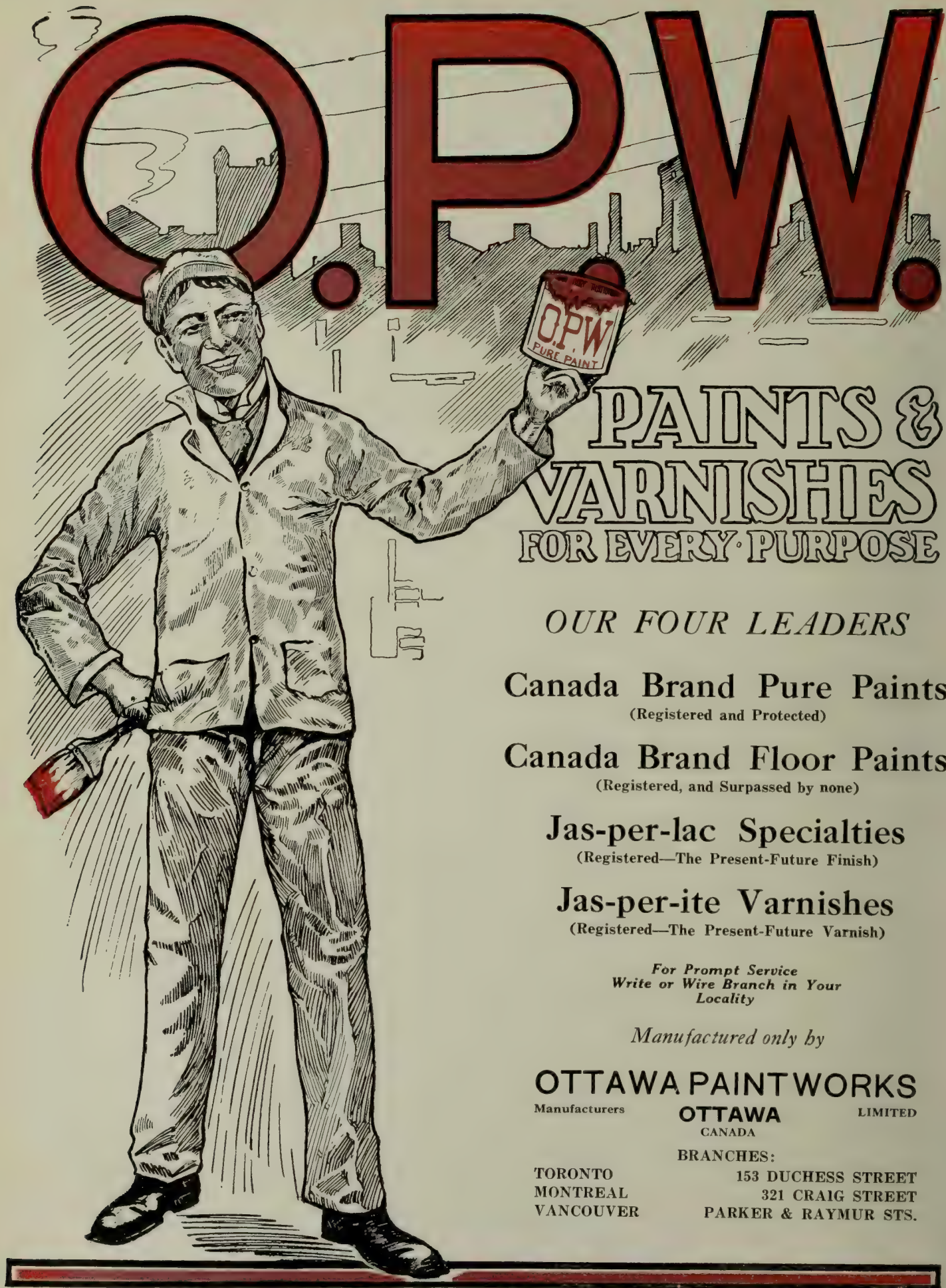
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**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

## Alex. McArthur & Co., Ltd.

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VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes**
Vilt Mfg. Co., Montreal, Que.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Vilt Mfg. Co., Montreal, Que.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Radiolite Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rat Poison**
The Common Sense Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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**CHURCHILL'S "ICE GRIPPER"**



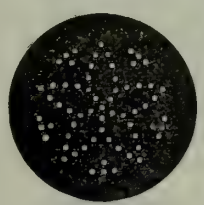
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**Staple Patterns**



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# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Skis**
The Northland Ski Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Sou, Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
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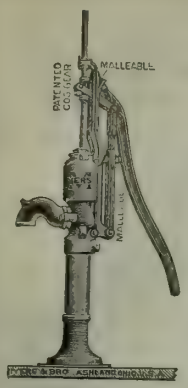
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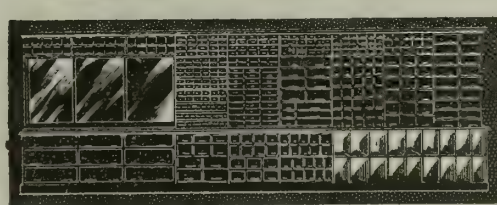
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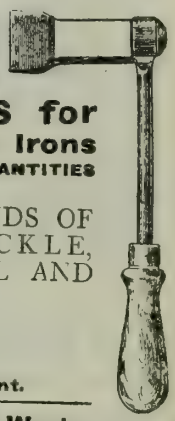
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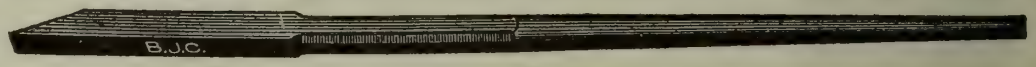
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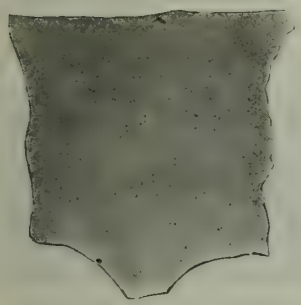
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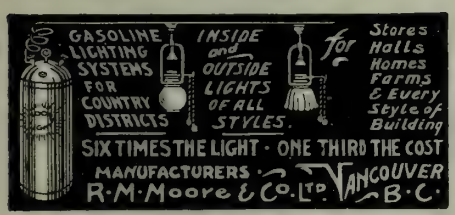
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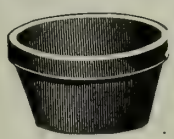
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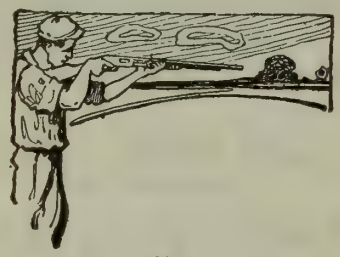
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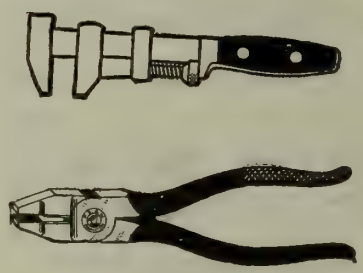
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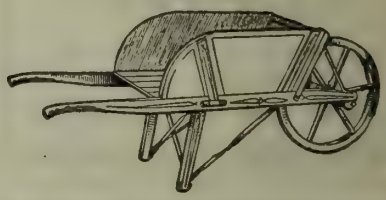

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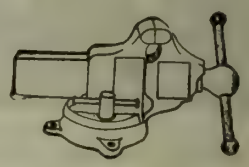

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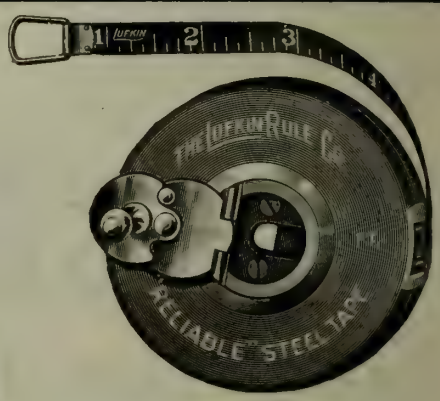
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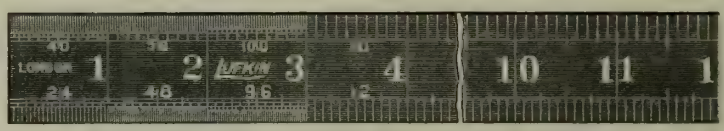


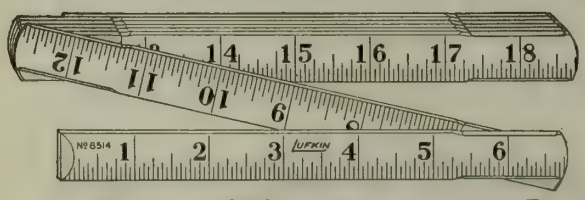
LUFKIN

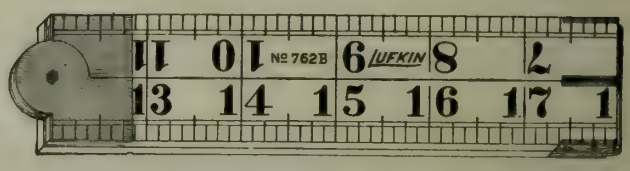



# Tapes and Rules

*Made in Canada*




**Familiarly and Favourably Known**

**Embody Many Improved, New and Exclusive Features.**

*Accurate* *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

# To cut down the cost per cut

## 250% More Work

In power hack sawing, compound acts more as a coolant than as a lubricant. Cutting heats the blade, and the purpose of the compound is to prevent the temper of the blade being drawn.

A few drops of oil or a scanty flow of compound simply tends to hold the chips in the cut and is frequently responsible for broken blades. Whatever you are using for a coolant, compound, or water, see to it that the work is flooded except when cutting iron castings. If you use compound, keep it thin and well agitated. Actual tests have proven that the use of compound will increase the amount of work accomplished by 250 per cent.

Get a copy of the Starrett Hack Saw Chart 'MA,' pick the right blade, put on the weight, see to it your S. P. M. are right—and watch your cutting cost decrease.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

use compound



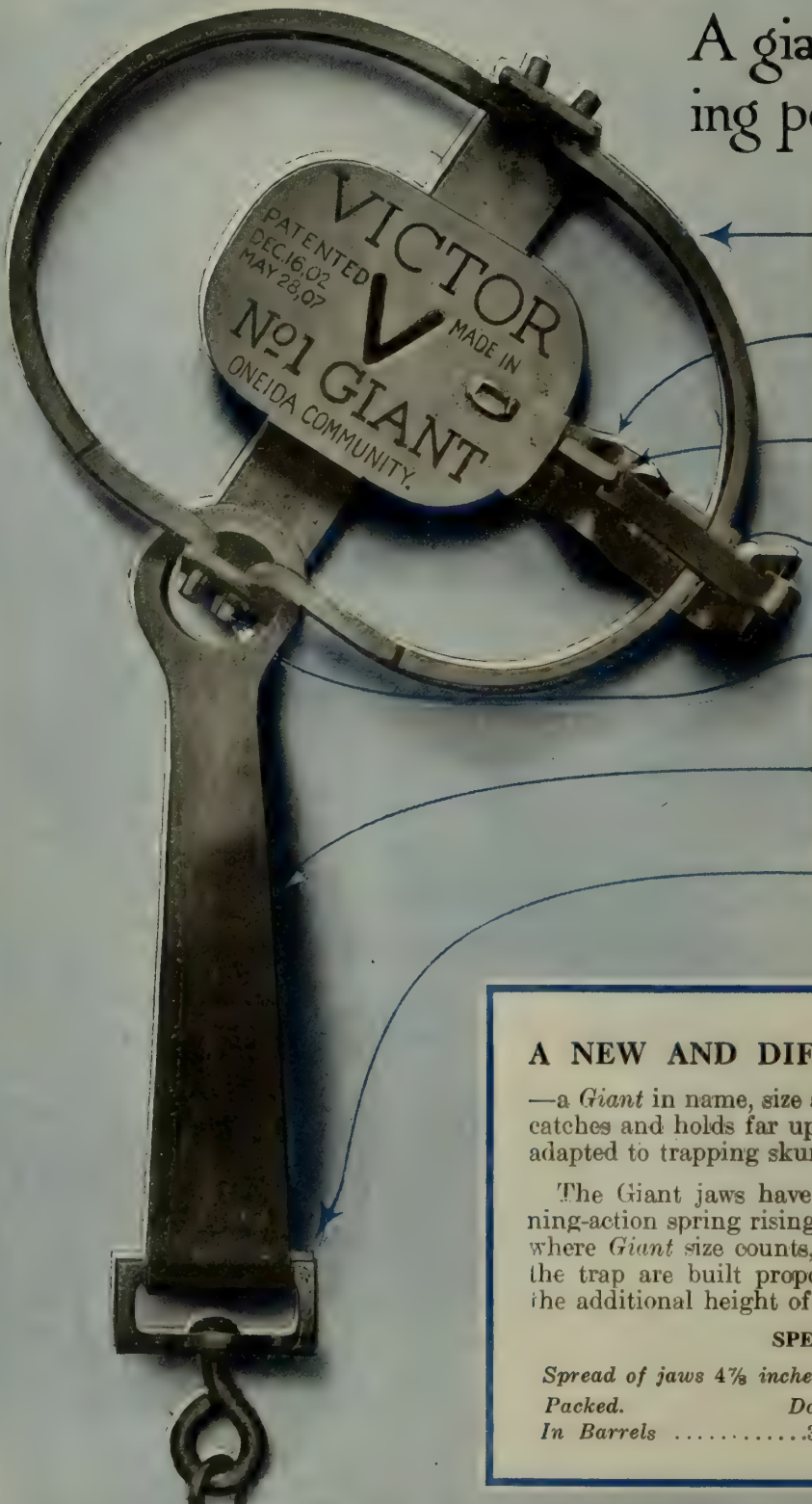
# Use Starrett Hack Saw Blades

Keep your customers supplied with Starrett Hack Saw Charts

42-984

# The new VICTOR No 1 GIANT

## A giant in jaw-height, holding power and durability




*Wide-spreading jaws* that catch away up on the animal's leg.

* * *

*Patented Humped Cross* — no chance for freezing or accumulations of mud, dirt, etc.

* * *

*Direct Pan Fastening*—does not tighten when rusty.

* * *

*Wide, strong Dog*—easily engaged with notch in Pan Shank.

* * *

*Patent Extension on Jaw Lug.* Jaw can't spring out when setting Trap.

* * *

*Lively, high-rising Spring* — made of finest steel, scientifically tempered and tested.

* * *

*New type, smooth-acting Swivel.*

### A NEW AND DIFFERENT VICTOR TRAP

—a *Giant* in name, size and strength. A modern trap that catches and holds far up on the animal's leg. Especially adapted to trapping skunks, muskrats and mink.

The Giant jaws have great holding power—the lightning-action spring rising high on the jaws. Right here is where *Giant* size counts, as the spring and other parts of the trap are built proportionately larger to take care of the additional height of jaws.

**SPECIFICATIONS**

*Spread of jaws 4⅞ inches.* *Weight per Doz. 8½ pounds.*

| *Packed.* | *Dozen.* | *Shipping Weight* |
|---|---|---|
| *In Barrels* | 35 | 323 *lbs.* |

ONEIDA COMMUNITY, LTD., Niagara Falls, Canada

*Oldest & Largest Manufacturers of Game Traps in the World*

# HARDWARE AND METAL

Vol. XXXI
No. 42

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

OCT. 18
1919

100% PURE

THE QUALITY NEVER CHANGES

MARTIN-SENOUR PAINT & VARNISHES

You Get

REAL VALUE

IN EVERY CAN OF

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA SOLD ON MERIT

MARTIN-SENOUR QUALITY is unsurpassed and our guarantee gives absolute assurance to both the Dealer Agent and his customer of full value for every dollar invested.

The MARTIN-SENOUR complete line will meet every requirement of your trade and will spell Bigger and Better Business for you.

*Write us for our Dealer Agency Proposition*

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX
Associated with International Varnish Co., Limited

# YOUR BENEFIT

ALL retail merchants are sold through our wholesale distributors. This enables merchants everywhere in Canada to purchase O-Cedar at the same Wholesale Prices.

We made this our policy because the wholesale distributors not only lower distribution costs, but they call on you more often — you can buy O-Cedar Products more easily and frequently and with a small investment.

**O-Cedar Polish**

You benefit because you can purchase O-Cedar Products along with other merchandise. You receive the same dating as you receive on other goods. You can buy in small quantities, but more frequently, which assures you of a rapid turnover and a **real net profit.**

After the goods are attractively displayed on your shelves, they will only benefit you in proportion as the consumers come in and buy them; so we insert advertisements in the newspapers to help you sell O-Cedar Products.

O-Cedar Products give value, service and satisfaction as they contain the best of workmanship, best quality of materials and they sell at popular price.

Any effort given to O-Cedar Products is repaid because O-Cedar Sales **Repeat.**

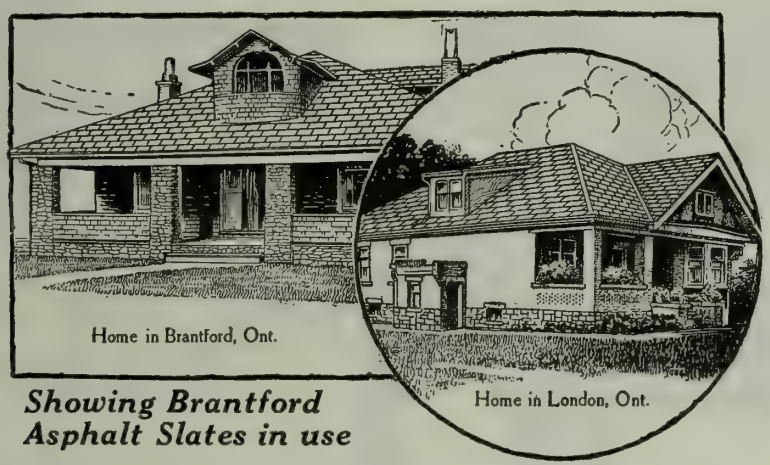
## CHANNELL CHEMICAL COMPANY, LIMITED
### TORONTO




HARDWARE AND METAL, October 18, 1919. Volume XXXI., No. 42. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

# For Roofs—old and new

## Scores of buildings need roofing
## Scores of roofs need repairing




***Showing Brantford Asphalt Slates in use***

## BRANTFORD Asphalt Slates

Made of the same material as Brantford Crystal Roofing, but in individual size shingles. Crystal Roofing has a crushed slate surface of red or green, 80 lbs. per square. Brantford Asphalt Slates are in great demand.

## ASBESTOS FIBRE (*Liquid*) CEMENT

—a rubberlike adhesive and tough preparation made from finest asbestos fibre, creosote and durable oils. Makes any roof, no matter in what condition, absolutely proof against climatic conditions. Easily applied over any kind of roof, metal, gravel, paper or composition.

## Asbestos Sheathing

With fire prevention uppermost in the minds of everybody from the school-boy up there is no doubt a growing tendency to fireproof buildings. Asbestos Sheathing is a recognized fire-prevention material. Recommend it to builders.

## Jewel Roofing

Comes in 1, 2 and 3-ply guaranteed respectively for 3, 5 and 8 years. We think it is the best value on the market for this quality of roofing.

## Excelo Roofing

—a better grade roofing with a longer guarantee. Comes in 1, 2 and 3 ply, guaranteed for 5, 10 and 15 years respectively. Place your orders early.

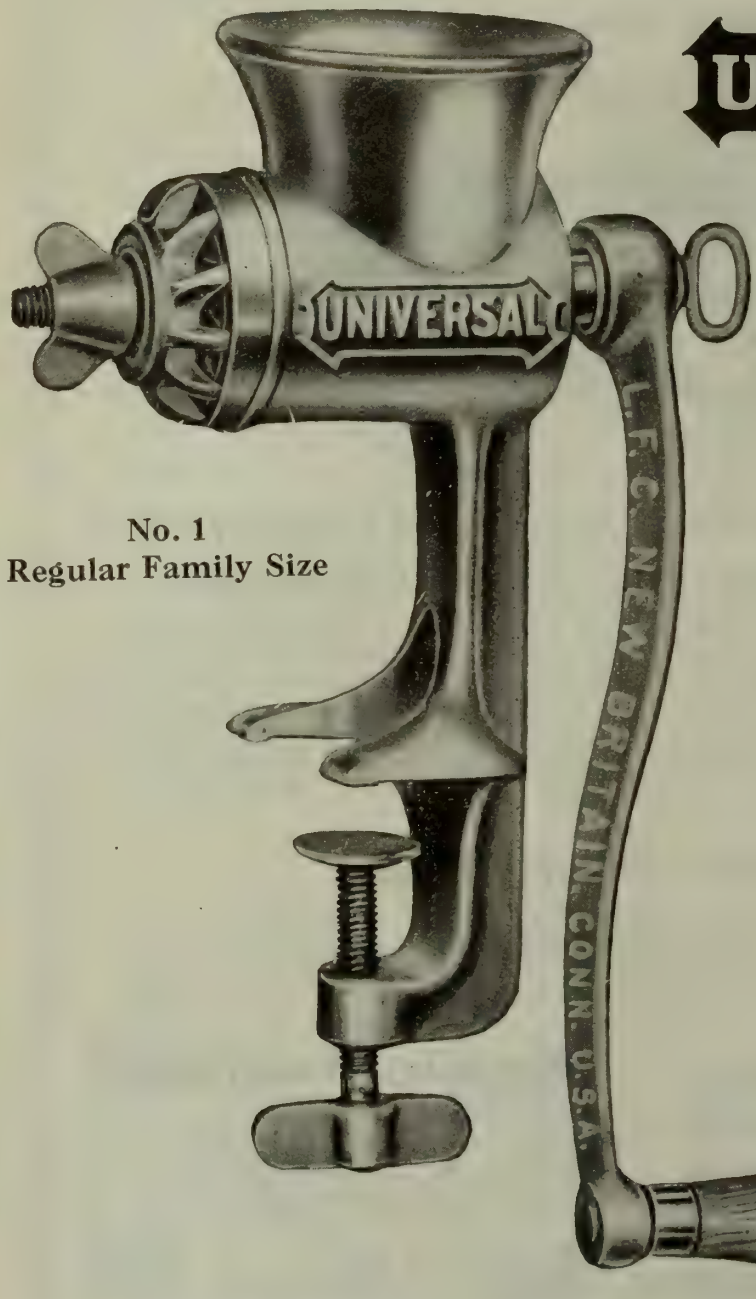
We also carry a full stock of regular lines of plain and tarred felt in 10, 12 and 16 oz. weights.

***Order from "Rice Lewis" man when he calls or write direct for prices.***

# Rice Lewis and Son, Limited, Toronto

# UNIVERSAL FOOD CHOPPERS

The Trade Mark known
**UNIVERSAL**
in Every Home




**No. 1**
**Regular Family Size**

## Stock Now For The Big Business

The way to sell goods is to have the goods that sell. You cannot name a single kitchen utensil more persistently sought and bought than the UNIVERSAL Food Chopper.

Put them in your window. A well trimmed window speaks for itself. UNIVERSAL Choppers, if put where they can be seen, will take a big selling load off your tongue.

**Order now through your jobber.**

## LANDERS, FRARY & CLARK

**New Britain** **Conn.**

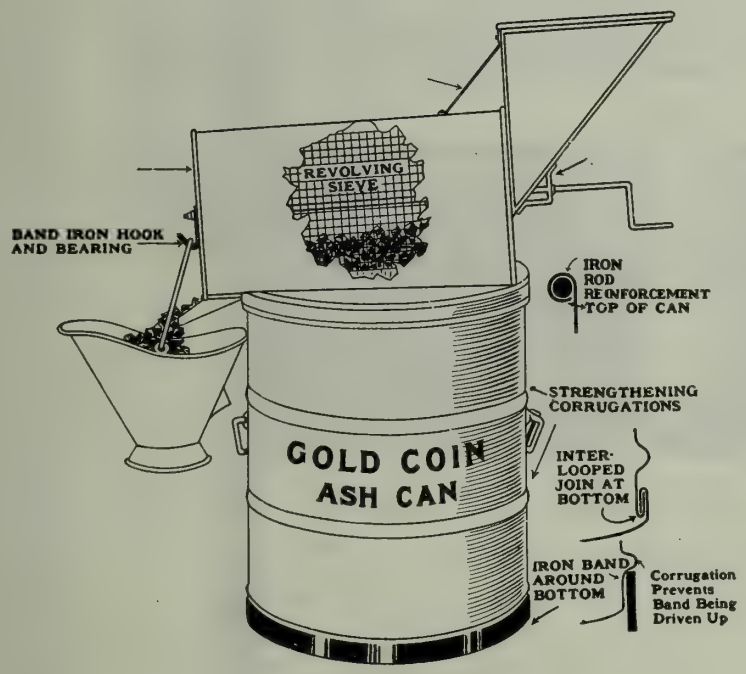
**Canadian Representative:**

**Montreal** **A. MACFARLANE & CO., Limited** **Quebec**




We have a full line of Ash Sifters and Ash Cans on which we can offer an attractive proposition. Write us for prices and let us know how many you can handle.

# Ash Cans and Sifters






*Send in Your Orders NOW*

## LEWIS BROS., LIMITED, MONTREAL

Automobile Supplies

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Automobile Supplies

# Community Week Oct. 25 to Nov. 1




Facsimile of New 1919 Window Poster. Mail the coupon now and secure yours for Community Week, October 25th to November 1st.

Please send me Community Window Poster.

Name.....

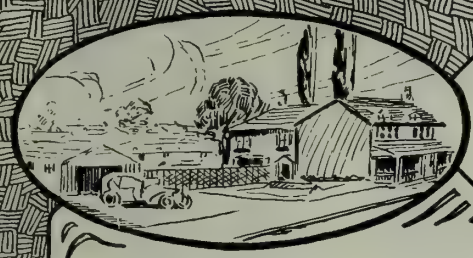
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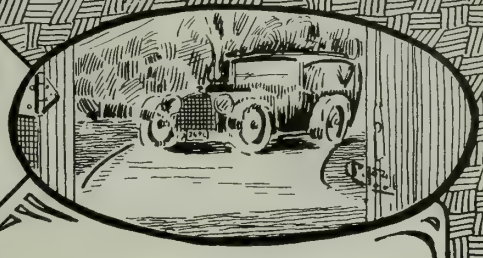
Province.....

**ONEIDA COMMUNITY LIMITED**

NIAGARA FALLS, CANADA

Western Branch: McINTYRE BLOCK, WINNIPEG, MAN.





# The "Unusual National Way"

## Reversible Hinge
## No. 840

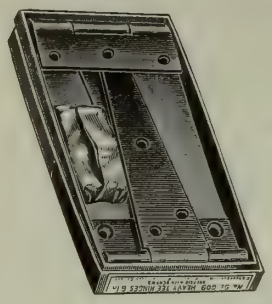


The Reversible "T" Hinge is made especially for garage doors. A loose pin is fitted so that it can be used as a full surface hinge, or the "T" part mortised into the jamb on brick construction. The pin may be slightly rivetted after placing.

Packed one pair in a box with screws.
The following finishes are carried regularly in stock: Bright Steel, Japan, Dead Black Japan, Sherardized with Steel Pin, Sherardized and Dead Black Japan with Steel Pin.
Furnished in two sizes only: 8-inch and 10-inch.

Weight, per dozen pairs, 8-inch, 10-inch, 53 lbs.

## National Manufacturing Company
## Sterling — Illinois



No. SC. 609

# Everybody Likes Strap and Tee Hinges

***Packed One Pair in a Box with Screws***



No. SC. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.
Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.
Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.
Naturally this time and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.
In ordering, prefix the letters SC. to the class number to distinguish from the line of hinges in bulk.

## CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA




Rotary Ash Sifter

*Enclosed, Clean and Dustless*

*Show Your Customers How This*

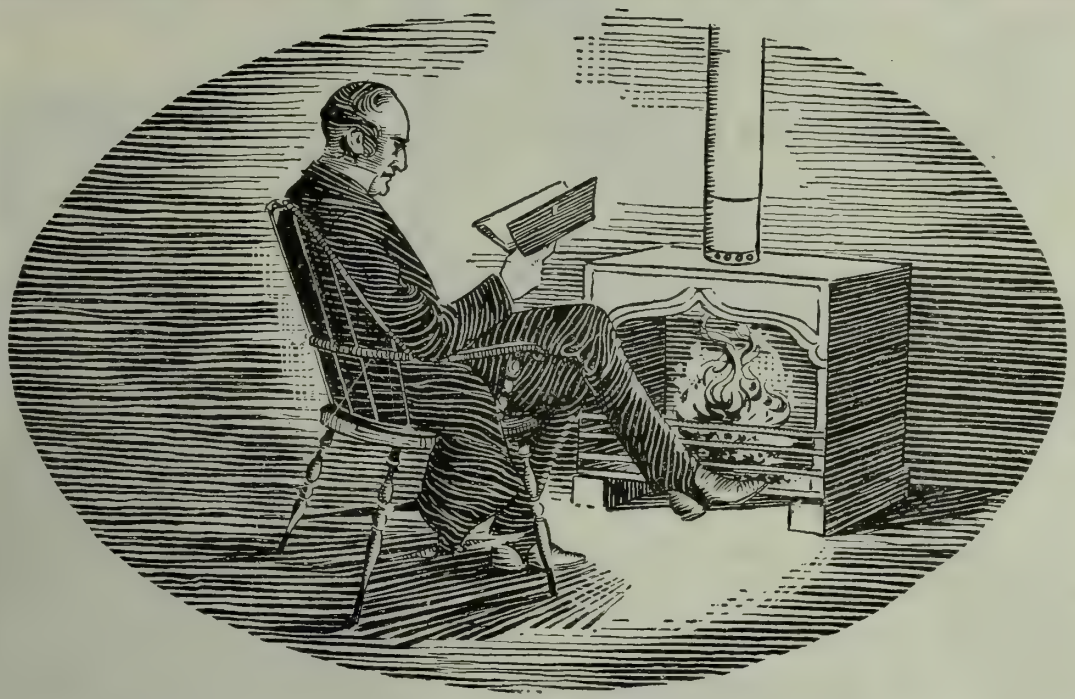
# "Canada" Rotary Ash Sifter

*Saves Them Money and Trouble*

Coal will probably never be as plentiful again as it once was. The war has made thrift more general than heretofore. The "Canada" Sifter saves money, time and clothing—beside fuel. It separates the ashes from cinders quickly and thoroughly. The enclosed working parts make it clean and dustless to use. An easily operated sifter that, being galvanized, is rustproof and neat in appearance.

## The Thos. Davidson Mfg. Company, Limited

TORONTO MONTREAL WINNIPEG



# WHEN ANTHRACITE COAL WAS FIRST USED IN AMERICA

IN 1808 Judge Jesse Fell of Wilkesbarre, Pa., succeeded in burning anthracite coal with some measure of success, but it was not until around the year 1824, the year of the founding of the Plymouth Cordage Company, that any general use of this fuel for domestic or factory purposes began.

The early coal miners found that in both mining and breaking the coal, large quantities of good rope were needed, and from the beginning of the industry in America, Plymouth Rope, the rope you can trust, has played an important part in the vast mining operations.

The rugged, durable qualities built into every foot of Plymouth Rope through pure material and expert workmanship are as valuable to every rope user as to the producers of coal.

# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 2

# *The machinist says:*



"Sure I'm using them, the same as most of the men in the shop are doing. Some of the Starrett Tools in my kit, I bought when I was an apprentice.

"Y'see, it's like this. We got the habit when we were kids. We saw the older men, the ones that were doing the finer work, preferred Starrett Tools because they knew they were accurate, and we copied after 'em—just like our kids are doing today.

"How's that? No, I wouldn't go so far as to say that Starrett Tools by themselves will make a good machinist, but I'll say this—Starrett Tools will make it a lot easier for any machinist to do good work.

"Yes, I've got one of their 'Starrett Data Books for Machinists,' and believe me, it saves a lot of time and mistakes. If I want to know a decimal equivalent, a taper dimension, the speed of a milling cutter, or something about materials, I don't have to guess or ask — I just look in the book and find out. It set me back seventy-five cents at the hardware store, but it saved me a blame sight more than that in the first week."



**Starrett Tools**



## The L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

The utility and convenience of Starrett Tools are second only to their accuracy. Catalog No. 21MA sent free on request.

42-980

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

Service

Railway
Fastenings

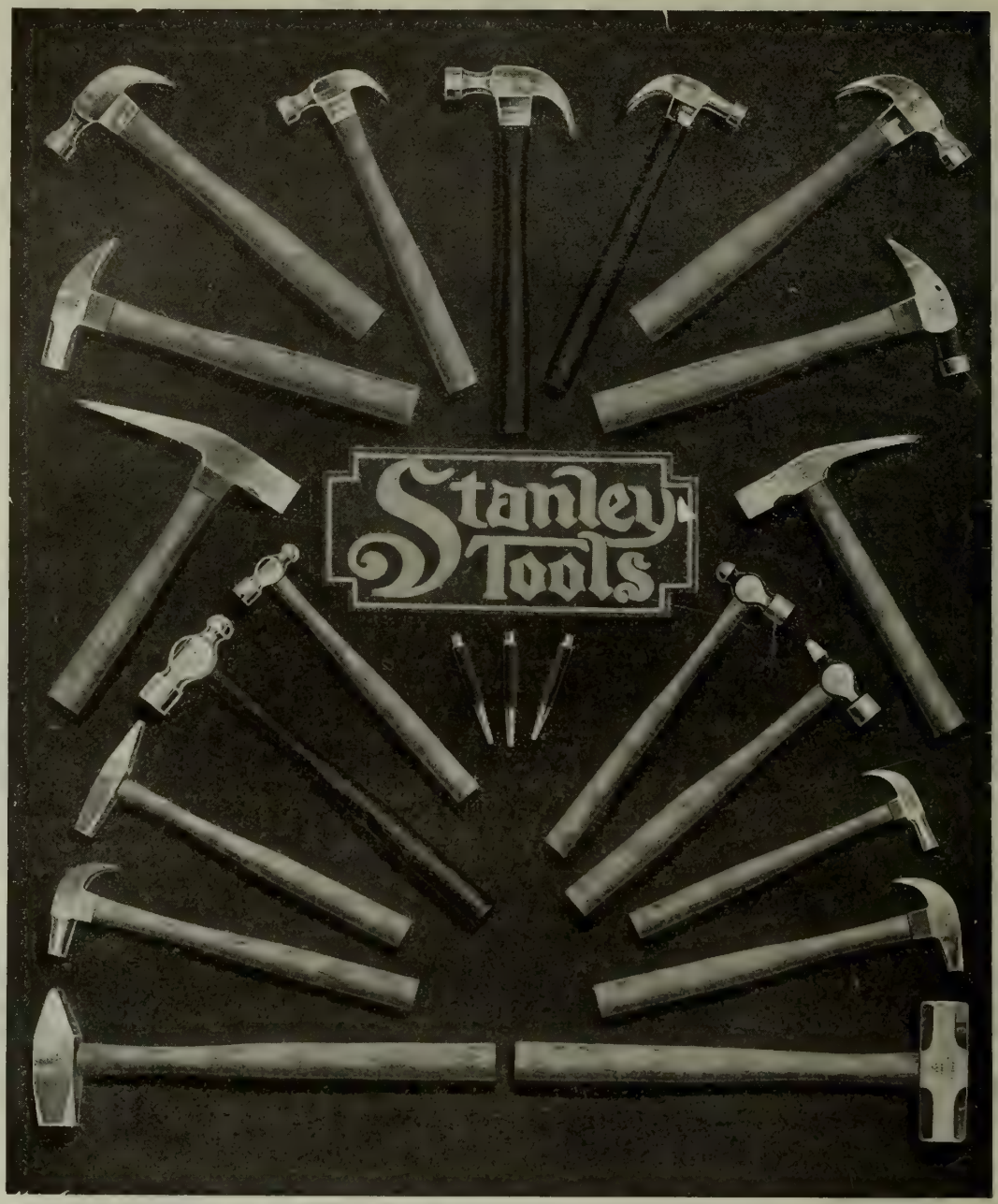
Wrought
Pipe

Pole Line
Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products




# STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

A. Macfarlane & Co., Ltd., Montreal, P.Q.

"Where there's a WILT — there's the Way"



# A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

**Wilt Twist Drill Co., of Canada, Limited**
WALKERVILLE, Ont.
**London Office, Wilt Twist Drill Agency**
Moorgate Hall, Finsbury Pavement, London E.C; 2, England

# WILT
# HIGH SPEED AND CARBON TWIST DRILLS

# What Your Fellow Merchant Thinks of Neōlin Soles

TRURO SHOE REPAIRING FACTORY

T. Torraville, Proprietor.

Truro, N.S., February 28th, 1919.

Goodyear Tire & Rubber Co., of Canada,
Toronto, Ont.

Dear Sirs:—

The writer has been watching with interest your advertising campaign on Neolin Soles, also the great demand for same. I have been engaged in custom shoe making and repair trade for some years, and naturally I regarded leather as the ideal sole for boots and shoes. About three years ago I began using Neolin, style 146. As my customers found the soles to be satisfactory, and when I was fully convinced that in recommending Neolin I was offering a sole with more points of merits than any other sole on the market, I then began to give these soles real attention. Style 196 was added to our stock, and it has given splendid satisfaction.

When a customer comes in I have been showing both style 146 and style 196, explaining that the heavier sole only costs 25c more and that there was practically 25% more wear in same. Customers quite readily accept style 196. I find that men who do much walking, and those who are employed in work of a heavy nature, readily accept the heavy sole. I also noticed that the demand for these soles was practically good for Fall and Winter wear.

I find Neolin to be a most satisfactory sole to work with. I enjoy stitching same on stitcher and the boys like to finish same on the finisher. I never hesitate to recommend Neolin Soles.

I have also been a larger user of Wingfoot Rubber Heels and prefer to use them as I know that in doing so the customer is getting the best value.

As modern shoe machinery has superseded the old shoe repairing method so I believe will Neolin displace leather, and both the consumer and the repair man will be the gainers.

If my experience, and the information contained in this letter, can be used by you to advantage, you will be at liberty to use same as you may wish.

Wishing you continued success in the marketing of your most excellent products, I remain,

Yours very truly,
(Signed) T. TORRAVILLE.

## Neōlin—*The Longest-Wearing Sole Material Made*

Long wear in shoes means economy for the purchaser—and the big majority of people *have to be* economical. Because of this, and because Neōlin shoes *do wear*. Neōlin Soles *create repeat business* —for both the shoe retailer and the shoe manufacturer.

**The Goodyear Tire & Rubber Co. of Canada, Ltd.**
TORONTO, ONTARIO

# Neōlin Soles

# The Latest Invention In Stove Construction

## A PHENOMENAL SELLER IN THE STOVE MARKET

### A Combination Home Device For Heating, Cooking and Baking

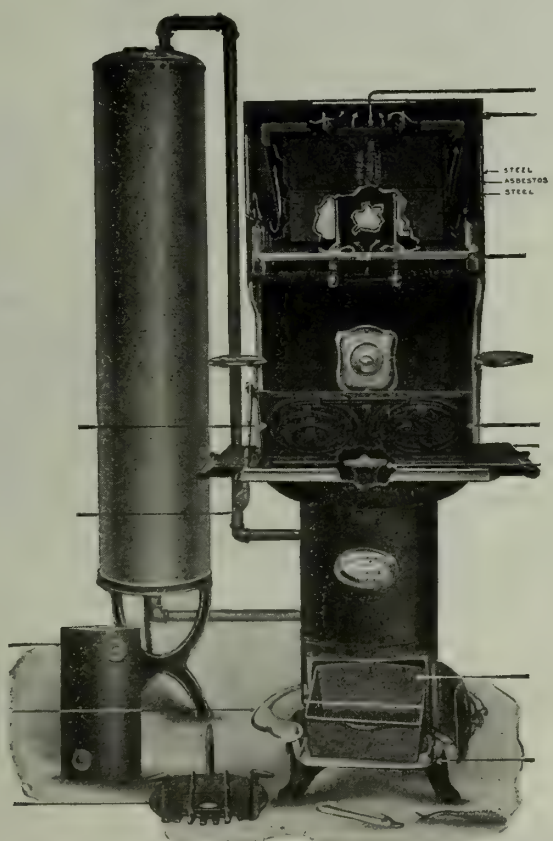
**SECTIONAL VIEW OF COMPOSITE**

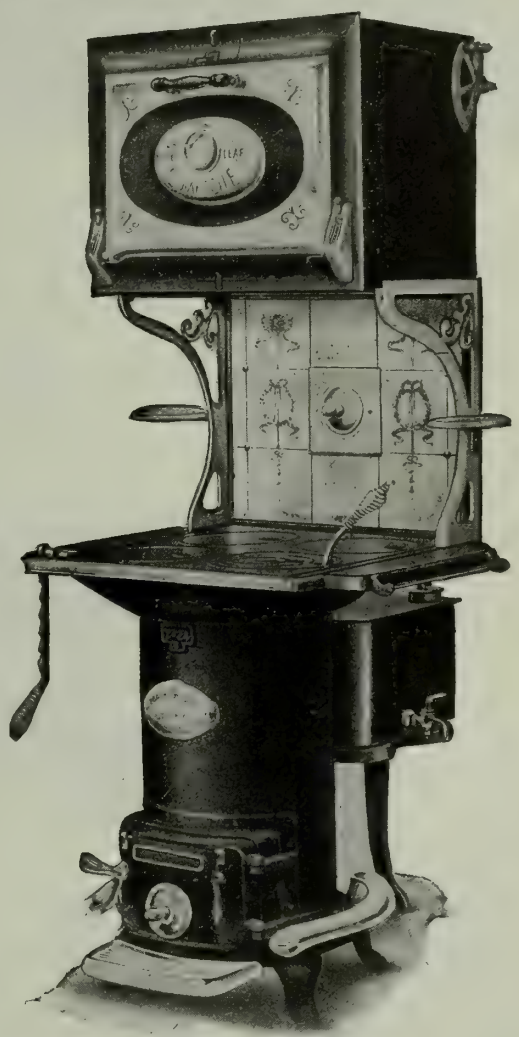
Showing how the heat travels on five sides of the oven, giving remarkable baking powers.
Note these features as indicated above:—

A. Adjustable damper gives correct heat for oven.
B. Ratchet damper handle can be set at desired point on dial.
C. Balanced drop oven door, double lined, with dead air space between equipped with oven thermometer, friction catch, and non-heating handle. Easily detacher nickelled hinge caps.
D. Strongly ribbed lids.
E. Removable side shelves.
F. Heat spreader gives even heat on all four lids.
G. Large ash pan.
H. Nickelled removable ash tray.
I. Sectional reducing lid.
J. Ratchet broiler lift holds up front section for broiling or fuelling.
K. Powerful water-section can be installed.
L. Nickelled foot rails.
M. Suspended wood grate for use in moderate weather.
N. Perfect baking in well insulated oven.

BRIEFLY—

The Composite does work of Range and Heater, costs less, works faithfully and keeps out of the way in crowded kitchens.



# THE COMPOSITE

An entirely new system of heating, cooking and baking. Thoroughly tested and guaranteed.
Satisfied users make the sales.
Great saver of floor space.
Burns coal or wood.
Economical in the use of fuel.
Economical, Efficient and Ornamental.

**The Composite is a wonderful seller. Endorsed by thousands of satisfied users. Get the facts to-day. Write for book of testimonials telling of success. Here is a big money-making opportunity for you. Manufactured by**

# THE BEACH FOUNDRY CO., LIMITED

**OTTAWA** **CANADA**

**Western Distributors: The Canadian Supply Co., Limited, Saskatoon, Sask.**

# IF YOU CONVINCE

a prospective buyer that she should have a washing machine and wringer—one point is settled.

To satisfy her and uphold the reputation of your store you must supply absolutely dependable goods.

The first point is up to you—the second up to the manufacturer.

So choose a line that is favorably established. Such a line is made by Dowswell, Lees & Co., Ltd. The name has a real sales value—because for thirty years it has represented the best in washing machines and wringers.



Arrow Brand Wringers

## TO CLINCH A SALE THE NAME "DOWSWELL" CARRIES CONVICTION



THE

## SEAFOAM

**Electric Washer and Wringer. Convenient to operate---Absolutely safe.**

**Wrings while it washes, washes while it wrings.**



# DOWSWELL, LEES & CO., LIMITED

## HAMILTON, CANADA

**Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers**

*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.

CANADA
FOUNDRIES & FORGINGS
LIMITED

# The Quality of the Product Has Established the Name




From the Towering Firs of British Columbia to the Stately Spruce of Fundy's Shore

# SMART'S AXES

## A Suggestion for Your Reduced Stocks

Produced at

## JAMES SMART PLANT

BROCKVILLE, CANADA





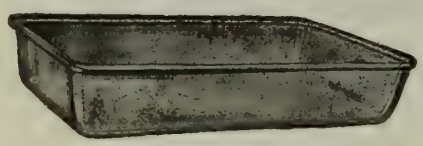
PYREX is a new profit.
PYREX is a quick turnover.
PYREX never has to go into a sale.
PYREX knows no season.
PYREX appeals to all classes.
PYREX is irresistible.

# PYREX

## TRANSPARENT OVEN DISHES

***By Absorbing all the Heat—Save Fuel***

PYREX is nationally advertised.
PYREX is guaranteed.



*Ask for Catalog showing Full Line.*

*Sold Wholesale by*



## CAVERHILL, LEARMONT & CO.
MONTREAL

# TESTING HACK SAWS

Hack Saws all look very much alike but there is all the difference in the world in the way they cut, and stand up under the work which they are required to do.

You cannot find out how a Blade will work in a power machine by trying it in a hand frame. Neither can you determine how it will cut machine steel by trying it on high speed steel, nor which brand of blade will do your work best by simply trying one or a dozen of them.

The only sure test to determine the adaptability of a blade for your particular work is to give it the test of continuous use, for a reasonable length of time, in your own shops under normal conditions.

Goodell-Pratt Hack Saw Blades are made to meet such tests as these, because they are improved in design, and made in accordance with the latest and best shop practice.

GP 888 G GP 777

**Goodell-Pratt Company**

Greenfield, *Toolsmiths* Mass., U.S.A.

# LION BRAND CORDAGE

## Used for heavy towing and all navigation work—*everywhere*

The dealer that stocks LION BRAND builds his cordage business on a substantial basis, supports home industry and handles a reliable article which always insures satisfaction and profit.

## The Cordage for all Purposes and Made in Canada, too

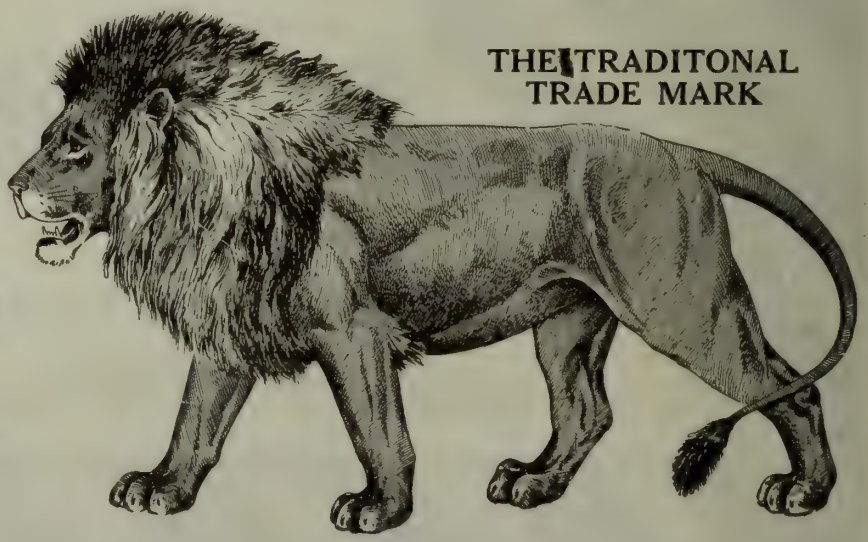
## *"Coast to Coast Service"*

**Consumers Cordage Co.**
Limited
Factories: Montreal and Halifax

Agents and Stocks at
St. John, N.B. and Toronto

**TEES & PERSSE, Limited**
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSET & CO. - QUEBEC
MACGOWAN & CO. VANCOUVER



THE TRADITONAL TRADE MARK



# Your Windows Stop Buyers--

when you show Millers Falls tools and the national advertising in which they are featured.

Your customers recognize the tools they have been reading about and realize that by going a step further they can examine the tools themselves and find out all about them.




In that one moment your window has changed an advertising reader of ours into a prospective customer of yours on a sale that is already half made before your customer even crosses your threshold.

Wise dealers get all the half-made sales from our national advertising that their own co-operation will bring them. If you aren't doing it, send for our selling features that help you push tools.

## Millers Falls Co.

*"Toolmaker to the Master Mechanic"*

100 RIVER STREET, MILLERS FALLS, MASS.

**MILLERS FALLS TOOLS**

'HEIRLOOM' PLATE

# 'HEIRLOOM' PLATE

THE incomparable excellence of 'Heirloom' Plate, Flatware and Hollowware gives satisfaction to the dealer who sells it and to his customers who purchase Silverware for its beauty and utility.

Only the best of materials and the most skillful Silversmiths are employed in our 'Heirloom' Department. The utmost vigilance is exercised to maintain a uniform quality, so that each individual piece is in itself a "thing of beauty and a joy forever."

'Heirloom' Plate is satisfactorily filling the void caused by the disappearance from the market of the fine Old English plate which for so many years was considered to be the highest attainment in the art of making silverware.

Show your customers 'Heirloom' Plate when they ask for good silverware, and you will feel every confidence in backing it with your personal recommendation.

## CANADIAN WM. A. ROGERS LIMITED

**Factory and Office: 570 King St. West**

**Down Town Show Room: Kent Building**

**TORONTO**

Save a woman's time, and she will thank you.

Save her work, and she will like you.

Save her money, and she will love you.

Sell her PYREX, and she will marry your store

# PYREX

TRANSPARENT OVEN DISHES

***For Baking and Serving.***

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

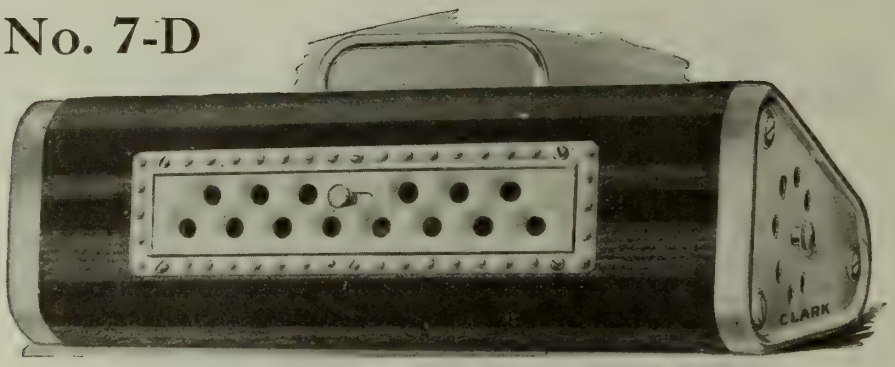
*Pyrex Sales Division*
CORNING GLASS WORKS
*World's Largest Makers of Technical Glass*
559 Tioga Avenue, Corning, N. Y.



*A Live Line for Cold Weather*

# Clark Indestructible

No. 7-D




# Steel Heaters

***For Open or Closed Automobiles, Sleighs, etc.***

The 7-D Clark Heater is very popular and widely used. It is suitable for any conveyance; 14 inches long, perfectly insulated with heavy asbestos felt and covered with excellent dark-green Brussels carpet. Has side and end heat controls and weighs but 6 lbs. A great heat giver. There are several other models—all good sellers.

Clark Heaters find a place in the hearts of car owners who drive in winter, either through necessity or pleasure. They make open cars cosy and comfortable, and closed cars luxurious.

There is a heavy winter demand for Clark Heaters and every heater owner is a Clark Carbon customer.

**Your jobber can supply you. Order now.**




**CLARK CARBON**

Clark Carbon gives the greatest heat in the least volume. Heated for 2 or 3 minutes in any flame or fire it gives off its maximum heat at once, and continues to give comfortable, satisfying heat all day.

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Ave.** **Chicago, Ill.**

W&B
TRADE MARK



# The Perfect Grip

An ordinary hammer will slice the head off a nail because it gets its grip on the head and not on the nail. With the head off, it's all off unless you have a "W & B" Hammer.

A perfect balanced "W & B" Hammer will take a perfect grip on the body of a nail and pull it, head and all, clear through a plank.

All nails are trailers to "W & B" Hammers, and they have got to follow when you take the perfect grip.

Heads on or heads off, for drive or pull, "W & B" Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and good all through, being made in Canada under a quality policy that has given fame to every tool that carries the "W & B" trade mark:

*"Make it better than anyone else can make it, put your name on it and stand by it."*

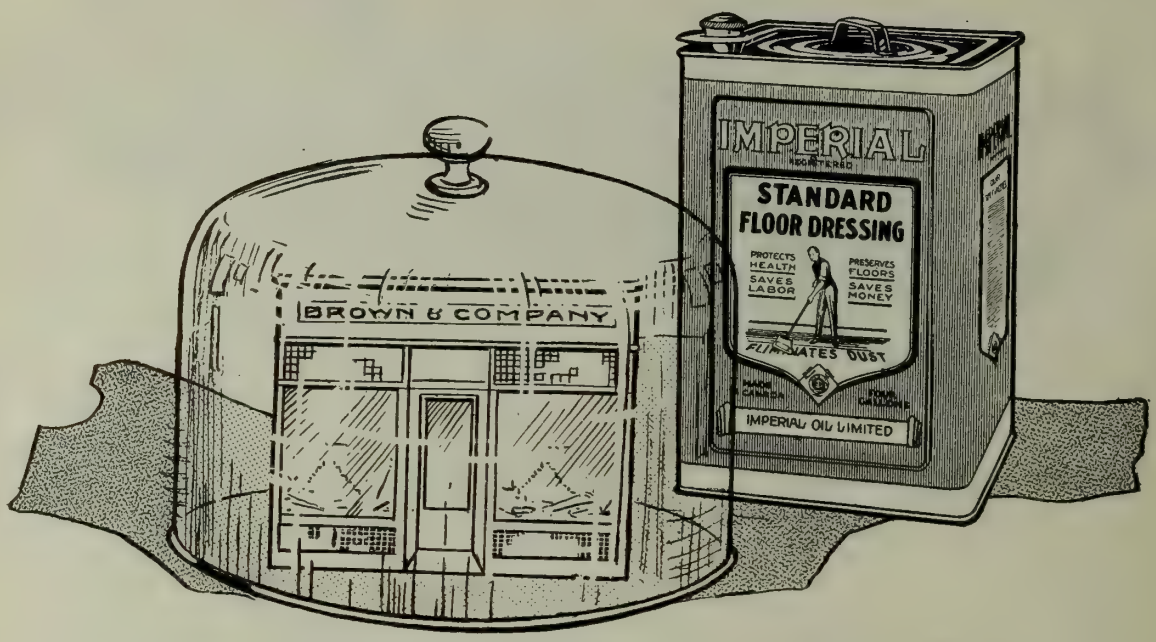
**THE WHITMAN & BARNES MANUFACTURING COMPANY**

Office and Factory : St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E.C.

**Established 66 Years**

# Whitman & Barnes

**TWIST DRILLS — REAMERS — WRENCHES — HAMMERS**




# Insure Your Reputation for Spotless Cleanliness

Any store draws trade when it has a reputation for fresh, bright stock and clean floors. Customers are attracted by clean stock as much as by any other feature of store service.

## STANDARD Floor Dressing

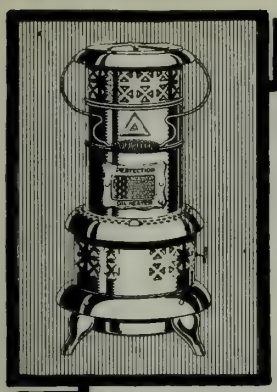
the non-evaporating, sanitary wood-***preservative*** thoroughly cleans the surface of wood, linoleum and oil-cloth. It also ***effectively prevents dust from rising.***

Imperial Standard Floor Dressing holds the dust so that it can be collected and removed from the store.

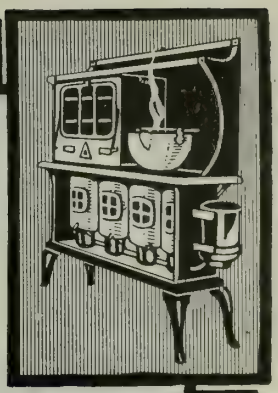
One gallon is sufficient to cover 500 to 700 square feet of floor space and lasts for several months. It is easily and quickly applied with an ordinary sprayer. Get a supply and apply it to your floors and shelves—ask the Imperial Oil man when he calls or ask our nearest branch.

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



# -BEST IN QUALITY
# -COSTS YOU LESS
# -SELLS FOR LESS



*"for Oil Heaters"*

*"for Oil Cookstoves"*

IMPERIAL Royalite Coal Oil should easily lead the field for regular demand and greatest profits. Viewed from every selling standpoint, Royalite surpasses any brand of coal oil marketed in Canada. Consider this: Imperial Royalite is highest-grade coal oil, refined to meet every known test to which oil can be subjected. You can buy it cheaper, not because its quality is poorer, but because the vast producing and selling facilities of Canada's greatest oil company make a lower price possible.

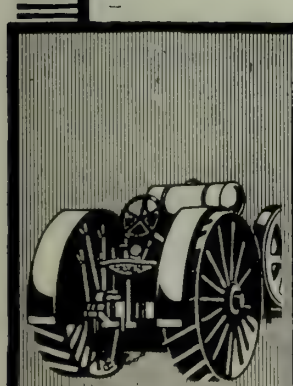
Because you buy it for less you can sell it for less. There's actually no reason why you shouldn't ask as much for Royalite as any oil you handle. The quality is there, and the people know it. They will readily pay for Royalite what they do for other brands, if necessary.

You can get Royalite immediately when your supply runs short—it is always available.

You are dealing with a company known throughout Canada—whose business policies are the best—whose co-operation is real—a large advertising campaign is now running on Royalite in leading publications.

Recommend Royalite to all of your customers for power, heat and light. You will profit by it.

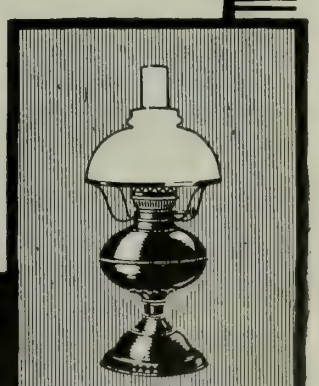
# IMPERIAL ROYALITE COAL OIL



*"for Engines"*




T-1051



*"for Lamps"*

**IMPERIAL OIL LIMITED**

Power - Heat - Light - Lubrication

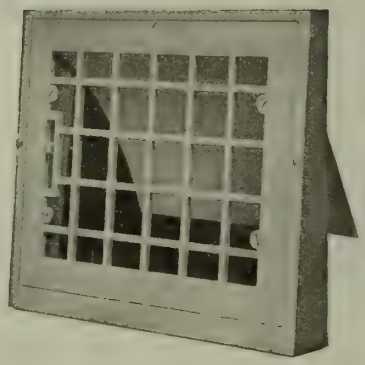
Branches in all Cities

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 800
Baseboard Register

Cast Iron, Semi-Steel and all Steel

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

**TUTTLE & BAILEY MFG. CO. OF CANADA**

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.

*The Largest Manufacturers of Light-Edge Tools in the World*



*Anvil* W P *Brand*

# Ward & Payne's Socket Firmer Chisel

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

**WARD & PAYNE, SHEFFIELD**

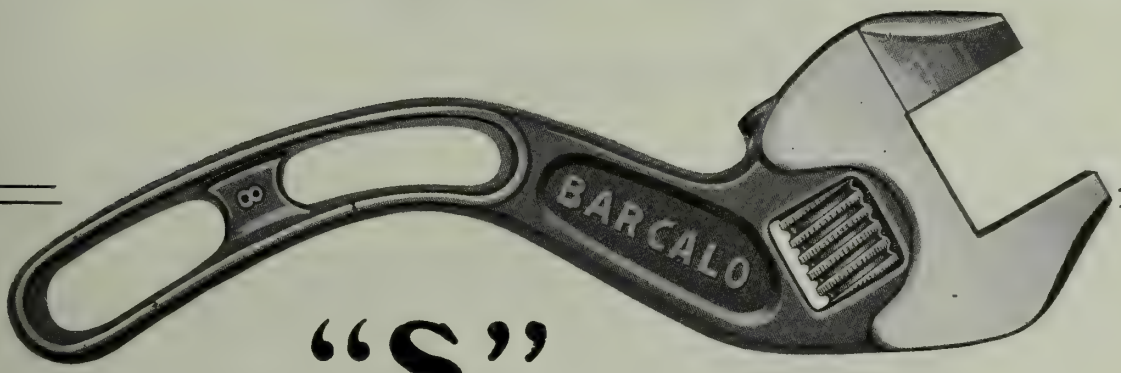
Canadian Representatives:

**ALEXANDER GIBB**
St. Nicholas Bldg., Montreal

**SHERMAN F. AINSLIE**
62 Temperance St. - Toronto

**ANTHONY FERGUSON, LTD.**
Vancouver, B.C.

# BARCALO




## "S" Wrench Service

There are no frills about the Barcalo "S" Wrench. Yet any mechanic will take pride in its attractive and business-like appearance.

The primary object of the Barcalo "S" Wrench is to perform a special service for the Machinist, Engineer or Garage man.

It will perform all the operations required of any wrench, besides helping the mechanic out of many a tight place where the ordinary wrench would be an impossibility.

**Its Claim to Usefulness**—is backed by extraordinary strength, unsurpassed lasting qualities, simplicity of construction and freedom of manipulation.

**Made in 6, 8, 10, 12 and 14 sizes.**

We are zealous of our ability to make good wrenches.

We guarantee to replace, free, any Barcalo Wrench proving unsatisfactory to your customer.

Dealers are making **a good margin** of profit, through **Barcalo sales.**

How about you?

May we mail you further information? Write to-day.

**Barcalo Manufacturing Company**

BUFFALO, NEW YORK

WINNIPEG -- D. PHILIP
138 Portage Ave. East




# Every Industrial Plant a Hoyt Metal Prospect

Hoyt Metals include a metal for every use in the world. This great scope means an almost limitless field of prospects.

In Hoyt Metals you have an opportunity for a small investment with quick turnover and good profit. Study your territory—there are innumerable opportunities right in your neighborhood. Sell Hoyt Metals—it pays.

## Hoyt Metal Company

**London, Eng.** **New York, U.S.A.** **St. Louis, Mo., U.S.A.**

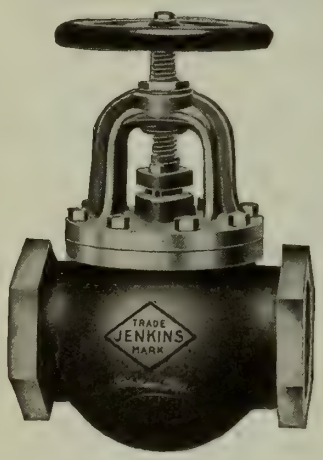



**FIG. 141**
**JENKINS BROS.**
**Standard Pattern Iron Body Globe Valve Screwed with Yoke.**

For use under steam service there are no valves quite as satisfactory as

# JENKINS BROS.
## Globe and Angle Valves
### Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada

*Write for Catalogue No. 8*

## JENKINS BROS., Limited

**103 St. Remi St.** **MONTREAL**

**6 Great Queen Street, Kingsway, London, W.C. 2, England**

# Established 1865




This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

## Gilbert & Barker

**Pumps for Gasoline and Motor Oils**

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

***Get your share of this profitable business. Send for Bulletin 52.***

## Imperial Oil Limited

**Canadian Distributors:**
**Branches All Cities.**

**Gilbert and Barker Mfg. Company**
**23 Union Street, Springfield, Mass., U.S.A.**

# SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the fastest cutters known. Not only do they saw fast, but they also run easy and wear exceptionally well.



Supported by an exceptionally tough steel, manufactured in our own mills, they hold their cutting edge and temper longer than the ordinary saw. Simonds Cross-Cut Saws do not bind in the kerf.

Most lumbermen know that a Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber than other brands.

**SIMONDS CANADA SAW CO., LIMITED**

*"The Saw Makers"*

ST. REMI ST. AND ACORN AVE.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.

# Williams' Superior Drop-Forged Wrenches For Every Purpose

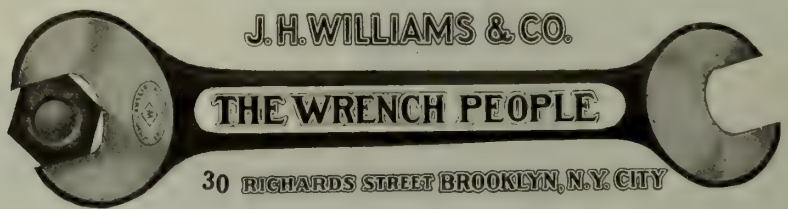
PURSUANT to our policy, inaugurated nearly half a century ago, of standardizing lines of Drop-Forged Wrenches, we have now developed some 40 patterns in about 1,000 sizes with openings running from 3/16 to 7-5/8 inches, for every purpose.

All are reliable, efficient tools, made of the best materials obtainable, and manufactured by methods developed and perfected through many years' experience.

We carry them Big and Little, Bent and Straight, Thick and Thin; something *Standard* for every recognized trade need.

Specify "Williams' Wrenches" or Tools when you order and get *Superior* quality.

Ask for Wrench Booklet.



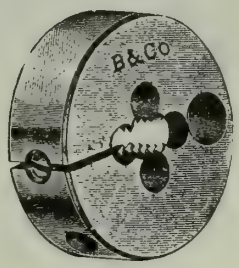

THE A. G. LOW CO., LTD., 30 PACIFIC AVE., SASKATOON, SASK.
Agents for Manitoba, Saskatchewan, British Columbia and Alberta.

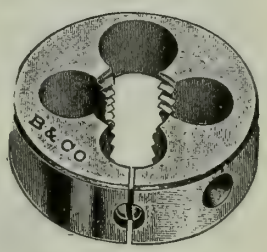


# Butterfield

## Carbon and High Speed

## Twist Drills
## Milling Cutters
## Reamers
## Taps
## Dies



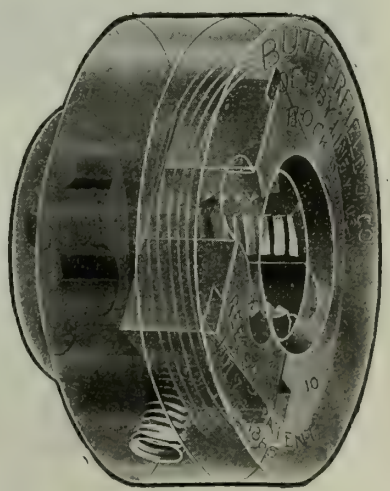




Butterfield Tools offer exceptional advantages to the dealer. Suppose you write us and let us show you how your business will be increased by the helpful policies and plans we pursue; let us tell you of new models that close sales; of our prices and discounts to the trade; about our policy of price maintenance; and of sales plans that have proved successful and will interest you.

Butterfield Tools give satisfaction to customers and profits to dealers. Let us prove it.

**Write for Catalog.**

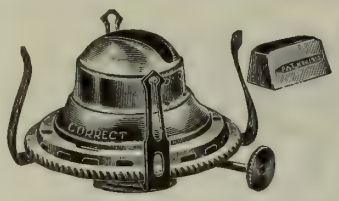




## Butterfield & Co., Inc.

**Rock Island**
**Quebec**






A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

(Flame Spreader Type)




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

**The Schultz Manufacturing Company**
LIMITED
HAMILTON, CANADA

***Give us your Wholesaler's name and we will send you a sample***



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**

# Kiddie-Kar For Quick Turnover




*A Year-Round Staple---Not a Novelty*
*A Winner For Christmas Trade*

## A Small Investment, Quick Turnover Proposition



Kiddie-Kar is offered at such low prices for the quality that it requires but a small investment to stock them.

Their sales have been so great and continue to increase so rapidly that greater and greater output has been necessary.

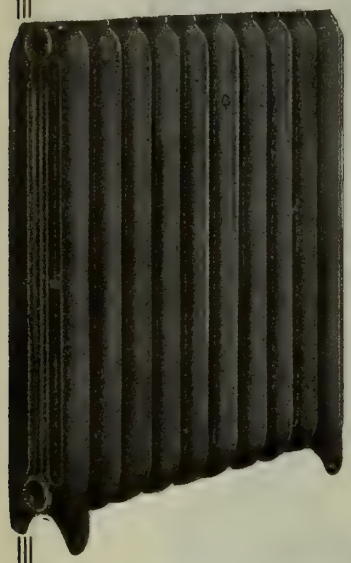
The margin of profit is generous so that the proposition as a whole represents an unusual opportunity to the dealer for a small investment with a quick, profitable turnover.

*"There is but ONE Kiddie-Kar"*

## Canadian K-K Company

**Limited**

**Elora, Ontario, Canada**



# SOVEREIGN RADIATORS

## Facts and Features About Their Superiority

Sovereign Radiators are built for service. They are made in a variety of sizes and attractive designs—conveniently suited to meet the demands of the area to be heated. Sovereign Radiators have absolutely tight and unleakable joints—large, smooth connections—ensuring an easy flow and regular distribution of water or steam, and having a large heating surface, they supply the fullest warmth-distributing capacity. That is part evidence that should go far towards convincing you that at all times you should specify and instal Sovereign Radiators (with the Sovereign Boiler) for your own as well as your customers' interests.

**We have an abundance of literature for your own information and the use of your prospective customer. Consult us about your particular requirements — we are always ready and willing to help you secure more business.**

## Taylor-Forbes Company, Limited

**General Offices** GUELPH, ONT. **Works and Foundries**

**Taylor-Forbes Branches:**
**Toronto**—1066-1088 King St. West.
**Montreal**—246 Craig Street West.
**Hamilton**—92 Delaware Avenue
**Vancouver**—1070 Homer Street.

**Taylor-Forbes Agents:**
**Halifax**—Guilford & Sons, Ltd.
**St. John**—W. H. Campbell.
**Quebec**—Mechanics' Supply Co.
**Ottawa**—Gerald Watkinson, 116 Flora St.
**Winnipeg**—Vulcan Iron Works.
**Calgary**—Canadian Western Mfg. & Supply Co.
**Regina, Sask.**—Engineers' & Plumbers' Supply Co.

# Keeps Hot THERMOS Keeps Cold

Every hardware dealer should have on display for the holiday trade our No. 1919 assortment of leading popular numbers. Packed complete with full window cards and cut-outs.

The assortment includes:

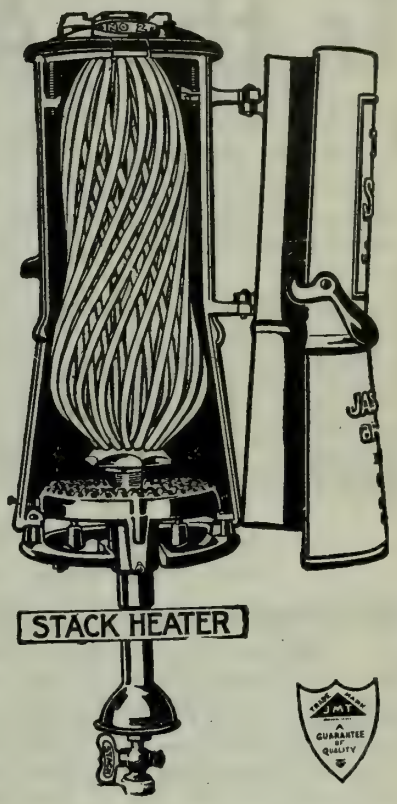
| BOTTLES | Each | KITS | |
|---|---|---|---|
| 2—No. 11, Pints, Retail | $2.25 | 1—No. 400 Kit, Retail | $4.25 |
| 1—No. 11, Quart, " | 4.00 | 1—No. 402 " " | 4.75 |
| 2—No. 14, Pints, " | 2.75 | 1—No. 396 " " | 4.25 |
| 1—No. 14, Quart, " | 4.50 | 1—No. 416 " " | 4.25 |
| 1—No. 15, Pint, " | 4.00 | Total retail $45.50. Dealers' price | |
| 1—No. 15, Quart, " | 5.50 | $30.70. 2%—30 days. | |

**Order to-day, direct or through your jobber's salesmen. Just say 1—1919 Thermos assortment.**

## THERMOS BOTTLE CO., LIMITED

**146 Wellington St. West - - - TORONTO**

# The Open Door of the STACK HEATER Always Convinces




When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

The fact that the Stack heats water in one minute makes sales for you.

**Send for a Stack Heater display card.**

**The James Morrison Brass Mfg. Co., Ltd.**

**93-97 Adelaide Street West - Toronto**

*Quality*

**Teach your Customers to Hang their Doors with**

# ALLITH HANGERS

**and Save Further Trouble**

*Service*

*Every Pair Guaranteed*

**Warehouse Door Hangers**—many different styles.
**Factory Door Hangers**—the serviceable kind.
**Garage Door Hangers**—the kind that sliderite.
**Fire Door Hangers,** sliding or swinging—labeled.

Look over your stock and order to-day. The dealer that has the Allith Hangers on his shelf is the man who makes the ready sale. Write us, we welcome your enquiries, large or small.

## SLATER & BARNARD, LIMITED

ALLITH MANUFACTURING CO. BRANCH

**HAMILTON - ONTATIO**

# Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here told by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

*The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:*

### X "Those Pesky Farmers Out West"

*By Hopkins Moorhouse, Author of "Deep Furrows"*

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

### X "Fifty Years in the West"

*By Professor W. T. Allison*

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

### "Further Discoveries of New Land"

*By Vilhjalmur Stefansson*

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

### X "The Banshee Bell"

*By Edith G. Bayne*

A bright love story laid in the mountains of British Columbia.

## *Other Splendid Features of October MacLean's*

### X "The Turmoil at Ottawa"

*By J. K. Munro*

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the politicial opportunists. It plucks many tail feathers from our party leaders.

### "Spanish Doubloons"

*By Camilla Kenyon*

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

### "The Airy Prince"

*By Arthur Beverley Baxter*

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

### "His Majesty's Well-Beloved"

*By Baroness Orczy*

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

### "Ebb and Flow"

*By C. W. Stephens*

A strong business story laid in the province of Quebec.

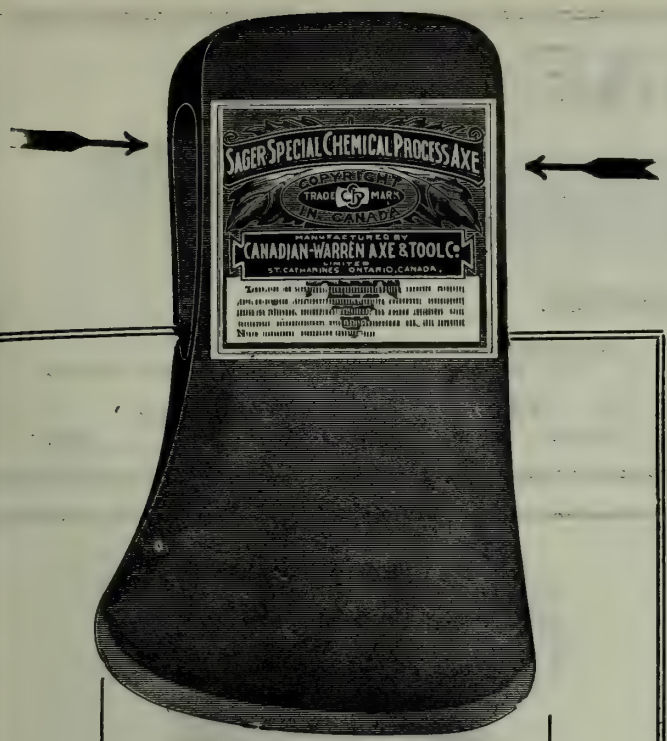
*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

## *OCTOBER ISSUE* *Now On Sale At All News Dealers* *20c*

**If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.**




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



Soo Line
Logging Tools

# Carry the Files that Sell best

A standard tool with a reputation for reliability means profit to dealer as well as to manufacturer. That is why it is in your interest to stock Famous Five Files.

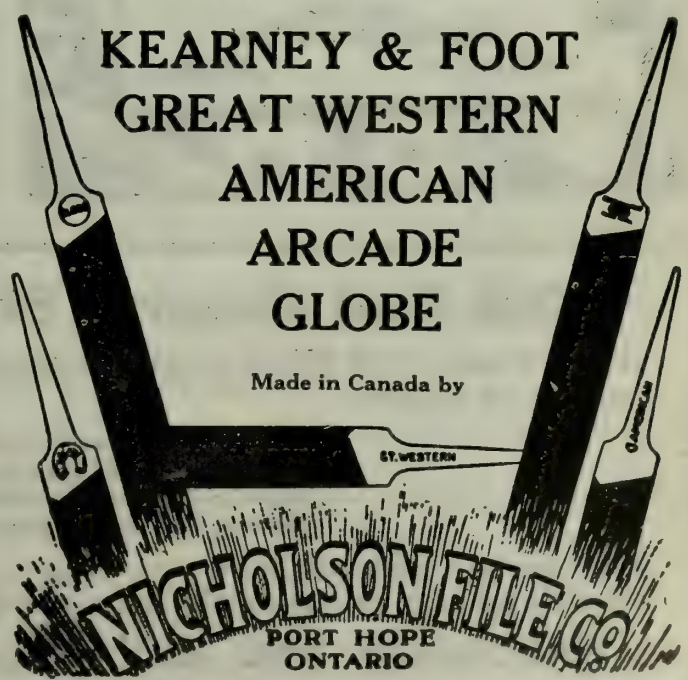
Their merits are known to workman and employer; and their reputation rests on half a century of leadership in their line.

Accurate grinding and cutting, scientific hardening, and rigid testing go into every one of the Famous Five Files.

They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by



# MAPLE LEAF SAWS




**THE PREMIER**

*The Premier Leads; others follow*
*Cresent Ground - Easy Running*
*Easily Fitted - Racer's Favorite*
*The Fastest Cutting Saw Made*

*Repeat Sales assured to every dealer*
*The Largest ALL CANADIAN Saw Manufacturers*

***Shurly-Dietrich Co., Ltd.***
*Ottawa Vancouver Galt*

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# Satinette

Wall Paper and Kalsomine Cleaner.




**A Perfect Package**
***Prevents Deterioration***

Satinette is sold in splendid, air-tight containers that prevent its drying out or going musty.

This much-needed preparation cleans wall paper, kalsomine, plaster and window shades, leaving a delightful, satiny finish.

**Satinette Furniture Polish**

finishes with a hard, dry lustre enhancing the beauty of the wood and accentuating the grain.

Ideal for use on automobile bodies because no dust adheres to surfaces where it has been used.

**Satinette Products Mfg. Co.**
**Toronto, Canada**

# Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

**"Many Businesses Wrecked by Details"**
**"How to Make Figure Facts Earn Profits"**
**"How to Measure the Value of Turnover"**
**"How to Get the Information the Customer Wants"**

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

**HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.**

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

***Hardware Exporters*** **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

## Walter Woods & Co.

**Hamilton and Winnipeg**

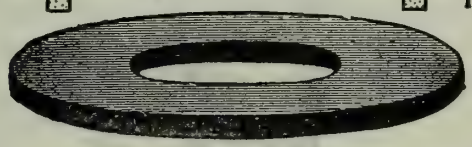
**Wrought and Steel Plate**

# WASHERS

**OF ALL DESCRIPTIONS**

**ROUND AND SQUARE**

**PLAIN OR GALVANIZED**

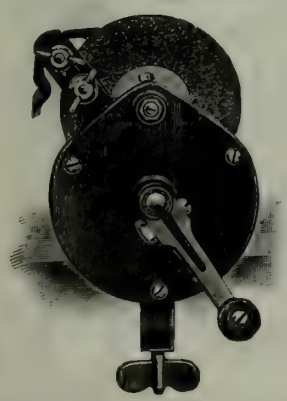


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**



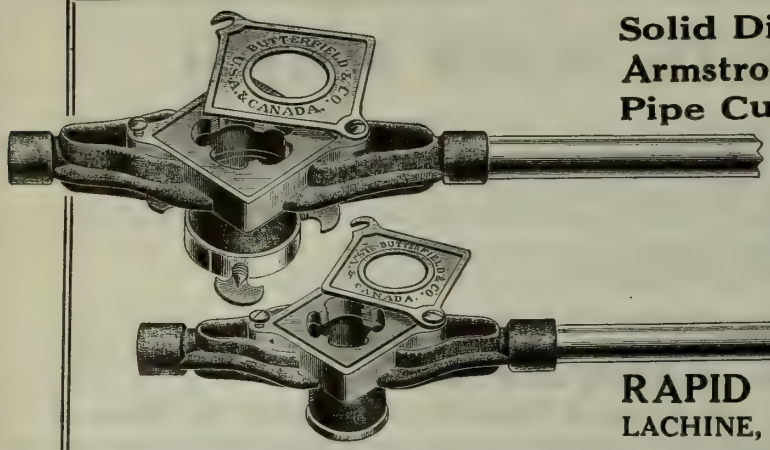
# Cool Kutter Grinders

## *Fill a Special Want*

They were placed on the market to supply the demand for a cheap grinder that's good, and they do. Best value ever offered to the trade. Wheels specially selected for cool, quick-cutting qualities.
Get Catalog No. 1. Write your jobber.

## Western Hardware Mfg. Co., Limited

**Milwaukee, Wisconsin**




**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

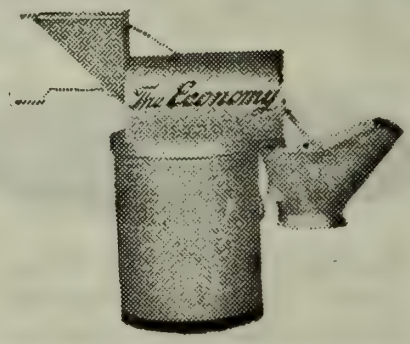
These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

**RAPID TOOL & MACHINE CO., LTD.**
LACHINE, QUE. Branch: IBERVILLE, QUE.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
37 St. Antoine Street, Montreal

# W. HARRIS & CO., Limited

MANUFACTURERS OF

# GLUES

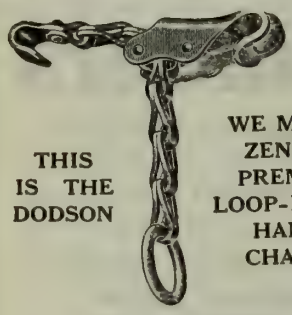
**Flake, Ground or Sheet**

*Importers of*

## POTATO STARCH
## CORN DEXTRINE

***Your inquires solicited, giving name of your wholesale dealer***

**W. HARRIS & CO., Limited**
994 Danforth Ave. TORONTO, Can.



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

**9 F**
LETTERS AND FIGURES

**THE USER WANTS THE BEST IN HARNESS GOODS TODAY**

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

**QUALITY, SERVICE, SATISFACTION, PROMPTNESS**

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

**NIAGARA FALLS METAL STAMPING WORKS**
Makers of Hardware Specialties
237-239 TENTH ST., NIAGARA FALLS, N.Y.




NIAGARA WROUGHT STEEL HARNESS SNAP

QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**

**ST. THOMAS . - ONTARIO**





# ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

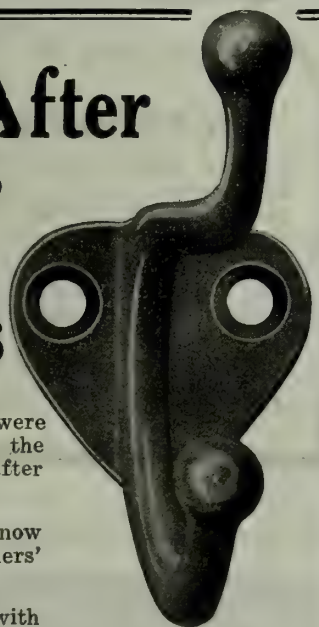
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**



# Those "After the War" Contracts



Many building contracts were entered into just prior to the war and postponed until after hostilities ceased.

These plans are reviving now and you will need builders' hardware.

We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**No. 142 Hook**
**Cast Brass**

**Ask for information**

**The Stratford Brass Company, Limited**
**Stratford, Ontario**



# Ash Sifting Season




## They're Looking For Them Now!

And the Samuel's Sifter is the kind they want and buy so quickly when they see it and learn of the many advantages.
Note the numerous selling points as shown in the cut.
This is a quick money-maker for you.

**J. Samuels**

**275 Queen St., W. Toronto**

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

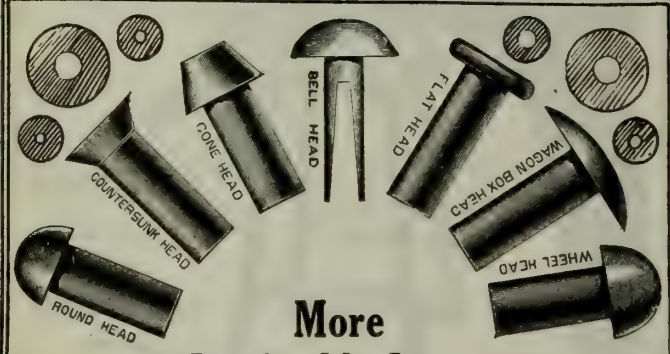
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.




## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

## The Parmenter & Bulloch Co.
LIMITED
Gananoque, Ontario

# VOL-PEEK



FIRST AID IN THE KITCHEN-

## IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

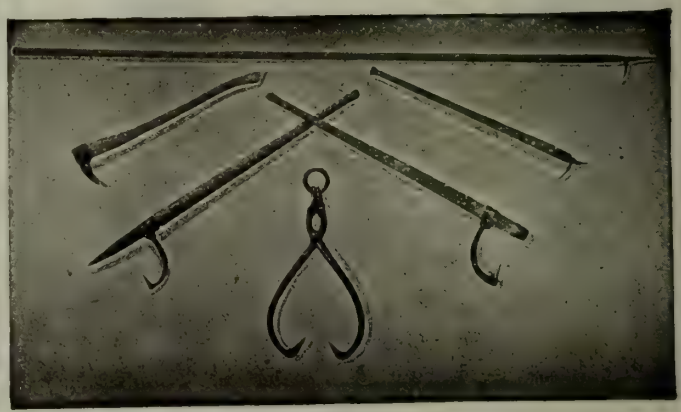
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

## THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

## GERMANTOWN LAMPBLACKS

**ENGLAND and AMERICA**

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

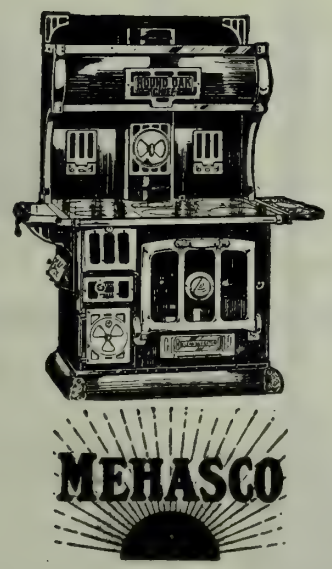
Suppliers of Bulk Blacks to the highest class Grinding Trade.

**THE L. MARTIN CO.**

**Montreal Toronto**
**Philadelphia New York**
**Winnipeg**
**London, Eng.**

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

# Round Oak Goods




HERE is another internationally advertised line of exceptional merit. This firm is one of the original manufacturers in the market putting all their efforts behind one range, one heater, one base burner and one furnace, and we feel that with their many years' experience they should be able to turn out a good article. They do not use scrap iron and for that reason get a material, which while a little higher in price, gives genuine satisfaction, and always brings back the neighbor as a customer as well as the one to whom you have made the sale. We carry a full stock of repairs and that feature recommends it. Since this firm started doing business in Canada many years ago there never has been a time when you could not get their repairs in a hurry. We would be glad to co-operate with you in any local advertising scheme you wish to put on. If you need any advertising matter write us.

**MERCHANTS HARDWARE SPECIALTIES**
LIMITED
CALGARY

MADE IN CANADA

# Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

**A. B. Jardine & Co.**
LIMITED
HESPELER, ONT.

Manufacturers OF

# WIRE

HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

**LAIDLAW BALE TIE COMPANY, Limited**
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England



# Perfection Sanitary Brushes

Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

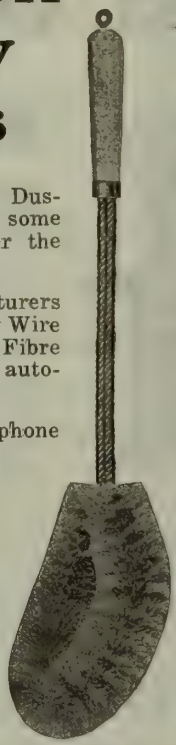
We are the original manufacturers in Canada of High-grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

For further information, 'phone Park 250, or write—



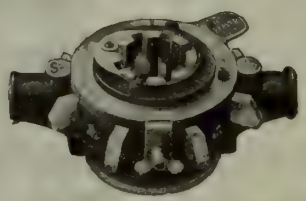
Radiator Brush No. 35.

**The Perfection Sanitary Brush Co.**
1118 Queen Street W.
Toronto



Lavatory Bowl Brush No. 2

# Constant Sales Increase

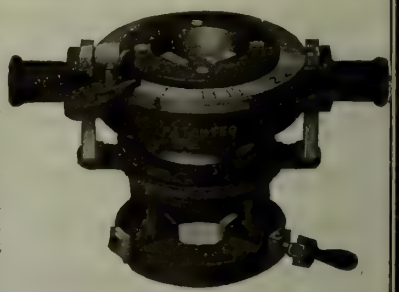


6 Beaverette to ¾ inch.

This efficient little die stock has been about 10 years on the market with constantly increasing sales.

The only tool that threads ¼, ⅜, ½ and ¾ without changing dies or bushings. Two sets of dies are operated by one handle.

Beaver 25 and 26 1 to 2" are alike except that 26 has ratchet attachment. They operate on the Beaver receding die principle—the further you thread the easier the labor. A man of ordinary strength can cut a 2-inch thread with one hand. Together these tools cut ¼ to 2-inch pipe without change of dies or bushings.



No. 25 Plain 1 to 2 inch.

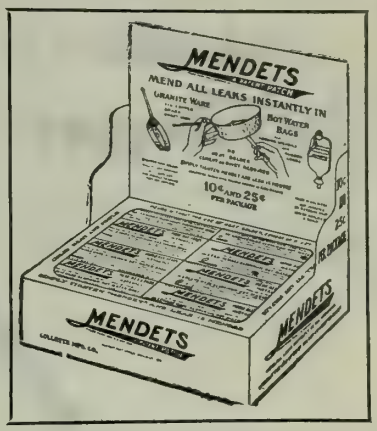
**Borden-Canadian Co.**
110 Church Street - Toronto

# MENDETS
A PATENT PATCH

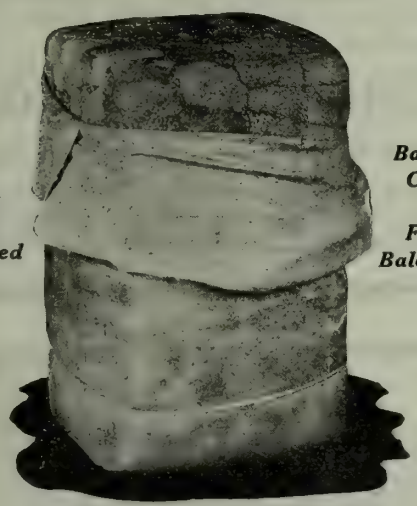
Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

**Collette Mfg. Company, Collingwood, Ontario**




# SPONGES
***(British and West Indian)***



***Highest Quality Unbleached***

***Bahama Cuban and Florida Bale Goods***

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

## Evans & Co., Limited
(Importers and Exporters)

**Coristine Building :: Montreal, Que**

# CANE'S Clothes Pins



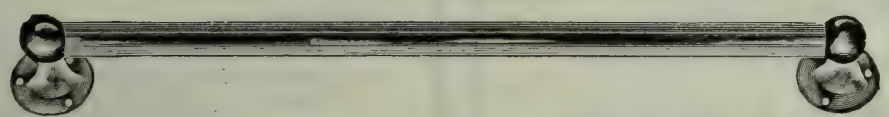
**NOT "Just Clothes Pins"**

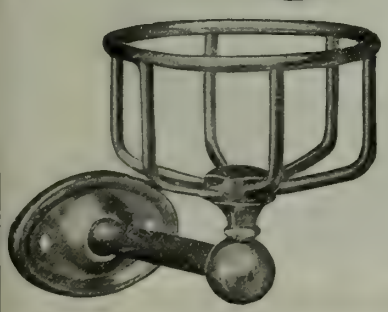
Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

**Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.**

**The Wm. CANE & SONS Co., Limited**
MANUFACTURERS
Newmarket Ontario





# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

## Sidewalk Ice Chopper

**Made just like a chisel**



### Sells On Sight

So different from the old style thin sheet steel chopper. It will pay you to put in a dozen or so anyway, for while they cost more they last a lifetime. They sure are fast sellers. Write for catalogue of our tools.

**The L. & I. J. White Co.**
55 Columbia St., Buffalo, N.Y.

Canadian Agents:
HARDWARE AGENCIES :: MONTREAL, QUE.

## TRADE MARK Red Devil Tools




### A Fast Selling Number

"Red Devil" Chain Drill No. 2018—a quality tool for mechanics who know that in the long run the best is the cheapest. Hardened steel ball bearings, improved Giant Universal Chuck, and adjustable **automatic** feed are some of its features.

We make other chain drills at various prices—a complete line to meet every requirement of work and purse. Write for catalogue.

**SMITH & HEMENWAY CO., Inc.**
**89 Coit Street Irvington, N.J.**

"Red Devil" is the expert mechanic's guide to known quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills and other Hand Tools all of a class with "Red Devil" Glass Cutters, the biggest seller in the world.

## P H
TRADE MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

## Ingersoll File Company Limited
INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors.

ASK YOUR JOBBER

IMPERIAL
TRADE MARK



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

We can help you to increase your sales. Write for catalogue and prices.

**Canadian Sales Representatives:**

**A. E. Hinds & Co.**, Galt Bldg., Winnipeg, Man.
**Mr. Alexander Gibb**, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
**The Triangle Co. of Canada, Ltd.**, Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.
**Williamsport, Pennsylvania**

# In High Class Lavatories

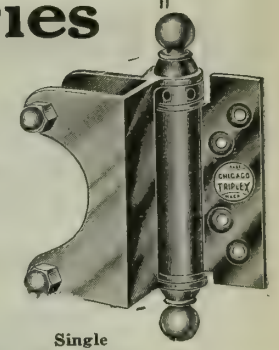
TRADE MARK
CHICAGO SPRING HINGES

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.

TRADE CSB CO MARK

**Chicago Spring Butt Company.**
CHICAGO NEW YORK
Send for Catalogue M36



Single Acting Type No. 2242

# The Service Value of a Glove

depends on both material and workmanship. We are equipped with the most modern machinery for glove-making. Also we have always before us the quality ideal, whereby we aim to retain the good-will of our Dealers. Tapatco Gloves are a profitable staple which knows no selling season. In demand all the year 'round, for all out-door and indoor work, they are recognized for their supreme quality—which ensures satisfaction to the wearer—and "repeats" for you.



TAPATCO
REGISTERED TRADE MARK
BRAND
GLOVES & MITTS

**The American Pad and Textile Company**
Chatham, Ontario

Tapacto Cotton Gloves are made in 3 weights and 3 styles:—Gauntlet, Knit Wrist and Plain Band Tops.

Jersey Gloves and Mitts in Tan, Oxford and Slate colors.

For Extra-heavy-wear, we recommend our leather-tip or leather-faced Gloves of Heavy Canton.



*QUALITY* *SERVICE*

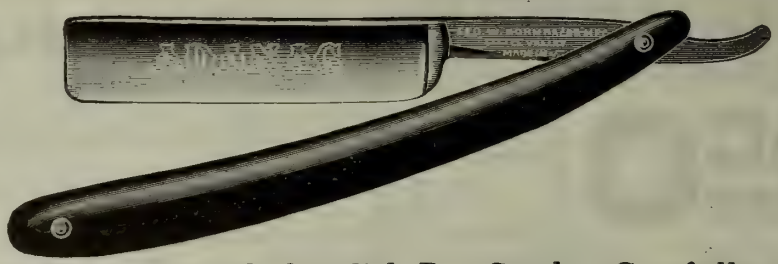
THE
**Barton-Netting Co.**
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

***OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY***

## A Reliable Razor for the User



## Guarantee for Every Razor

**Made from the finest Crucible Swedish Bar-Steel. Carefully tempered and concaved. Set ready for use.**

**GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.**

**Canada Office: 140 McGill Street, MONTREAL**

# TOWERS WATERPROOF CLOTHING

**"Takes the Wet Out of Rain"**

How is your stock of waterproof coats? Are you prepared to meet the heavy demand for Tower's Fish Brand products which will surely come with the rainy weather?

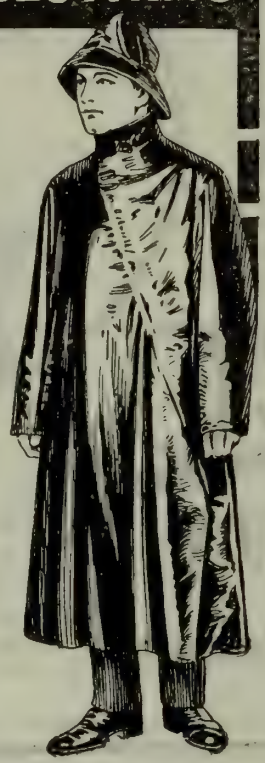
Don't waste your opportunities to make substantial profits—supply the demand. Get after the trade in your locality, and let them know you have these coats to sell.

Tower Fish Brand waterproof coats are ideal for all men doing outdoor work. They resist the severest weather and stand rough usage and hard wear.

**Order your stock at once. Particulars and prices can be obtained by writing to**

**TOWER CANADIAN LIMITED**

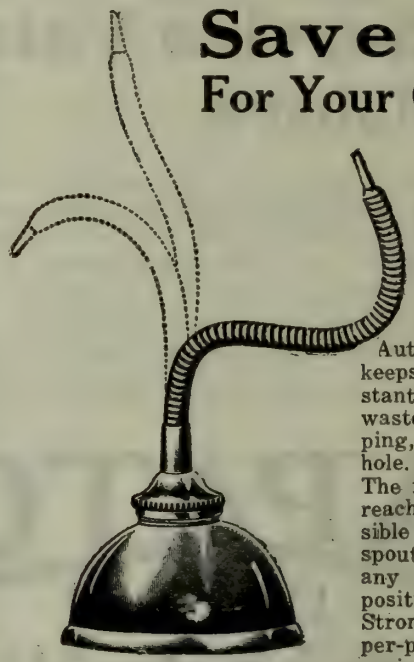
Toronto Halifax Vancouver



TOWER'S TRADE MARK FISH BRAND

# Save 50% For Your Customer

## The All-Way Oiler



**General Purpose Oiler**

Made with steel spring Bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. A 7" spout to each.

Automatic Cleaner keeps it ready for instant use. There is no waste of oil—no dripping, or missing the oil hole.

The flexible steel spout reaches almost inaccessible oil holes. The spout may be bent to any desired angle or position.

Strongly made of copper-plated steel in various sizes with a spring bottom. See the R. R. Oiler Funnel and Filler, the Oil Guns, also.

**All-Way Oiler Mfg. Company**

196 King Street West Toronto, Ontario




## You Can Recommend the Common-Sense, Popular-Priced

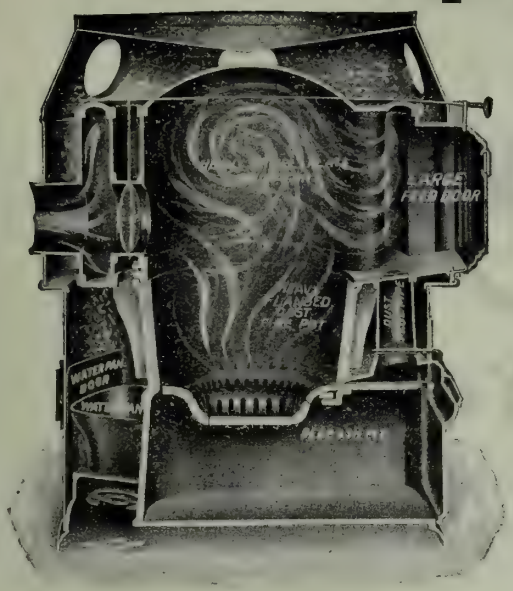
# BANNER ASH SIFTERS

***Eliminate Dust and Back-Breaking Shaking.***

**No better to offer your customers.**

**The Burrowes Manufacturing Co., Toronto**

# Turn Prospects Into Purchasers



FURNACES are not hard to sell if you have the right furnaces to sell. Point out the advantages of the

**NEW IDEA WARM AIR FURNACE**

and your prospects immediately become purchasers.

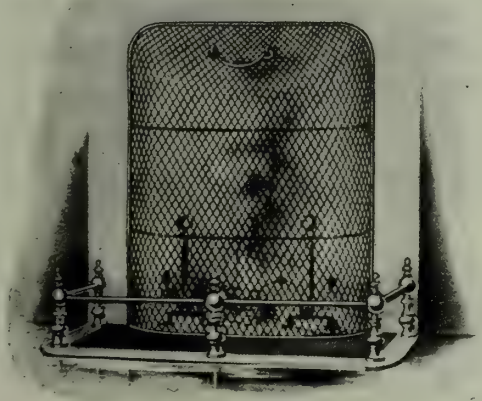
New Idea Warm Air Furnaces have more heating surface than any other make of furnace. The fire pot, one piece with deep flanges adds one-third more heating surface and is guaranteed for five years.

The New Idea Duplex Grates take care of any size clinkers and are easy to operate. The large Radiator gives greater surface than is found in other furnaces. New Idea Furnaces are made in seven sizes, each one guaranteed.

**Write for particulars regarding our agency proposition.**

**THE HAMILTON STOVE & HEATER CO., LIMITED**
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"



# Fire-place Screens
# Wire Balcony Guards
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
**for tool-rooms and stock-rooms**
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED
**WIRE WORKS: St. Henry, MONTREAL**

# The Biggest Gillette Season Yet




From now until the middle of January the aggressive Gillette dealer will make his Gillette Safety Razor sales mount up beyond all records.

While the need for economy will not be quite so urgent this year and Christmas shopping will reach a new high mark, the trend will be towards useful gifts. The Gillette dealer could ask for no better combination of circumstances.

The Gillette Safety Razor Company will help you to make the most of the opportunity.

## Are You Receiving the Dealer Helps?

Write, if you are not receiving the window and counter business-bringers. NOW is the time to prepare so that not one of the many avenues through which live dealers interest possible buyers in their community will be neglected. The Christmas advertising for the Gillette Safety Razor will shortly commence. Newspapers, magazines, and billboards will carry an urgent message to the people all over Canada. Then it is up to the dealers themselves to say who shall profit most by the demand created.

It is going to be the biggest GILLETTE season yet. Have you made a definite plan to get your share of the business?

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

**THE GILETTE SAFETY RAZOR CO.**
**OF CANADA, LIMITED**

**65-73 St. Alexander Street - - Montreal**

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, OCTOBER 18, 1919 No. 42

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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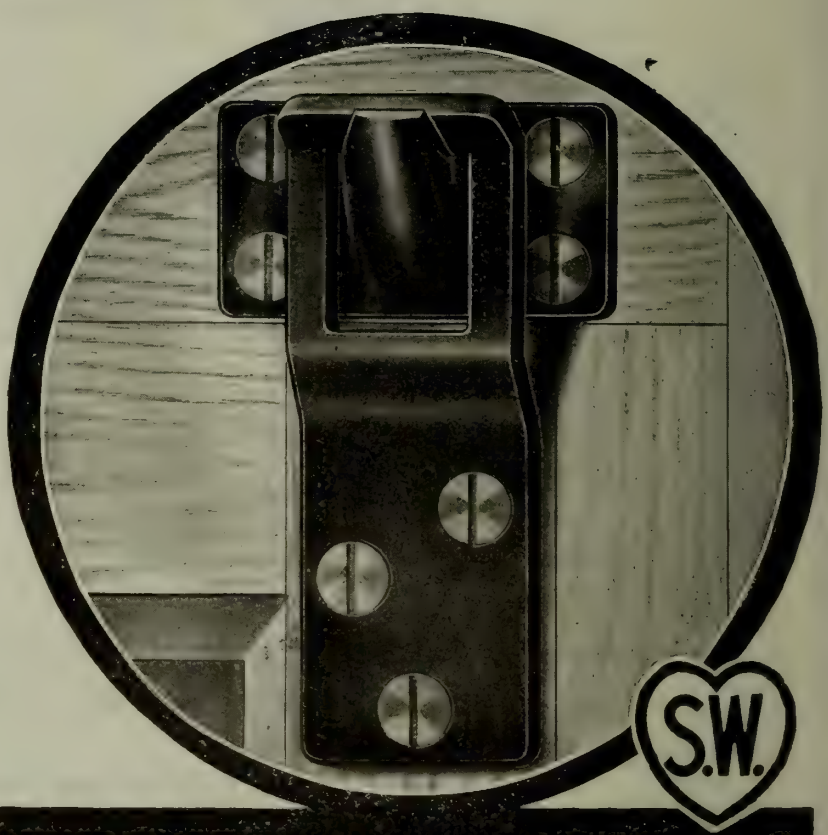
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# Helping You Sell MORE

Your sales of Stanley Storm Sash Hardware will be increased by our advertising this fall in the leading national magazines and farm papers.

If, when you show customers the storm sash hardware you carry, you are able to say it is Stanley's, they will remember having read about it somewhere. They will accept it with the feeling that you are giving them the best of its kind. No matter what it is you sell a customer the important thing is that they leave your store with this feeling about the goods you carry.

This is why our advertising will not only help you sell more Stanley Storm Sash Hardware, but it will also help your sales in other lines, and this is the reason why you should stock up at once in anticipation of this advertising.




**THE STANLEY WORKS**
**New Britain, Conn.**

*Canadian Representative:*
**A. MACFARLANE & CO., LTD.**
**Coristine Building, Montreal**

# STANLEY
## STORM SASH
# HARDWARE

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, OCTOBER 18, 1919 No. 42

# Form Selling Plan---Then Develop It

## Creating Confidence a First Necessity—Then Customer Will Take Merchant's Advice —The Plans of L. J. St. Pere, of Montreal, Have Borne Success

Based on an interview by A. H. ILLSEY, of HARDWARE AND METAL, with L. J. ST. PERE, of Montreal.

"IF you haven't the goods you cannot sell them."

In that small sentence a very strong argument in favor of carrying a comprehensive stock was summed up by L. J. St. Pere, hardware merchant of 2117 Ontario Street East, Montreal, when discussing merchandising with HARDWARE AND METAL. And to sustain this contention the writer was supplied with evidence on every hand of the practical manner in which this merchant carries out his own convictions; there was the stock to support his argument.

Mr. St. Pere has been in business for nine years at the above location. His story is one of progress, each year adding its proportionate increase of turnover. Each year, too, new methods have been decided upon and new plans developed, so that the owner has the present satisfaction of directing a well-balanced and well-planned enterprise. Ever on the alert for new methods; ever on hand to supervise the carrying out of his plans, the owner looks forward with confidence and his confidence is sustained.

### Dividing Clerk's Duties

Realizing the importance of the multitudinous duties required in keeping a stock in orderly neatness, Mr. St. Pere has assigned various work to his 4 salesmen. For instance, one will be required, in addition to his attentions paid customers, to keep the dust from goods on display in the windows. Another will have the care of the shelving containing sampled drawers (and of which there are 600), and so on, with other departments. Incidentally, HARDWARE AND METAL queried Mr. St. Pere as to how




*Note the decided neatness of boxes, carefully sampled, and the splendid showing of paints, varnishes and stains. Features brought out in the illustration are :—(1) the unique "rack" for sampling various electric bulbs and which readily sell themselves the smal chain attached to each socket revealing to customer the power secured from each lamp; (2) the general inviting appearance of the whole store; (3) convenient location for cash register to save salesmen's steps; (4) conveniently located seats for patrons.*

these boxes and the samples used on them were kept in so attractive a manner, so free from dust. It was, he replied, this constant care in going over stock, and which is exercised daily. The appearance of all the shelving, the counters and other display sections of the store commend this plan as a very satisfactory one. To all customers it must be pleasing and refreshing to enter a store where goods that are examined are free from dust and ready for purchase.

Another clerk will be assigned to wash the windows of the store. These are washed frequently, hose being attached to the small hydrant placed conveniently for quick service. As Mr. St. Pere pointed out, "customers will come to look into a window that is clean while they will not if it is dirty and not attractive."

**Bought 115 Electric Irons**

The St. Pere stock is governed by the probable demand of the neighborhood which it serves, in part. But its energetic owner also sees an opportunity for cultivating the taste of his patrons for goods other than those which they would purchase of their own volition. To this end he has bought heavily sometimes, of electrical goods.

"The last time I bought electric irons my order was for 115. The firm I bought these from laughed and thought I was making a mistake. Here are the few I have left." And thus describing this purchase, Mr. St. Pere pointed to a little pile of irons in the original boxes —most of them, and less than a round dozen of them left. That purchase was made this spring—it has taken much less than six months to sell the 100 already disposed of.

**Have Sold Well**

Flashlights, too, have sold well and are in popular demand. Of these, the pocket sizes are the bigger sellers. They are displayed well to the front—right at the entrance to the store.

One of the remarkably frequent sellers is that of electric vacuum cleaners. "When we sold these at $50 each they were sold well. Now the price is $70 and still we are selling them. We have sold three or four of these at the higher price. You cannot sell the goods if you haven't got them, and you can't sell cheap goods as well as the better."

Fifteen cases of electric bulbs were purchased and sold this year, and the better grade are stocked and sell without trouble.

**Paints and Brushes**

The paint sales have been larger this year than for a long while. This department is a really excellent one. The store depth is seventy feet. Nearly half of this space—on the hardware side of the store, is occupied by the paint stock. It is so well arranged in the specially-proportioned shelving as to demand the attention of every customer. With the incessant care taken by the salesman, and already referred to in a preceding paragraph, all cans are in orderly and neat position. The depth of the shelves is such as to accommodate the half-pint, pint, pint and quart tins so that there is little spare space. This makes for a conservation of valuable room as well as for the enhancement of appearance in the general scheme of display. Altogether, the stains, mixed paints and specialties occupying this department, are of great variety and make up a decidedly comprehensive stock.

**Getting the Business**

"Our invoices were for $840 worth of brushes this year, all kinds," said Mr. St. Pere. Here, again, is vividly borne out the main contention set forth at the beginning—"if you haven't the goods you cannot sell them."

The brush stock is carried in cases near the front. These cases have glass sliding doors and the original boxes hold the stock until it is sold out. No dust can get in to destroy, in any way, the value of the hundreds of brushes carried. Kalsomine brushes are carried to the retail value of $13, and these are usually purchased by the painters, many of whom are numbered in the store's customer list.

*FEATURES OF THE ST. PERE STORE*

1—*Aims to educate customer for high-grade goods.*

2—*Assigns special duties to each clerk.*

3—*Windows cleaned and shelving and boxes dusted daily.*

4—*Believes in best store and office equipment.*

5—*Cultivates trade of bigger institutions.*

6—*Unique storage for wallpaper.*

7—*Goes after electrical goods trade strong.*

8—*Will instal adding machine and auto delivery truck.*

9—*Sells odd-size glass by pound.*

**Caters to 42 Institutions**

The incident regarding the large sale of electric irons prompted HARDWARE AND METAL to ask, "Where do you sell so many goods?"

"We have 42 schools, convents and other institutions that we sell to, and these people buy all their hardware needs from us," was the reply of Mr. St. Pere.

This wide connection was secured through careful attention to orders. The proprietor also believed in using his own personality and in enlarging upon his acquaintances. In other words, one of the best advertisements a merchant can use is that of getting out among the people of his own district; it is a great opportunity that should be improved.

**Follows It Up**

In addition to many other considerations, Mr. St. Pere has always been able to look after a sale and follow it up with satisfaction to the buyer. For instance, a large trade is done in gas stoves. Twenty-two of the larger style were sold during the past season and 38 smaller ones. These have to be connected up. Two men look after work of this nature, and the average charge made is about $2.50. This is slightly less than the charge of those who are called in to do this work in the regular way. Customers appreciate the little difference of fifty cents.

**Electrical Wiring Done**

An interesting development has been made in the matter of electric lamp and fixture selling. Four men are employed during part of the season. This is in the late summer and fall, just when there will be ample work to keep these men busy. They are paid good wages and the firm plans to charge a moderate advance, per hour, over and above the prices paid these electricians. A great deal of wiring was done during the past season—about $2,000 worth. When the season slackens and the activity lessens, these men are dispensed with. The shop is always available, so that if these men are again needed, or other men, they can always be accommodated with tools, and a place in which to prepare their work.

**Plumbing Business**

Some attention is paid plumbing, too. At present two men are employed. This is profitable. Not only so, it affords another close connecting link with the customer. How many there are who would be glad to leave an order with the hardware man for a little plumbing work. Mr. St. Pere can attend to this on short notice. He charges for the work by the hour—a moderate advance over what is paid the men. There are many little jobs throughout the season, and the idea is to not seek too much work, but just what two or three men can handle profitably.

**Wallpaper and Glass Sales**

The sales of wallpaper dovetail well with those of paints and varnishes. Mr. St. Pere carries a stock of 100 patterns. His arrangement is simple and effective, panels being carried in a movable rack which is placed on the floor of the store. These are of the swinging kind and the buyer can readily see the effect to be had with a certain paper and border. Racks are used for the papers on the side of store opposite the hardware shelving and are easy of access.

In carrying surplus stock one of the best arrangements yet seen by HARDWARE AND METAL is employed.

**In the Basement**

A space is set aside in the centre of the capacious basement, which has a

splendid cement floor, and accommodating height. This space is about 12 feet long and between five and six wide. It is enclosed with beaver board right to the ceiling, and two sections of shelving, one on either side, are provided and these sectioned off to carry the various papers and the accompanying border. In this way, the small space contains 100 different lots of excess stock paper—50 patterns on either side. The advantages to be derived are those of eliminating completely, all dust and dirt; excluding the light; keeping the excess stock in the best of order and neatness, and affording prompt access.

An electric light is used, a single bulb being suspended from the ceiling. In order to prevent the consumption of light when the clerk has left the room, a small panel of common glass has been inserted in the side wall nearest the stairway. It the switch had not been turned off the light would readily be observed and waste prevented.

### Glass by the Pound

In every hardware store there is bound to be breakage of window glass. This comes from handling, and it may also happen that an odd case opens up in bad order. This broken glass is cut down, without delay—preventing accumulation of odd, jagged sizes in the racks—to a width of six inches. It does not matter what the lengths are, for this glass is now disposed of to farmers who are glad to get it for repairs around the barns, sheds, chicken coops, etc. A charge of four cents per pound is made for this odd-size glass, and at this rate there is no delay in figuring out prices. In addition to this, Mr. St. Pere states that the returns from sales at htis price yield a little profit. It is one of the ways that have been successful here, of preventing waste and plugging a leak that has become a big one in many stores.

### Rack is Compact

The glass rack is compact, takes up but little space, and in its location at the extreme back of the store, is easily reached when a sheet of glass is wanted. A marble slab is used for laying the glass on preparatory to cutting, and an electric lamp is suspended immediately above to impart a flood of light on the whole surface. Fully one hundred sizes of glass can be accommodated in the rack.

In addition to other appointments that save time and muss, a receiving room has been arranged at the rear of the store, and here goods are unpacked. It prevents accumulation of packing and packing material from time to time.

Hot water is used is the heating medium and this ensures a comfortable store in all severe weathers. Four clerks are employed and one delivery rig is ample at present. Later, and perhaps within the next few months, it is proposed to instal a delivery truck.

### Office Arrangements

Mr. St. Pere is not only an advocate of careful reading of trade papers, and other literature bearing on his business, but he engages in extensive reading of this kind himself. He has found it pays. The merchant who remarks: "I am too busy—have no time for reading," is standing in his own light. Far better to be the "managing director" of one's business, so to speak, engaging moderate cost help to perform the work the proprietor would often do himself and spend the time in research through close reading of a good trade paper. That's the policy of many successful "big" men, and "big" men had to begin in a small way, once. Mr. St. Pere also buys and reads various books bearing on business methods, etc.

### Office Is Complete

The office arrangements are complete. and would do credit to a much larger business. The space assigned for the lady bookkeeper is not extensive, but every foot is used to the best purpose. A neat, small typewriter desk, a safe of ample size, the proprietor's desk and enough space to accommodate an adding machine (which Mr. St. Pere expects to instal within the next six months), besides the required room for supplies is here afforded. For dark days an electric light may be used to brighten up the desks.

In the store, and near the centre of the floor, the large cash register used has proven a very useful help in accommodating the handling of all money. And while some credit trade is done, Mr. St. Pere stated that he carried only about $1,200 on his books.




*WHY NOT USE THE STORE'S BEST ASSET?*

*There is no direct outlay for one's windows and they ought, therefore, to afford all merchants a great opportunity in pulling trade. This display of L. J. St. Pere, 2117 Ontario St. East, Montreal, conveys a splendid impression of the effectiveness of well-arranged windows. Make them attractive and seasonable, keep them clean and the glass shining, and they will have admirers as Mr. St. Pere says. In this instance it would appear that the traffic was temporarily held back while the photographer secured his picture, for there is an air of "come-in-ness" about this store, and the police, while serving a good purpose in many ways, are not engaged in preventing customers entering this store. The latch-string's always out.*

## BRIGHT OUTLOOK IN BRITISH COLUMBIA

F. R. Murray, president and manager of the F. R. Murray Company, Limited, Vancouver, Canada, was a visitor at HARDWARE AND METAL'S Toronto office during the week. Mr. Murray is on a visit to New York and other Eastern points calling upon manufacturers. Referring to his own company, Mr. Murray stated that it is their intention to greatly expand their business in the near future with the addition of many lines of household hardware specialties. Mr. Murray states that business is splendid in British Columbia at the present time and that the future outlook is exceedingly optimistic. A large amount of building is going on in British Columbia at the present time, particularly small homes and bungalows.

## TO BOOST SALE OF CANADIAN PRODUCTS

The International Corporation of Canada, with head offices at 112 St. Francois Xavier street, Montreal, and incorporated with a $2,000,000 capitalization, plan to exploit foreign markets, aims to make "Canadian-Made" manufactured products one of their big lines. It will be the policy of this corporation, it is pointed out, to co-operate with manufacturers in expanding Canada's trade abroad. At the moment the names of the directors are not available. The name of Henry B. Thomson, late Canadian Food Controller, and at present associated with the Canadian Trade Mission in London, is associated with the above Corporation and it may be that he will be assigned an executive appointment.

# N.B. Merchants Convene at Moncton

## Interesting Sessions in Which the Board of Commerce Comes in for Much Unfavorable Attention—Dominion President Urges "Get-Together" Spirit.

MONCTON, N.B.—The fifth annual convention of the New Brunswick Retail Merchants' Association, held this week in Moncton with a closing banquet in St. John, was regarded as being the most successful gathering of its kind yet conducted by the members. Included among those at the meetings were: J. A. Banfield, Winnipeg, Dominion president; E. M. Trowern, Ottawa, Dominion secretary, and W. M. Banfield, Toronto. Speeches of different members indicated much dissatisfaction with the work of the Dominion Board of Commerce which they said "would not be improved until competent commercial men were given representation in its dealings." A resolution was passed to this effect.

The delegates were welcomed by the retiring president, A. O. Skinner, of St. John, N.B.; his Worship, Mayor Price, of Moncton; H. S. Bell, president of the Moncton Board of Trade, and R. P. Dickson for the Moncton Branch of the R. M. A. Mr. Skinner referred to the high cost of living and to profiteering, and said that the Retail Merchants' Association should condemn this practice through the press.

### Condemns Methods of Board of Commerce

J. A. Banfield gave a forceful address in which he complimented the New Brunswick branch upon its work. He emphasized the need of honest dealings. "Service is satisfaction," he said, "and if followed up will mean success. Don't knock. Don't try to cover up knowledge. The R.M.A. has no need to do that. It stands for honest weights and measure, no misrepresentation of goods bought and sold, no false advertising, and to help others." With its estimated one thousand members the association, working in the right channels, could do a vast amount of good for Canada. Mr. Banfield criticized the work of the Dominion Board of Commerce, stating that those probing the cost of living should be men with practical business experience. Business men as well as labor should be represented on Government commissions. He thought that Mr. O'Connor had no right to go on a "rambling commission," taking the position that at least two members of the board should sit at every hearing.

Mr.Trowern was heard to advantage in an address dealing with similar matters. Later, at the banquet in St. John, he said that the convention had been a distinct success and that the R. M. A. was merely on the threshold of its work. All retailers should join it as it had proved of such a benefit to those who belonged. "Get to know one another better," he said, "and help educate the people in the proper channels. The association needs support and must get it from all its members."

He and the secretary of the provincial organization, Miss Frances P. Alward, of St. John, who was re-elected, were warmly complimented upon their good work in the interests of the R. M. A.

A committee was appointed to inquire into the matter of a fire insurance department similar to that of the Saskatchewan branch.

A resolution was passed favoring Thanksgiving Day as a permanent day for the celebration of peace, and that it and Armistice Day be observed on Monday.

### Ask Dominion Board Literature

The question of educating the public to the importance of the retail merchant in any community was urged in a resolution asking the Dominion Board to supply to the branches literature in the nature of bulletins to be placed in the parcels of customers, explaining this matter.

### Parcel Post Methods Condemned

A condemnation of the parcels post system was voiced in another resolution passed, and also of the manner in which the Dominion Board of Commerce was conducting its enquiry into the cost of living. This resolution said the enquiry was not producing the results intended, and advocated that the board be placed under the direction of competent business men. A special committee was appointed to consider the matter of adding certain features to the credit reporting department with an idea of improving this end.

### The Banquet

Prior to the banquet in St. John the executive held a brief meeting at which, among other matters discussed, were the early closing act and its application to rural communities. This was left to the incoming legislation committee to deal with. The banquet proved a splendid success, being enjoyable, entertaining, and educative. F. W. Daniel presided, and made a neat address in which he said that never in Canadian history was there a time in which the R. M. A. was meeting such conditions as existed today. There had been a great inspiration to all who had attended the convention because of the spirit prevailing and the manner in which the sessions in Moncton had been conducted. He wished the newly elected president all success, and said he had been glad that the association had been able to come to St. John to close its meeting.

His Worship Mayor Hayes addressed the gathering, expressing his pleasure at being present, and extending a hearty welcome. R. B. Emerson, president of the Board of Trade, was also heard in an address of welcome, and promised the association any aid which the body he represented could give to its work.

### 57 Questions to Present to Legislature

In reply to the toast of the visitors, J. A. Banfield was heard in an able speech. He said that the R. M. A. was a body which would care for the trials and tribulations of retail merchants and lay them before the powers at Ottawa. There were fifty-seven subjects for settlement affecting the R. M. A. to be taken up at Ottawa. The question seemed to be whether the retailer was to be allowed to run his business or to be told by outsiders what he must do to run it. "Never mind your prices—we'll regulate them"—this was the cry being given to retailers in Canada, and their response should be: "Here are my keys; you run my business, but I'll hold you responsible."

### The Question of Sugar

Referring to the question of sugar, Mr. Banfield read a letter which he and Mr. Trowern had sent in protest, saying that the retail merchants thought they were not receiving proper consideration. The refiner was allowed 40 cents, the wholesaler five per cent., but the retailer was given one cent. Then came the Kavanaugh case, where a respectable retail dealer was prosecuted. "Someone had to be made the goat, and I suppose this firm was elected," said Mr. Banfield. Touching on the milk situation he said that despite the action

(Continued on page 77)

**OFFICERS OF N.B. RETAIL MERCHANTS' ASSOCIATION**

**Prsident—Percy L. Higgins, Moncton.**

**Vice-President—F. W. Daniel, St. John.**

**2nd Vice-President—W. G. Dewolfe, St. Stephen.**

**Treasurer—Allan A. McIntyre, St. John.**

**Provincial Auditor—H. W. Rising, St. John.**

**Provincial Secretary—Miss Alward.**

**The advisory committee appointed by the Association for the coming year consists of Wm. Hawker, P. M. Rising, J. H. Vaughan, T. F. Drummie, G. M. Ross, T. A. Armour, A. N. McLean, A. E. Everett, C. H. Burtt, J. J. Weddall, R. P. Dickson. G. E. Ford, T. P. Price, Robert Strain, James Staples, H. E. Buck, L. W. Smith, A. E. McSweeney, S. E. Fisher, A. Skeene, J. P. McBay, W. Jennings, J. T. Carr, F. S. Creed, A. Archibald, and R. G. Innis.**

# Seasonable Window Suggestions



*Weddings are unusually numerous this fall and a window display like the above offers splendid suggestions for those who are looking for suitable and serviceable gifts. Some dealers in arranging their displays combine cut glass and silverware and the combination is a very attractive one and a good business producer.*



*Thousands of men will be off to the woods in the next few weeks and window displays picturing camps and showing the guns and supplies needed will bring in business. Displays of this kind are not hard to arrange and carry a real "pull" to the hunters.*

# Prosperous Towns Mean a Prosperous Canada

By E. M. Trowern, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa

THERE are very few people in Canada who have not heard the argument used, that in order to pay our national debt we must produce more goods, whether they are from the forest, the mine, the field or the sea, The object is to exchange these goods for other goods that we require, but which we cannot produce. The more goods, therefore, that Canada can produce the richer she becomes, and the richer that she becomes the better business place it is for those who live here. If the above argument is sound for Canada as a whole it should also be sound for any part of Canada.

### Makes for Progress

Competition among nations is the strongest incentive toward progress. The Canadian people are proud of Canada becuse of the ideals she has set up, and she is, therefore, proud of her flag and proud of her race. This is the incentive for higher development. To build up Canada we must do as all sane men would do in their own private business; they must build up their treasury, and so we must build up the Canadian Treasury. Hundreds of millions of dollars in the treasury of any foreign country are of no use to the Canadian Treasury unless we can get some of it by exchanging our products for it.

### Would Become Dormant

If the world was one great commonwealth and there was only one treasury, we would become dormant through want of competition, and we would beome lost through enormity. Competition is the mainspring that forces us on toward higher ideals. This is true in every position in life. The citizens of every city, if they are happy and contented, take a pride in their surroundings. They want their city to be the best in Canada, and they strive toward that end. This produces a healthy rivalry, and so it is with the towns and villages of Canada.

### Variety and Style

Follow the argument a little further, and competition among the citizens for better homes produces a variety and style that lends a charm to life, and which could not be found where every house was built after the same plan and of the same style of architecture. If legitimate competition, therefore, is an advantageous incentive among ntionsa, cities, towns, villages and individuals, it must be encouraged and not destroyed, providing it receives no special privileges and does not undertake to take advantage of its position.

### Goes Hand in Hand

Wherever there is prosperity there is usually progress. Prosperity is not always represented in dollars and cents. If it were so and all the dollars and cents in Canada got into the hands of two people, no one could say that Canada's prosperity was impaired if the amount this year remained the same as last year, or was somewhat greater, but if this condition was produced we would begin to see evidences of lack of prosperity all around us.

### How About This?

In making a survey of all the towns and villages throughout Canada, can anyone say that they see great evidences of prosperity? Can they see more stores being built or new additions to old ones? Is there more paint used than formerly on the store fronts? Are the stocks doubling up or keeping pace with the population? Is there a general appearance of prosperity all around? Are there more and better pavements, better fire-fighting appliances,, more contented civic employees, better paid public school teachers, etc.? If not, why not? Could it be because of the lack of pride in the town or village? Is the money that is paid to the farmers or producers passing through the town or village and circulating so that all engaged therein can have an opportunity of being rewarded for their services, or is the money going direct to one or two large mail order houses hundreds of miles away, and starving the trade of the town?

### Reduce Its Power

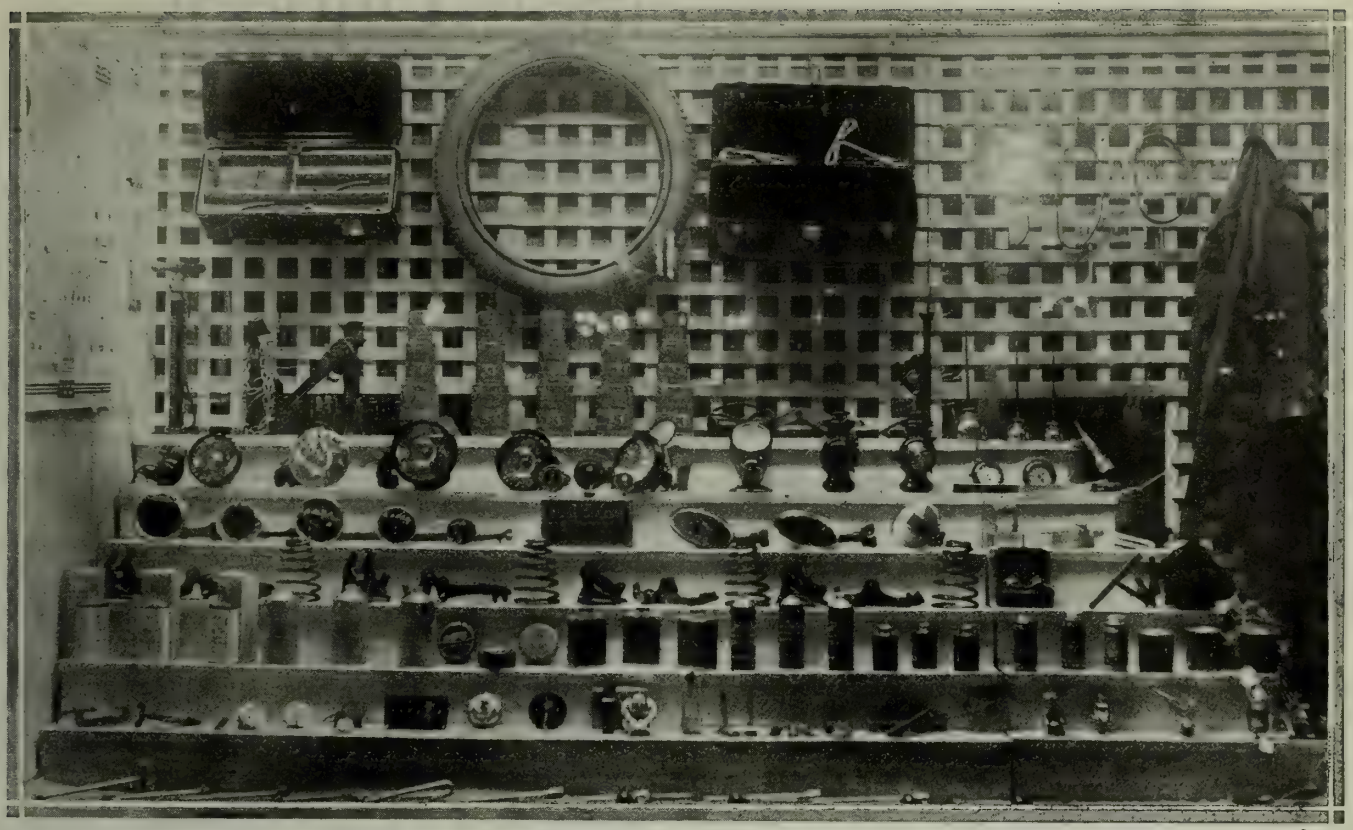
Take the actual trade and business out of a town and you reduce its power to pay taxes. Taxes can only be paid by those who have money to pay them. Mendicants and beggars never pay taxes. Every retail merchant who has a store in a town should make it a rigid rule to buy all the things he requires from his fellow retail merchants in the town. If the goods you want are not in stock, leave your order and encourage your fellow retail merchant to stock them. If retail merchants themselves patronize and encourage mail order catalogue houses, how can they complain if others do the same thing?

### Keep It At Home

If you want your town to thrive you must keep your money in local circulation. You must constitute yourself a town booster. Canada's continued prosperity depends upon her live, up-to-date towns. It is far better to have eight million happy and contented people in Canada, all having enough work to keep them busy and sufficient salaries to enable them to lay something away for a rainy day, than it is to have thousands out of employment, thousands receiving starvation wages, thousands in the poor houses, and a few living in luxury and abundance. The more active, energetic towns that we have the more equitable will be the distribution of wealth.

### Vital To Our Future

Canada's future depends upon the prosperity of her towns and villages. If the towns and villages of Canada decline, Canada will also decline. If you want your town to die, take your money out of circulation and send it away to a mail order house. If you want a thriving, up-to-date place where the people love to congregate, be a town booster; take an interest in the stores in your town; encourage those who keep clean, comfortable hotels, where commercial travellers can stay with comfort and obtain good meals. If you have a local paper, weekly or daily, subscribe to it, and if you are a merchant or a manufacturer advertise in it and see that the proprietor keeps everlastingly boosting your town. If it is worth living in it is worth boosting; if it is not worth living in we would advise you to move out as quickly as possible and give place to better men.



*The shelf or step plan of displaying goods often enables a merchant to show a big variety of small articles to advantage. Note how the background helps the above display. Don't forget price cards in arranging your window displays.*

# Farmer's First Buy is an Automobile

## That is Why Auto Manufacturers Are Unable to Keep Up With the Demands—Auto Accessory Business is Increasing in Proportion to the Output of Cars and May Break All Records This Season

A BANKER in discussing with HARDWARE & METAL the very rapid increase in automobile traffic in his district, made a statement of considerable interest to hardware merchants.

"I have noticed almost without exception," he said, "that just as soon as a farmer begins to get money in the bank, his first thought is to purchase an automobile. His second idea is to improve his home by putting in labor-saving equipment, bathroom equipment and painting things up generally."

Both of these tendencies on the part of the farmers of Canada mean opportunities of the finest kind for hardware merchants.

### Over 1,000,000 Short

The first statement is amply borne out by the statements of the automobile manufacturers who are more than a million cars behind. They simply cannot keep up with the business and the big percentage of this enormous trade is coming from the farmers.

The prices that farmers have been getting for everything they can bring to market or ship, have put thousands of them on Easy Street. As the banker said, the first thing they buy is an auto, and every new auto that is bought means the sale of auto accessories and supplies. While no figures are available at the present time, there is no doubt that the sales of auto accessories this year will show an enormous jump, and it is very satisfying to know that hardware merchants all over the Dominion are among the leading distributors of these lines. They report sales are expanding steadily and that their auto accessory departments are one of the best paying and nicest to handle in the whole store.

### What of the Future?

As far as automobile manufacturers are concerned, they see an enormous future for their business. The figures in regard to the sales of autos are rather interesting as showing the possibilities. There are something over 6,000,000 cars and trucks in the world. Of these, nearly 5,000,000 are in the United States. Canada's quota of automobiles has been increasing faster than any other country in proportion to population, the number of cars having doubled every two years. This year's figures are expected to show an even greater increase in spite of the fact that manufacturers have been greatly handicapped by not being able to produce anything like enough cars to meet the orders that keep pouring in.

Another significant feature of the business is the tremendous growth in what may be termed the better class cars. People are demanding each year something better and more finished. This opens up unlimited possibilities for the merchant who can supply them with the great number of devices that make cars better.

# The Transportation Outlook

## Warning Issued to Business Men by the Canadian Railway War Board Owing to the Acute Shortage of Cars—Three Tons Have Fallen from the Average Load of Canadian Cars.

THE Canadian Railway War Board has just issued the following bulletin to merchants and manufacturers all over Canada, outlining the position that has resulted from car shortage and showing how the situation can be relieved:

Three tons have fallen from the average load of the Canadian freight car. Instead of carrying 27.4 tons, as in 1918, the average car is now carrying only 24.4 tons. This does not mean a decrease in the total volume of freight moving, but an increase in the number of cars required to handle a given tonnage; an increase in the amount of tare-weight (weight of cars less freight) to be handled in each train; an increase in the number of engines required, the crews on duty, the coal consumption and the track-room occupied. The reserve margin of cars and engines is thus diminished and an unfavorable situation created alike for the railways and the shippers. To the latter, it may therefore be of interest to consider the following review of the transportation situation and the prospect for the approaching winter.

### Had a Big Task

The cessation of hostilities in Europe with its profound effect upon industry on the North American continent, as elsewhere, has had corresponding influence upon the traffic movements and railway problems. The task of moving munitions of war eastward was quickly replaced by the task of moving returning soldiers westward. Following a lull in all domestic freight movement, new currents of traffic set in tending to approximate, in some degree, the old movements prior to the war. On the whole, however, up to the first of July last, the transportation situation became easy. Cars were plentiful. The necessity for loading them to full capacity became less apparent, and, in spite of warnings from this Board, the average load dwindled seriously, as noted at the beginning of this article.

### Not So Satisfactory

Conditions now, however, are not so satisfactory. In March and April, the usual movement of box-cars to the wheat-growing areas commenced in both the United States and Canada.

In the United States, where strikes in car repair departments were added to the natural disadvantages of the "car pooling" arrangement, and where cars are, on the average, older than in Canada, the superior condition of Canadian box-cars for carrying grain, led many of these cars into the American West where the wheat movement begins in July, two months before the Canadian movement is under way. The balance of cars owing by the United States to Canada was thus increased materially, so that to-day there are approximately 43,000 Canadian box-cars in the United States as against 19,000 American box-cars in Canada; a net balance of 24,000 cars due Canada and unlikely for some time to be available to this country. This figure, it should be observed, is equal to over 16 per cent. of the total Canadian box-car supply.

### Serious Additions

While this loss of cars to the United States has been checked and will ultimately be rectified by the return of the Canadian cars, serious additions to the volume of traffic to be handled by the Canadian roads are imminent. The shipment of coal from the Western Canadian mines since the beginning of the fuel year, on April 1st is, to date, only one-third of the amount forwarded in the same period last year. Movement by rail is correspondingly delayed and cars will be detained in the West accordingly. More serious still is the prospect that American ports will be closed this winter to Canadian exports. Sixty per cent. of Canada's export grain usually passes out by American ports. This will remain to be handled across Canada to Montreal, St. John and Halifax in Canadian box-car—adding one hundred and fifty per cent. to the volume of export grain now taken care of through the ports of the Dominion, and adding much more than 150 per cent in terms of car-mileage.

**YOU CAN HELP IN PROTECTING YOUR FUTURE DELIVERIES BY**

**1**

**Prompt unloading of cars and notice thereof to the carrier.**

**2**

**Ordering goods in quantities representing the full safe carrying capacity of cars and disregarding trade units.**

**3**

**Ordering from the nearest available source.**

**4**

**Pooling orders so as to secure full carload.**

### Not One Third

The seven thousand new freight cars built since last year are not one-third of the number now detained in the United States. The additional requirements for coal carrying and for the wheat trade—if the proposed American action is taken—will be extremely serious. At this time of year, too, comes a heavy movement of perishable farm produce, moving before the cold weather will necessitate using special cars. Yet, in the face of these factors—the average load per car in Canada has fallen three tons!

### What It Means

The very serious attention of all Canadian shippers is called to this fact. It means that where eight cars were formerly required, nine are now necessary! Where 160 tons of tare-weight were thrown upon an engine for every 216 tons of freight, there are now 180 tons! Labor scarcity, once the excuse for the light loading, is no longer a fact. It is important in the interests of the country, that the heavier loading practices be restored. Railway efficiency is part of your factory, mine, mill or warehouse efficiency!

## HERE'S A CHANCE FOR BUSINESS

Unprecedented demands for furs continue to feature the New York fur markets and this situation means a bigger market than ever during the coming winter for trappers' supplies of all kinds. The report of this week's market at New York says:

"Br'er Rabbit vied with silver fox for first honors at the fur auction here yesterday. While the latter was easily the winner when it came to the prices paid, Br'er Rabbit turned the tables in regard to the advances shown over the corresponding prices obtained at the spring sale here. Due to the large extent to which furriers are using this fur this season as a substitute for Hudson seal—dyed muskrat—which is not only very scarce, but very high these days, rabbit of this type went up 80 per cent. The kinds of rabbits used by the hatters also moved up sharply, the average advance in this case being 40 per cent. Silver fox, the best of which brought $585, advanced 25 per cent. over April. The amount realized for the day was $750,000, and the grand total now stands at $4,350,000.

## GOVERNMENT DEALS DIRECT

VANCOUVER.—A number of retail hardware merchants from various parts of the Lower Mainland and Vancouver Island held a meeting to discuss matters of importance to their trade. Among other matters discussed was the Government's refusal to deal with the retailer in securing supplies for soldier housing buildings. The Government insists upon diect dealing with the manufacturer, a proceeding which many of the retail merchants regard as discrimination.

# Sheets and Bars at a Premium as Result of Strike

## Uncertainty Regarding Deliveries is Big Factor in the Situation —More Tubes Coming Through—American Mills May Bar All Alien Labor

WHILE there have been no important developments in the steel strike as far as the company and the men who are out are concerned the effects on the market continue to be very noticeable. Many lines, especially sheets and bars, are at a premium, and the tendency is towards a constantly ascending price. No one has any great stocks on hand, and there are any number of buyers who want the goods.

### The Matter of Delivery

Delivery, as in war days, is coming once more to be one of the great considerations in the trade. Many firms are now talking about not getting in very much material before December and January.

Black sheets, galvanized sheets, etc., are almost off as far as delivery is concerned. Were this condition to last for any length of time it would hurt stove concerns and kindred lines. Stocks in the country at the present time appear to be low—abnormally so in many cases, so there is very little in the way of reserve from which to draw.

### May be Improvement

There may have been some shipments of tubes through during the week, but if so they were small and not frequent. It is believed now, though, that shipments will be better. Some shipments of skelp for Canadian pipe mills have come across the border in the last few days, and this is looked upon as a hopeful and significant development.

### Had Many Queries

One warehouse got word a day or so ago that a car of sheets had come over the border to its address, and the firm has been deluged with queries for a part of this stock. It happens to be special automobile stock and much in demand. Prices remain firm. There seems to be no tendency to take advantage of the strike situation to boost the selling prices here, although there are always some cases coming up where a fair premium has been paid for some much-wanted stock.

### Plan Big Development

The American steel companies are beginning to map out their construction programmes for the next twelve months. The United States Steel Corporation may appropriate something like $75,000,000 to $100,000,000 for new construction and acquisitions next year, and the independents will also make liberal appropriations.

While no official statements have been given out as to the districts where this money will be spent, it is safe to assume that there will be a shift to the districts that have been loyal to the steel companies. Districts entirely tied up by the strike will be avoided. It is not unlikely that considerable work will be done at Windsor, Ont.

### Nearly All Back

At the Carnegie Steel Company's works at Youngstown 98 per cent. of the American workmen are reported for work and announced having presented a petition to the authorities of Youngstown, demanding protection in going to and from work and while in their homes.

A large number of the steel companies with forces now fully reorganized have issued notices to all men still out that if they apply for work in the future it will be as new men only. The vast bulk of these absent ones are foreign workmen.

### Want No Aliens

In the Allegheny Valley, and notably in the extensive works of the Allegheny Steel Company, alien labor will no longer be employed. This has been fully announced through posters, and only citizens of the United States or men who have taken out their first papers will be given employment in the future. This action is now being seriously considered by other districts that have suffered from the recent onslaughts of alien radicals who are mainly of the Russian and Russo-Slav races.

## ALIENS MUST HAVE PERMIT TO CARRY FIREARMS

Of interest to hardware merchants is an amendment to the Criminal Code, providing that no alien shall have in his possession any firearms or offensive weapon without having a permit.

S. W. Jacobs strongly opposed the bill. Why, he asked, should aliens be thus discriminated against? Was not a pistol as dangerous in the hands of a British subject as of an alien? There should be one law applicable to British and aliens alike. J. A. Maharg and Mr. Pedlow also opposed the amendment.

Hon. C. J. Doherty replied that the bill was designed to make aliens show their good faith by being willing to apply for a permit if they desired to carry firearms. The criminal records of the country would, he thought, show that a large majority of crimes of violence had been committed by newly-arrived aliens.

An amendment, moved by Mr. Jacobs, the effect of which was to place all citizens on the same plane with the alien as far as carrying weapons was concerned, was lost on division by a vote of 34 for; against, 65.

The bill was reported and carried.

## Credit Men Fight Discount Violators

The National Association of Credit Men has appealed to its 29,000 members in the United States for the enforcement on buyers of a strict observance of cash discount terms.

In a bulletin the association directs attention to the fact that no negligible part of the high prices to-day is directly traceable to the unnecessary burden of distribution expense, which the failure of a general observance of the discount terms has forced.

Failure to enforce the discount terms, it is argued, has fostered an aggressively independent attitude on the part of many buyers, who then carry their demands on the manufacturer to the point of special allowances which are not only unfair to him, but unfair to those merchants who do live up to the discount terms. In the last analysis the loss to the manufacturer must be made up through his aggregate receipts, and in his fixing of prices the innocent as well as guilty have to bear this burden.

"We say fearlessly to the seller and the buyer," the association announces, "that they are helping to maintain high prices, are imposing unnecessary burdens on business, are encouraging laxity and a lower level of character in business whenever a cash premium is demanded and allowed after the expiration of the time in which it properly should have been taken.

"No one, no matter how big or how prominent he may be, can escape the charge of an unwise and immoral transaction, whenever in the buying and selling of commodities he demands or permits the taking of a premium in the payment of an account when the premium has not been earned."

## SEES BIG MARKET FOR CANADIAN ZINC

Cables from London, England, state that important developments are foreshadowed in the Consolidated Mining & Smelting Company at Trail, B.C., in the statement made by its president, J. J. Warren, who is negotiating the sale of the company's zinc output here. Mr. Warren says the market possibilities for the company's product in Europe, South Africa and India are unlimited as regards the disposal of zinc and allied metals. He adds that his doubts regarding the possibility of expanding the industry have been entirely transformed to optimism since his arrival in England two weeks ago. Canada can supply 10 per cent. of the world's demand, equal to 780,000 tons of zinc, and is only producing 25,000 tons. The impression he has gained is that the condition of the market warrants expansion to supply these 780,000 tons. Mr. Warren foresees no difficulty in arranging for increasing smelting facilities.

# EDITORIAL COMMENT

## *EDITORIAL BRIEFS*

THOUSANDS of people these days are so busy that they have no literature but the press. Among these people are many who do the buying for the home. Is your advertising message reaching them?

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THE latest question in the labor world seems to be: "When is a strike not a strike, but a vacation?"

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YOU can't sell goods to a man who is broke. The fact that merchants cannot get enough goods to meet demands shows how prosperous Canada is.

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DON'T forget to get out and vote next Monday. It doesn't matter how you vote, as long as you exercise your franchise. Election returns for some time past have been showing that too many people are staying at home and neglecting the interest they have in the community.

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JUDGE GARY asserts and John Fitzpatrick admits that the steel workers are among the very highest paid laborers in the world.

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THRIFT is the foundation of success in business, of contentment in the home and of standing in society.

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## *BOLSHEVISM MUST DIE*

WHEN Bolshevism was at its height in Russia one of the leaders of the movement made the statement that "Bolshevism must advance or it must die." There is little doubt about the fact that Bolshevism is dying. It is dying because there are fortunately enough right-thinking people in the world to see the menace that the "Red" movement is to real progress and civilization. A year ago it might be said that Bolshevism was advancing. It was spreading around the world at a speed that was little short of marvellous. Developments in that time have opened the eyes of millions of people and none were quicker to perceive the demoralization that would follow than the business men in every community. They fought it with all the energy at their disposal and they have temporarily, te least, won out. Bolshevism is not dead yet, not even in Canada, but its powers to work harm are constantly growing weaker and the Russian leader probably spoke with far greater truth than he ever realized at the time when he said it would die if it did not advance.

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## *CANADA REQUIRES WORKING CAPITAL*

CANADA is to-day in much the same position as a big business house with a rapidly growing trade.

She is making money, but the continued success of her business depends entirely upon her ability to procure working capital so that she may be able to fill her orders and provide for expansion. If she does not procure it she will lose her trade.

And Canadians are all partners in this business. Upon the success of the firm depends their individual success. Canada must have money for her industrial and financial development. Her commerce and her industries need more capital in order to expand. If the necessary capital is forthcoming all classes of Canadian people will benefit—the farmer, the manufacturer, the artisan, the lumberman, the miner, the fisherman and the merchant.

Canada will only be able to expand and develop if the Victory Loan 1919 is a success. Upon its success depends the continued prosperity of the whole country.

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## *EXERCISE YOUR FRANCHISE*

A BIG issue will be decided by the people of Ontario on Monday. It is one in which the business men not only of Ontario but of the whole Dominion are keenly interested. They are watching with a little more than particular interest to see what is going to happen and what Ontario does may have a vital effect on what other provinces do later. This is not written with the intention of telling any man how he shall vote. That is his own business, but the main thing is for him to vote. Because those who have the franchise do not exercise it, the municipal affairs of more than one Canadian city and town are in the hands of men who could get into office in no other way than through the indifference of the voters. They were, in most cases, too lazy to go to the polls. It is no use howling after the damage is done. There are those who claim that a man who has a vote and does not use it should be disfranchised, and the things that happen through people not voting indicate that there may be some truth in the view.

### *THE BIG, BUSY HARDWARE*

AT least twenty hardware firms in Canada at the present time are ending their regular advertiseing matter with the phrase, "The Big, Busy Hardware." It is good business at that. People like to be doing their buying at a store that is big and busy. There is something about the idea of shopping in a store that is big and busy that involuntarily suggests service and a large and fresh stock to select from. It also calls to mind a more or less remote but at the same time effective way of fair dealing. The prospective buyer gets it into the back of his head that the store would not have grown big and busy if it did not use people right. A reputation of this kind is one of the very best advertisements that any firm can have. The merchant who uses it, however, should not forget for one moment that it entails responsibility upon him. It means that people expect a lot from his store and that many of them are going to come miles, perhaps, in order to see and very likely buy the things they have read about at "The Big, Busy Hardware Store." If they find the service is not what they expected, or the stock is not what was represented, they will not be slow to tell their friends about it. On the other hand, if they find that the store is a store in the real sense of the word they will never tire of telling their friends about the things to be obtained and the good service they get at "The Big, Busy Hardware."

### *STILL GOING STRONG*

ON another page of this issue of HARDWARE AND METAL will be found the statement of a banker who, in discussing the rapid growth of the automobile business in his district, said that the very first thing a farmer thinks about when he begins to find his money accumulating is the purchase of an auto. The second thing he does with his money, according to this man, is to make his home better by installing labor-saving devices, better sanitary equipment, and by painting it. There is a good deal of truth in this man's observations, and each phase of the process along which the farmer's spending develops is of especial interest to the hardware merchant. There is no gainsaying the fact that it is the farmers who to-day are making it impossible for the automobile manufacturers to turn out cars fast enough. Some firms are as much as eleven months behind with deliveries, and still the orders pour in. When the hardware man stops to consider for a moment that every man who buys a car is going to buy accessories and supplies it may readily be seen what an enormous business is being built up in accessories. The hardwaremen of Canada have been quick to see the opportunities that offered and to-day many of them are making handsome profits out of their motor accessory departments and find the business steadily growing. There is every indication that the business will expand indefinitely because the auto has proved its value and sooner or later every person of at least a reasonable income will possess one. In the farming districts some farmers have two, and even three, cars and trucks. Each season finds many of them buying new cars and this also means more money to be laid out in accessories and supplies. Added to this business is the tractor accessory business. This is now merely in its infancy, but it is a lusty infant and eventually will equal if it does not surpass the accessory trade. One can be handled with the other. The tractor accessory trade is well worth watching and the merchant who gets in on it at the start will have considerable advantage over the man who waits until every farmer in his territory owns a tractor.

### *DEMANDING BETTER GOODS*

PROSPERITY loosens the purse strings. For some time past merchants not only in Canada but in many other countries have been finding that it was not a question of selling goods but of getting goods to sell. Business was so good and production conditions were so altered that they could not get supplies. No class of merchants have found it harder to obtain the goods they needed than the hardware merchants. The condition exists to-day and the situation in many lines is just as acute as it was during the war period when all kinds of restrictions were imposed with a view of getting people to curtail their buying. To-day people have more money to spend than ever before and they are spending it. They have learned something though in the past five years, and that is that cheap articles are dear at any price. The fact that people have realized this is making for better business. Hardware merchants state that it is easier now than ever before to sell really high class products. It is not a question of price with most customers, but of getting something that is good and that is going to be worth the price they pay. Many merchants believe that the lesson people have learned will, to a very large extent, become permanent, and that from now on the great buying public will continue to demand better goods.



# EVENTS IN THE TRADE

## Business Changes

Paisley, Ont.—Clarence and Sterling Fraser have purchased the hardware business of A. A. Sinclair.

Toronto. — The Monarch Hardware Co. is succeeded by the Burns Hardware Co., Ltd.

Uxbridge, Ont.—The Uxbridge Hardware Co. has purchased the business of the Jones Hardware Co., Ltd.

## New Firms

Frenette & Germain, plumbers, have been registered at Three Rivers, Que., by A. Frenette and Donat Germain.

The Canadian Mitt and Glove Co. has been registered at Montreal by Lionel and Mare Aurel.

The Maydwell Mfg. Co., of Toronto, manufacturers of springs and mouldings, has been dissolved.

G. N. Decarie, hardware, has been registered at Montreal.

Harold Osborne, formerly employed in the Buchanan and Tait hardware at Galt, Ont., has started in the hardware business for himself in the Osborne block.

## Obituary

The death occurred at Hamilton, Ont., of James Thompson, president of the Gartshore, Thompson Pipe and Foundry Co., Ltd.

J. A. Steacy, hardware merchant at Seeley's Bay, Ont., and reeve of the Township of Leeds and Lansdowne, died very suddenly at his home on Tuesday evening following an illness of only a week. He was married only four weeks ago. Besides his bride he is survived by three children by a previous marriage.

The death occurred very suddenly from an attack of heart failure of Reeve W. H. Manning of Coldwater, Ont. While his health had not been good all summer his death came as a great shock as he was at his hardware store as usual the day before. Mr. Manning had planned to leave for the South shortly and spend the winter there. He was one of Coldwater's first citizens, full of enterprise and always having the interest of the community at heart. Largely through his instrumentality the waterworks system was installed, and he also put through the project of municipal telephones. He was about sixty years of age and had been in business in Coldwater since he was a young man. He leaves his wife, two daughters and two sons, one of whom has just returned from overseas.

## Personals

Z. A. Hall, of the Hall, Zryd Foundry Co., Ltd., Hespeler, Ont., was selected by the Conservatives of South Waterloo as their candidate in the coming election.

## Trade Notes

F. P. Turner succeeds A. D. Cross in the hardware of that name at Port Colborne, Ont.

Jodoin & Paquette, Montreal, manufacturers of patent sewer pipe traps, have dissolved partnership.

The Domestic Specialty Co., Hamilton, Ont., manufacturers of polishes, etc., has changed its name to Canadian Polishes, Limited.

The Hamilton Lamp Co., capitalized at $300,000, has been formed at Hamilton, Ont., and plans to manufacture Tungsten lamps. George F. Webb is president.

The Percival Plow and Stove Company, of Merrickville, has secured land on which it plans to erect an addition to its plant.

Beatty Bros., Ltd, of Fergus, Ont., are negotiating with the council at Regina, Sask., in reference to establishing a branch warehouse there.

Reports from Halifax state that Pilkington Bros., Limited, glass manufacturers, whose Canadian headquarters is at Thorold, Ont., plan to erect a distributing station at Halifax.

The John Palmer Company, Limited, of Fredericton, N.B., manufacturers of cream separators, plans to start work shortly on an addition to its plant to cost $35,000.

"1900" Washer Sales Co has opened a Winnipeg branch in the Board of Trade Building with Mr. Mitchell in charge. For the present, this office is dealing only with the company's business for the city of Winnipeg.

The Acme Roofing Company of Walkerville, Ont., has sold its factory and it is the firm's intention to erect a large new plant and instal the latest equipment. The location of the new plant has not yet been made public.

## Montreal News

J. W. Richardson and J. R. Terrill, of the Caverhill-Learmont staff, are visitors this week to the Atlantic City National Hardware Association convention.

W. G. Helliar, representative of Brandram-Henderson, Ltd., at Halifax, was in Montreal this week.

Colonel Robert Starke, of Starke-Seybold, Ltd., Montreal, and Herb. P. Seybold, are this week in attendance at the U. S. Hardware Convention, at Atlantic City.

S. W. Smith, of Toronto, manager for Brandram-Henderson, Ltd., is this week attending a conference at the head office in Montreal.

## News From the West

F. B. Stott, A. T. Redmond, F. J. O'Neil and R. G. Consterdine of Wood, Vallance, Ltd., sales staff, were in Winnipeg over the Thanksgiving holiday.

Wood Vallance, Limited, Winnipeg, have been appointed distributors in Western Canada for Maltese Cross Tires and tubes. Representatives are booking orders for spring delivery.

D. A. (Don) Ferguson, manager of the Auto Accessory Department of Wood, Vallance, Limited, Winnipeg, is away on his annual shooting expedition.

R. E. Jamieson, director of the Canadian Consolidated Rubber Company, was in Winnipeg recently conferring with Winnipeg representatives. Mr. Jamieson gave it as his opinion that business conditions are better in Canada than in any other country in the world. He stated that in all parts of Canada merchants were taking their cash discounts and doing business in a better way.

Messrs. Lynch, Parker and Plews, recently connected with the wholesale hardware trade in Winnipeg, have formed a company with head office in Regina, Sask., to engage in the wholesale hardware business. Prior to his recent connection with Merrick-Anderson Co. J. M. Lynch was engaged with Miller Morse Hardware Co. of Winnipeg, and also with Lewis Bros. of Montreal. J. Par-O'Neill and R. G. Consterdine of Wood, Hardware, retail, of Regina. R. Plews was formerly engaged in office work in the Winnipeg wholesale trade.

### SECRETARY O.R.H. SENDS OUT NEW LISTS

Secretary MacPherson, of the Ontario Retail Hardware Association, has sent out to members of the association new net cost sheets on malleable pipe fittings. Lists from the Exchange and Sale Bureau have also been sent out to members.

### IN CONFERENCE THIS WEEK

Brandram-Henderson, Ltd., Montreal, held a conference this week of the Ontario and Central division, and representatives were in attendance from outside points.

## Incorporations

Lalley Farm Lighting Co., Limited, head office Winnipeg, capital $25,000, plans to manufacture and deal in lighting plants.

Lighting Devices, Limited, head office Winnipeg, capital $20,000, plans to manufacture and deal in oil, gasoline and coal oil heating, lighting and burning devices.

Foote's, Limited, capital $40,000, head office Winnipeg, plans to carry on a general hardware business and also deal in paints, sporting goods and glassware.

The Adelaide Oil Company, Limited, capital $40,000, head office Kerwood, Ont., plans to deal in petroleum and its products.

The Pierce Fuse Corporation of Canada, Limited, head office Bridgeburg, Ont., capital $250,000, plans to manufacture and deal in electrical equipment and supplies.

St. Thomas Cabinets, Limited, capital $100,000, head office St. Thomas, Ont., plans to manufacture and deal in cabinets, woodenware, ironware and furniture.

"No Knocks Gas Savers," Limited, capital $50,000, head office Toronto, plans to manufacture and deal in automobile accessories and to purchase as a going concern the No Knocks Carbon Destroyer Company.

The Automobile Exchange of Canada, Limited, capital $100,000, head office Montreal, plans to deal in autos, auto accessories, oils, gasoline, etc.

Pacific Metals Transportation Company, capital $100,000, head office Montreal, plans to carry on a general business in metals, machinery and power equipment.

The Rideau Iron and Metal Co., Limited, head office Ottawa, capital $25.000, plans to manufacture and deal in iron and metal goods.

General Iron and Metal Company, Limited, capital $19,000, head office Montreal, plans to manufacture, refine and smelt babbitt, solder, brass, lead, zinc, etc.

Dominion Oil Cloth and Linoleum Company, Limited, head office Montreal, capital $5.000,000, plans to manufacture and deal in oil cloths and linoleums.

Canada Brass Products, Limited, head office Montreal, capital $50,000, plans to manufacture and deal in electric light fixtures and brass goods generally.

Canadian Consolidated Corporation, Limited, head office Toronto, capital $110.000, plans to manufacture and deal in electric lamps and iron, steel, brass and metal goods.

Gravity Stoker Furnace Company, Limited, head office Winnipeg, capital $250,000, plans to carry on a general business as iron and brass founders and manufacture heating equipment and plumbing supplies.

Associated British Industries (of Canada) Limited, head office Montreal, capital $100,000, plans to import, manufacture and deal in pedal cycles, motors, sporting goods, cutlery, ropes and twines, paints and varnishes, saddlery and leather goods and general hardware goods.

The Salem Oil and Grease Company of Canada, Limited, head office Farnham, Quebec, capital $45,000, plans to manufacture and deal in oils, grease and lubricants generally.

Canadian Steel Tire and Wheel Company, Limited, head office Montreal, capital $100,000, plans to manufacture and deal in steel tires and springs.

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### VANCOUVER RETAILERS HOLD FIRST ANNUAL MEETING

R. M. Millar was elected president of the Vancouver branch of the Retail Merchants' Association of Canada at the first annual meeting and banquet of the body held in Spencer's restaurant last evening. Other election results were: First vice-president, J. Harkness; second vice-president, C. Clarke; secretary, J. T. Crowder; treasurer, W. Gilchrist. The names were read off by a member of the nomination committee and accepted as they stood, the officers being declared elected by acclamation.

An interesting insight into the business methods of retailers in Australia was given local retail men by W. A. Blake of Melbourne. Mr. Blake, after having spent some months in travelling in various parts of the British Empire, has had various connections with the retail trade in its various lines during the past twenty years. With a large stock of experience to draw from, he was able to talk of many interesting phases of retail merchandising in Australia, and the audience received a number of good ideas from his address.

#### Need of Unity Between Wholesaler and Retailers

N. G. Neill of the Employers' Association, spoke on the subject of practical unity. He said that closer unity was needed if the Retailers' Association was to be a success and congratulated the members present in having taken such steps as they had toward organization. Among a number of suggestions for the benefit of the retail trade made by Mr. Neill, was that of the formation of a board consisting of wholesalers and retailers. This board, taking one commodity at a time, should endeavor to reduce the price of it to the consumer by following it from production to sale and cutting out all unnecessary expenses.

#### Needs of the Association

G. S. Hougham, provincial organizer of the Retail Merchants' Association, spoke briefly on the needs of the local branch. Vancouver had been one of the hardest cities in the province to organize and it was not yet near what it should be, he said. At present there were 178 members in the association, but 500 were needed if it was to "carry on" successfully. To support a staff adequately, he said, would cost about $325 a day. With 178 members in the association, he "left it to the members to judge what their responsibilities would be if they did not get to work and enlist new members." He declared that the association was essential and that its possibilities were unbounded.

T. J. Corley spoke briefly on the organization of the association throughout Canada. A vote of thanks to the retiring executive for its efforts in organizing the association was passed and a resolution promising the new officers the support of each member was passed with applause. A solo by Mr. Morris, "Asleep in the Deep," was greatly appreciated. Mr. Geo. H. McRobbie, the retiring president, presided.

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# Swiss Trade Mission Impressed With Prospects for Business

THE members of the Swiss Trade Mission which visited Montreal on Tuesday and Wednesday of this week, were apparently pleased with what they saw and learned on this tour of information-gathering which they have engaged in. In fact the chairman of the Mission, Dr. Wegman, expresed regret at having to sail so soon, realizing that there was much to interest him and his party here.

#### Groups Were Divided

As originally made up, the Mission was comprised of 220 members, and this was divided into various groups to enable the members to make a study of various trade possibilities and to concentrate on different classes of trade in the United States and Canada. The section which visited Montreal was a large and really the most important of the groups and visits were made to various manufacturing plants, business houses, stores, banks, etc.

Among other things, the party was much impressed with the possibilities of Canadian institutions. Particularly were they impressed with the great natural resources of Canada, and it was stated that all the reading matter bearing on Canada and her place as a big nation, her natural resources, etc., did not begin to adequately convey the importance of this country.

#### To Use Canadian Products

While there are many products which can be sold to the Swiss people, it was pointed out that certain raw materials produced in Canada would find a market in the little country in the mountains, and certain types of machinery will also be in demand. It is felt that a visit of such men as were here will help materially to develop a better understanding and a more active trading condition in the future.

# New Express Packing Rules Will Affect Shipments From the States

## Aim is to Safeguard Merchandise in Transit and Also to Facilitate the Handling of Shipments

ACCORDING to official notification being sent out by the American Railway Express new packing rules will be put into effect on December 10. This will, of course, affect all parcels and other goods sent into Canada for hardware merchants and others. As far as the Canadian rules are concerned there will, it is stated at express offices, be no change as the new American ruling is an adaptation of the system put into effect in Canada some months ago. The American Railway Express in its statement says:

This is regarded by express traffic officials as one of the most effective steps taken to safeguard merchandise in transit by express since the unification of the various lines into the American Railway Express Company, which is agent of the Government in handling the express business of the entire country.

The new rules were put into effect to induce shippers to turn their business over to the carrier so that it can, with reasonable care on the part of the express company, be handled properly. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor of ordinary paper boxes, wrapped or unwrapped, when the weight of the contents is over that limit. For shipments over 25 pounds, wooden containers, or fibreboard, pulpwood or corrugated strawboard containers of specified test strengths are required.

This standardization of express rules will place the express service on the same basis as freight, so far as the character of the cartons used is concerned.

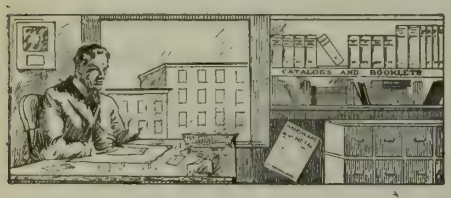
### BROOM CORN

Lewis W. Simms, president of T. S. Simms & Co., has returned from his annual buying trip to Oklahoma. Discussing the situation in regard to broom corn he pointed out that though broom corn is selling at $350 a ton, which is about $150 less than last year, it is a higher price than has been paid in any other year in the history of the industry.

Higher prices are being paid for cotton, also, which is a good crop this year. The labor question is easier this year and there are plenty to do the work, though, as everywhere else, high wages are being paid.

"Strikes, especially the present steel strike, are not in favor with the native American at the present time," said Mr. Simms.

"The men from the steel works who incite the strike were mostly of foreign birth, and the real Americans, where they did join the ranks of strikers, did so with reluctance. The general feeling among the thinking people to the south of us is that now is the time to build up the country and prepare for expansion, not to tear down the splendid structure that has already been reared."




### The Glidden Company

The Glidden Company of Cleveland, Ohio, Canadian branch, Toronto, has issued an eighteen page booklet, entitled: "Newspaper Electros and Movie Slides for the Dealer." It contains numerous illustrations of the matter furnished Glidden dealers. Readers of HARDWARE AND METAL who desire copies may obtain them on request.

### Gurney Foundry Co., Limited

"The Gurney Link," formerly "The Bulletin," the house organ of the Gurney Foundry Co., Limited, Toronto, is now being published every two weeks. The last issue contains eight pages 8½ x 11 inches, and is very attractively printed. Readers of HARDWARE AND METAL may obtain copies upon request.

### Belleville Hardware & Lock Mfg. Company Catalogue

The Belleville Hardware and Lock Co., Limited, Belleville, Canada, have issued catalogue No. 4, an attractively illustrated, 330 page catalogue featuring locks and builders' hardware. A wide range of locks and general builders' hardware is featured in this catalogue.

### Taylor-Forbes Company, Limited, Catalogue No. 865

Taylor-Forbes Company, Limited, Guelph, Canada, have issued an attractive catalogue, No. 865, featuring lawn mowers and spring gods. Illustrations of various lawn mowers are shown in colors and the accompanying descriptive matter will prove of real practical value to the hardware merchant. The catalogue also features lawn trimmers, sprinklers, rollers, motor-driven mowers, horse-drawn mowers, screen door hinges and sets, tree pruners, posthole augers, sap spouts, etc. List of parts for the Taylor-Forbes lawn mowers with list prices are also an important feature of the catalogue. Copies will be mailed to readers of HARDWARE AND METAL upon request.




**J. M. Adam, St. Marys, Ont.**—Kindly advise us the address of the Rumsey Co., pump manufacturers?

The address of the Rumsey Co. is Seneca, New York, U.S.A.—Editor.

Query.—Would you kindly advise us regarding the manufacturer of Kewanee valves?

These are made by the Kewanee Boiler Co., Kewanee, Illinois, and the firm's Canadian representative is the Dominion Radiator Co., Toronto.—Editor.

### Smead, Dowd Repairs

**Sam J. Rendle, Paris, Ont.**—Will you please advise me as to headquarters of the Smead, Dowd Heating and Ventilating Co., formerly of Toronto, as I have two large furnaces to repair?

The American Foundry Company of Bloomington, Illinois, can supply repair parts, etc., for this line.—Editor.

### Hay Balers

J. Clark and Son, Limited, Sussex, N.B.—Can you give us name and address of Canadian firms manufacturing hay balers to work with lever or horse power?

Hay baler of this kind may be procured from International Harvester Company of Canada, Limited, Sherman Ave. N. and Burlington St., Hamilton, Ont.—Editor.

### FELLOW EMPLOYEES MAKE PRESENTATION TO FLOOR MANAGER

On the occasion of his silver wedding anniversary, the fellow-employees of James Walker, floor manager for the James Walker Hardware Co., Ltd., Montreal, presented him with a very fine silver centerpiece vase. Mr. Walker was not privileged to make reply in person as the "boys" delivered the silver to his home and thus, in a quiet manner, gave evidence of the esteem in which they held the floor manager.

Mr. Walker has been with the Walker Company for nearly nine years, having come direct to Montreal from England, and engaged with the firm shortly after his arrival here.

### APPOINTED QUEBEC REPRESENTATIVE

Alexander Gibb, 3 St. Nicholas Street, Montreal, has been appointed Quebec representative for Canada Tack and Nail Company, Limited.

### BINDER TWINE FROM FLAX

REGINA.—Fine samples of binder-twine and felt made from the fibre of Saskatchewan-grown flax have been received by the Provincial Department of Agriculture, from F. W. VanAllen, who has been conducting experiments begun in Regina and completed in Ottawa for the Federal Government.

# Gillette Co. Makes Important Changes

## M. J. Maguire Goes to Australia From Canadian Plant — Has Been General Revision of Forward Policy—Managing Director A. A. Bittues Sees Big Opportunities for Export Trade

IN conformity with the forward plans that characterize their sales policy, the Gillette Safety Razor Company of Canada, Ltd., Montreal, have recently sent into foreign fields already covered by them through specially-appointed representatives, salesmen who have been carefully and extensively trained to inaugurate a forward and aggressive policy in the various countries whither they have gone.

### Greater Efforts

It was not enough, said Mr. A. A. Bittues, managing director for Canada, to HARDWARE AND METAL, to have this former representation in foreign



*M. J. MAGUIRE*

*of the Gillette Safety Razor Company of Canada, Limited, who is going to Australia.*

fields. It had become essential, of late, to intensify the effort and to not only take the business that was offered and which came in a regular way; it was essential to so man these fields that the same would receive the careful attention of expert sales representatives who would be able, on the spot, to act quickly and effectively. And, continued Mr. Bittues, while this policy called for a big outlay the prospects were such as to justify the programme.

### Goes to Australia

M. J. Maguire, well known to the hardware trade in Canada—and particularly in Western Canada, where he represented the Gillette Company for nearly ten years, and who came in to the Montreal office toward the end of 1917 as sales manager, has been promoted to the Australian field, with headquarters at Sydney. There, Mr. Maguire will have, as his asisstant, George Southgate, who was connected with the English Gillette Company from 1905 to 1912.

### Training Course

A unique feature that attaches importance to the appointment of these foreign salesmen is that of the factory training course which is arranged and given the men at the parent plant in Boston. In taking this course the plan requires that they not only follow the razor throughout its varied and extensive process of manufacture, but that they perform the actual operations of safety razor making. This is the course taken by Mr. Maguire before entering on his long journey to the far southern Commonwealth.

### Goes to Montreal

D. P. Cotter succeeds Mr. Maguire at Montreal, and here he will not only supervise Canadian sales, but will also have charge of export sales, which branch of the Gillette business is showing great growth, Mr. Bittues pointed out. As a matter of fact much of the export business is now taken care of by the Canadian plant, and particularly that of orders received from the various colonies and other British possessions.

### Sees a Big Future

Asked as to the prospects for expansion suggested by the recent application for permission to increase the capital stock of the company, Mr. Bittues stated that part of this would be employed to acquire new rights and patterns. The foreign field expansion was also requiring a great expenditure, and all around the future held big growth which would call for and require the expenditure of much money.

Particularizing as to the fields covered now, Mr. Bittues referred to the British West Indies, Bahama Islands, Nicaragua, Brazil, Costa Rica, Dutch East Indies, Chile, Cuba, Venezuela, Java, India, Burmah, Colombia, China, Peru, West Africa and many other countries. And one of the interesting points emphasized was that of the desire which British possessions, in particular, manifested for British made goods, and by this expression Mr. Bittues said that it meant Canadian made as well.

### A World Market

"Our market is the world," was Mr. Bittues' way of referring to the opportunities of the Canadian manufacturer in the matter of export. That is the way the Gillette Safety Razor Co., Ltd., look upon outside opportunities, and in seeking this business it is gone after with a real, pre-determined purpose to know the field in advance as far as is possible. For instance, the plans followed call for the securing and tabulating of quite exhaustive information as to the population of a given country, its character, its people and their habits, customs, tendencies, etc., together with much additional information which makes a fund of information for the manager and sales director that proves to be invaluable. Who, for instance, would expect the inhabitants of West Africa to be particular regarding the fine art of shaving, or Burmah or Borneo? Well, experiments have actually revealed to the Gillette Company that there's "bacon" over there for the going after, and they are expanding, Mr. Bittues asserts, not



*D. P. COTTER*

*Who will supervise Canadian sales of the Company.*

with a view to big returns being reaped to-morrow, or the next day, but perhaps two or three years hence. "It is a matter of aggressiveness," continued Mr. Bittues. "There's big things ahead.

"And if you don't go after business you cannot get it. It must be cultivated the same as the home territory. We know what the needs are here in America and Canada—we must find out what they are abroad."

Now, when there is a manifest demand for Canadian goods, is the best and logical time, Mr. Bittues asserts, for intensive sales plans to be laid.

Among the recent appointments made for foreign territories are the following: Australia: M. J. Maguire, with Geo. Southgate as assistant; Milan, Italy: G. G. D'Orio, associate manager, Milan; China: F. T. Williams, Shanghai; West Coast of South America: A. W. Riveros, Valparaiso.

# THE CLERKS DEPARTMENT

## Solving Biggest Problem of His Life-Work At the Age of Sixty-Nine

### Head of the Federation of Labor Has Made His Way Against What Seemed Hopeless Conditions and Insurmountable Obstacles and is Now Tackling His Greatest Task

FEW men in America have been so prominently before the great mass of the people continually for so many years as Samuel Gompers. Now, at the age of sixty-nine, Gompers has just begun to solve the biggest problem of his whole life work. It may not be generally known that the president of the American Federation of Labor is an Englishman, his birthplace being London, England.

The story of his career as told by Peter Gray in "Success" is as follows:

**His Biggest Problem**

How would you like to tackle the greatest problem of your life at the age of sixty-nine? That is precisely what Samuel Gompers, president of the American Federation of Labor, is doing at this moment. It is a big man's task—as anyone can see by a glance at the daily newspapers. "The world needs to be made safe for Labor as well as for democracy," says Gompers. "And the world cannot be safe for Labor until it is safe for democracy." And it is to this end that this grand old man of the working element is bending his every effort in the full maturity of his years.

**Is Well Fitted**

There is probably no living man better fitted for this great work than Samuel Gompers, for he has been the champion of American labor for thirty-seven years. Like Napoleon, Gompers comes from the ranks of the army he leads. And, like the Little Corporal of France, his men follow him because they believe in him and love him. They know that he knows their problems—their aims and ambitions, and that he knows how to attain them. His guiding genius has resulted in many betterments for the workingman.

**Knows the Trials**

He early knew the trials and tribulations of men who earn a livelihood with their hands. He knows from bitter experience the stone walls that confront them, and he has taught American labor how to climb those walls. Unlike Napoleon, Gompers has no dream of self-aggrandizement or power. He is a mild, kindly little man, who believes in his cause and believes in himself. His clear vision sees the things which Labor cannot and must not hope to attain—and he also sees the opportunity for greater strides of progress—for a world-wide condition of content and harmony between capital and labor. It is for this that he is now working in company with presidents and kings and the heads of workingmen's organizations throughout the globe.

**Must Be Safe**

"Labor must be safe in all lands or it cannot be safe in any," he recently declared. "Even American labor cannot be wholly secure until labor everywhere is raised in hours, in conditions and in wages, to a just and universal standard. Underpaid, overworked, starved labor will always be seeking the land of better conditions. The only sure protection for labor anywhere is justice to labor everywhere."

**Parents Were Poor**

Gompers was born in London, on January 27, 1850. Probably little did his parents, Samuel and Sarah Gompers, who were so poor they seldom had enough to eat, dream that many years after, that tiny bit of humanity would one day stir the great House of Commons, standing so majestically near the place where Gompers first saw the light. Yet he did just that on April 26, 1918, when he addressed the British lawmakers on the subject of "Labor and the War"—and that speech will go down in history.

In this day of gigantic world figures, there is perhaps no more conspicuous example of success than that presented by Gompers. There was a day when labor was presented by the cartoonist as a stalwart youth with muscular arms, or in overalls and wearing a square paper cap. To-day the personification of labor is Samuel Gompers. His portrait is as familiar to the reading public as is that of Wilson, Foch, or Pershing. Gompers has attained this success because he had an idea and an ideal, and he has been true to them both. He evolved the thought that the laborer is worthy of his hire. It was not an original conception—for the Bible makes this declaration. But it was Gompers who consecrated his life to seeing that the laborer actually got the hire of which he is worthy.

**His First Work**

At the early age of ten years Samuel Gompers was put to work in a shoe factory, and it was while pegging boots that he evolved the dream he was one day to make come true. It did so on the day when Gompers, as the representative of the Labor party in the United States, sat in solemn conference in Amsterdam, Holland, with delegates from seventeen countries, representing 18,000,000 organized workers from every corner of the world.

But the young Gompers soon tired of shoe-making, and was shortly apprenticed to a cigar maker. It is rather picturesque that he should have taken up this vocation. There was another youth who came to America about the same time Gompers did, who also earned his bread at the same trade. That was Oscar Hammerstein, who was to become a great impressario and direct the world's sweetest voices on the operatic stage. But while Hammerstein's blending of human harmonies made him rich and famous, the harmonies of Gompers were played on a different instrument. His task was to take the roughest exponent of manual labor and the most skilled member of the profession of toil, tune them to themselves and blend them with their ancient enemy and potential ally—capital.

The symphony which Gompers has created with these ingredients is a world symphony—and its melody will one day stir the hearts of men throughout the globe.

**Saw Great Opportunity**

In the days when Gompers rolled cigars, wages were low and conditions bad. He knows what it is to suffer—what it is to need. He knows the almost hopeless struggle against seemingly unsurmountable obstacles, the pinch of poverty, and the hopeless discouragement that comes to underpaid, underfed and poorly clothed labor. And, seeing a greater opportunity in America, he came to New York, in 1863, when the country was in the throes of the Civil War. At fifteen years of age he was an ardent worker for the betterment of labor conditions, and early became a member of the International Cigar Makers' Union. He was its delegate at the convention of the Federation of Organized Trade and Labor Unions of the United States and Canada, which later became known as the American Federation of Labor. Through the years of its early history, we see the young Gompers manfully working out the great idea he fostered. We see him guiding the course of this great organization with wise counsel and ardent efforts. And, in 1882, he was elected its president. That office has been continually his with the exception of one year—1895. It was then that the Socialist Labor party obtained his defeat when endeavoring to incorporate the Federation into itself. But Labor was lost without its leader and, the following year, Gompers was again chosen president of the Federation.

**A Practical Condition**

At the same time he became editor of the association's official organ, "The American Federationist." Gompers' writings are virile. They hold meat for all who read. His analysis of the open-shop problem, of child labor, and of the effect of Chinese coolie labor on the youth and manhood of America rings out with a truth which has forced itself upon men's minds, and which has commanded the thoughtful attention of the world. His opinions of Bolshevism would make the most radical exponent of that theory get his hair cut and take a bath. Gompers doesn't imagine an "almost perfect state." He plans a thoroughly practical one, although he realizes that he may never live to see it.

"This cannot come in a day," says Mr. Gompers. "It cannot come in a year or a decade, but it is possible to turn the world of nations in this direction, and to keep the world moving until this great end is won."

**Is on the Wane**

Gompers says frankly that Bolshevism is on the wane. He will not concede that clear, clean-minded, American workingmen will be deceived by such theories, and he believes in thoroughly eradicating them from Europe by bettering the conditions which fostered this serpent. He advocates an international charter for the rights of labor as a cure for present ills. "It begins among the nations the sublime task of raising the level of the conditions of labor the world over," Gompers asserts. "Every workman in the world, wherever he may

be, whose hours are long, whose pay is inadequate, whose working conditions are dangerous, whose standard of life is low, is put in peril. Every child at work at too early an age, makes it more difficult to maintain the age standards for the labor of childhood. This should be sixteen years. Children working at a younger age makes it harder to improve and keep the present child standard. So with women. Every woman toiling twelve and fourteen hours a day renders it harder for every woman working eight hours a day. Their working day should be six hours."

### Wants "Square Deal"

When the world war broke out there was no youth who responded to the nation's call with more haste and enthusiasm than did Samuel Gompers. Invited by President Wilson to become a member of the Council of National Defence, his residence at once changed from New York to Washington. There, side by side with the shrewdest financiers, the most experienced manufacturers, and the wisest theorists of the country, Samuel Gompers—who knew American labor better than labor knew itself—planned the shortest and surest way to help topple William Hohenzollern from his throne.

### Did Not Hesitate

In due time the Kaiser demanded the presence of a number of eminent men at Versailles in order to decide what should be done about him and his kultur. There were ugly heads raised in Russia, and there was a general feeling of unrest throughout the world. Just when one big task was finished, Gompers found himself confronted with another and a greater one. But he did not flinch—hesitation is not in his make-up. He went to it with the same intelligent enthusiasm that has marked his whole remarkable career.

With the fundamentals of his plan laid down abroad, Gompers returned to America to preach in the halls of Congress, in the public press, and through the medium of his own writings, his doctrine of a "Square Deal" for labor in this country. And just at this time came the accident which, it was feared, might end his half-completed work—a taxicab collision, which for a time put his life in jeopardy, just as a would-be assassin's bullet had put in danger the life of Gompers' colleague in readjusting the world—Premier Clemenceau. But despite his advanced years, Gompers rallied quickly, and now, with coat and vest removed, he is in the thick of the fray.

### Made World Understand

Gompers has attained his great ambition. He has seen the day when the "man with the hoe" sits at the council table with the man with the sword. He sees the work of making the world a better place to live in, well on its way to success. But his task is not ended. What labor is going to do and what the rest of the world is going to do about labor, is the question of the hour. Gompers isn't going to finish his task alone. He is going to have a great deal of help and a great deal of sympathy from the wisest heads and hearts in the world. For he has made the world understand that "laborers are people."

### A Busy Man

To-day, with strikes and rumors of more strikes current, Gompers is a mighty busy man. One day he is listening to a disgruntled delegation from some local union. The next, he is in conference at the White House, or discussing ways and means with a delegate from Poland. And, one and all, they look to Gompers for the solution of their problems. They know that he is of them—that he understands them—that he will secure for them all they are entitled to receive. He knows the whims of his children as a mother knows her own offspring. He knows that labor is sometimes selfish and unreasonable, he knows that it must sometimes be chastened, because chastisement is good for us all. But slowly, yet surely, Gompers is forging ahead and completing the great work he began nearly half a century ago.

### League of Nations

Politics has played its part in his life. It has worked with him and against him. Temptations have come his way, but he has spurned them. He early established confidence in himself—and through that—for his cause. He has always believed in a guiding star. He has followed it, not blindly, but with the keen energy of the student astronomer. His enemies have been put to flight, largely because he has made them his friends and his co-workers. He is one of the most powerful figures in the world to-day, yet he is the same mild, quiet Sam Gompers of fifty years ago.

### A Titanic Figure

Gompers is a titanic figure on the world-screen, in a day when men must measure up to heroic proportions to be even mentioned in the news despatches. And what morning newspaper does not contain some telegraphic report of his sayings and doings?

At the first international labor conference, called by President Wilson on October 29, 1919, Gompers was the leading element. With the officials of the Government Department of Labor, and the delegates representing workingmen in the four corners of the earth, Gompers is to-day blending labor with the League of Nations, and establishing labor's part and share in the fruits of peace.

### Bigness of His Task

And this is Samuel Gompers at the age of sixty-nine. It is the age when most men are through with work, when they may sit idly by in retrospect and enjoy the fruits of their toil. But there will be no rest for Gompers while he breathes. The man's personality and ambition are too big—his self-appointed task is too tremendous and many-sided. He admits that he may not live to see its utter fulfillment; but he means, at least, to leave no stone unturned in the attainment of his end.

### Example of Success

Gompers, the man, is clean cut, lovable—an example of the success he personifies. He proves that no accomplishment is too great for the man who believes in his cause, and who devotes every energy to it. There is no magic about Gompers—he is all man, all ambition, all work. And those who know him best say that his future accomplishments will pale into insignificance what he has done in the past. So, here is a living example, that it's never too late in life to add something to the happiness of the world.

## TAKES OVER HARDWARE BUSINESS AT WELLAND

A hardware company has been formed to acquire the business of Blake L. Booth, at Welland, Ont. The new company, Ingram and McMaster, Limited, will look after the retail trade. Mr. Ingram has been for twelve years with Rice Lewis & Son, Ltd., Toronto, and is a son of Mr. A. B. Ingram, chairman of the Ontario Municipal and Railway Board. Mr. McMaster has been in charge of the hardware business formerly conducted by Ingram and McMaster in Toronto. Mr. Booth is retaining an interest in the business.




"News," Dallas, Texas.

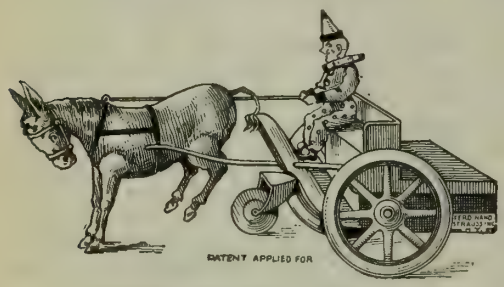
*A personal experience that most of us have had lately.*

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### MECHANICAL TOYS

"Tip-Top, the Mechanical Porter," and "Jenny, the Balking Mule," are among the mechanical toys brought out this season by Ferdinand Strauss, Inc., 7 West 22nd Street, New York. Both, it is stated, are very attractive and amusing in appearance.




*Jenny the Balking Mule*

"Jenny" and her cart is 8¾ in. long, and she is said to be a constant source of mechanical surprises to the kiddies. The entire toy is made of standard metal and brightly decorated.

"Tip-Top, the Mechanical Porter," is 7 in. long and 5½ in. high. This little man walks and acts like a real porter, and, like the "Balking Mule," is made of metal and brightly colored. A specially constructed spring regulates his actions and makes him appear very realistic.




*The Mechanical Porter*

### DOUBLE WORM JACK

The Iron City Products Company, 7501-7511 Thomas Boulevard, Pittsburgh Pa., is putting out a new jack in which it is stated a new application of the worm drive principle is made. The new jacks, it is stated, are worked on the "double worm" principle, in which both a right and left-hand worm are cut on the worm shaft, which meshes with right and left-hand worm gears. These gears carry heavy pinions between which the lifting bar, having a double set of teeth on either side, is raised or lowered by the double action of the component sets of gearing without loss of friction on the worm shaft or lifting bar.



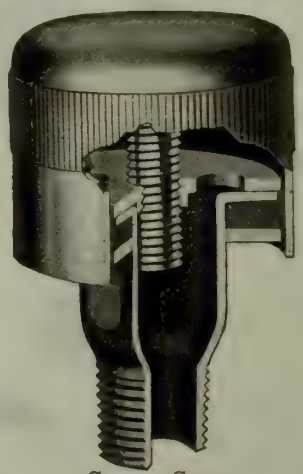
*Double Worm Jack*

There are only four working parts in the lifting mechanism and no small parts to get out of order.

A number of different sizes of various capacities, for various uses, are made.

### GREASE CUP

The "Bridgeport" centre thread grease cup is manufactured by the Garrison Company, 346 George Street, Bridgeport, Connecticut. The manufacturers make the following claims for it: It will not rattle off, it eliminates any danger of crossing and jamming threads, is easy to fill and refill, prevents any grease leakage, has a positive feed and is practically indestructible. It screws into a standard thread. The grease cup is considered economical and practical from every standpoint.



*Grease Cup*

### BANTAM BOOSTER

The F. F. Bantam Booster, manufactured by the France Manufacturing Co., West 104th Street, and Berea Road, Cleveland, Ohio, is intended primarily, it is stated, to meet the requirements of home battery charging.



It is made in one voltage and output only, known as TYPE 6 and operates from lamp socket on 100 to 130 volt 60 cycle alternating current with a charging rate of 8 amperes.

The manufacturers say it will fully charge a 6 volt battery of any ampere-hour capacity and can be used on a 12 volt battery by charging one-half of it or 3 cells at a time.

A special uni-directional current ammeter is standard equipment and shows plainly how charger is working and just what current is flowing into the battery.

Equipment also includes long extension cord and plug, heavy charging wires with red positive wire and battery clips. Full instructions show how to operate and care for battery.

Finish is black enamel making a very neat appearance.



*Bantam Booster*

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

NUMEROUS advances in price are again shown in the hardware markets this week. Higher quotations have gone into effect on saddlery hardware, collar pads, knife handle wrenches, carpenters' clamps, some lines of builders' hardware, lumbering tools, one line of saws and hammers, plumbers' oakum and black and galvanized sheets.

As a result of conditions brought about by the American steel strike, sheets are at a premium and dealers who have the stock have no trouble in disposing of it.

There is an upward tendency in pig lead and spelter.

As a result of keen competition rather than to any decline in prices of raw materials, manila rope is down one cent a pound and sisal is reduced one and a half cents a pound.

All along the line the shortage of goods continues and in some lines it is simply an impossibility to get anything like adequate supplies.

There is an improvement noted in the tube situation and while supplies are not plentiful, the jobbers are able to handle a fair amount of business and hope for further improvement.

While linseed oil is so scarce that even jobbers can buy in small lots only there is a tendency towards easier prices. An advance, which it is stated may be a sharp one, is expected in turpentine.

# MONTREAL MARKETS

MONTREAL, Oct. 16—Advanced prices are in effect this week for collar pads, the increase being 35c per doz. A new list is issued on knife handle wrenches. Carpenters' clamps are advanced. An increase is applied to saddlery hardware and some lines of bright coil chain. Corbin builders' hardware is marked higher. Plumbers' oakum advanced 50¼c per cwt. American roof nails are also marked higher. Pink's lumbering tools and handles are revised upward, tools 5 per cent. and handles 10 per cent.. One line of saws and another of hammers are marked up. Black and galvanized sheets are again revised upward and this is in definite accord with the indications pointed out in HARDWARE AND METAL last week. Pig lead is marked higher and so is spelter. Old materials, while substantially unchanged, are ruling with a better undertone.

A decline of one cent per pound is made for manila rope and one and one-half cents for sisal. This is due to keen competition, rather than to raw material declines, for the tendencies have been higher for raw materials of late. Business is very excellent all around.

## *Higher Prices Here For Collar Pads*

**Montreal.**

COLLAR PADS.—Higher prices are being quoted for collar pads, the 10 in. "Ventiplex" now selling at $6.60 per dozen. The previous price was $6.25.

## *New List on Wrenches; Carpenters' Clamps Up*

**Montreal.**

WRENCHES, CLAMPS.—A new list is issued on knife handle wrenches. The following prices now prevail: Six inch, per dozen, $15; 8 in., $18; 10 in., $22; 12 in., $28; 15 in., $38; 18 in., $48, and 21 in., $58. The discount is 25 per cent. Carpenters' and carriage makers' clamps are advanced in price, "Common" being quoted as follows: 3 in., per dozen, $7; 4 in., $9.60; 5 in., $12.20, and 6 in., $15.75. The corresponding prices for "Star" quality are: $8, $11, $14, and $18 per dozen.

## *Saddlery Hardware; Chain; Hardware Up*

**Montreal.**

VARIOUS HARDWARE. — Advances are being effected for saddlery hardware and the increases are very different so that it is impossible to give an average percentage to cover this. Coil and harness chain are also advanced. Various lines of Corbin builders' hardware are advanced in price, the approximate increase being 10 per cent.

## *Plumbers' Oakum Up; Roof Nails; Lumber Tools*

**Montreal.**

OAKUM, NAILS, TOOLS.—Advanced prices are in effect for plumbers' oakum. The increase of 50c per cwt. makes the present price $10.25. American bright felt roofing nails are higher in price, the quotation on full kegs being $9 per 100 pounds, and on broken lots $9.50. Pink's lumbering tools are marked higher. The tools are advanced approximately 5 per cent., and handles 10 per cent.

## *Hammers and Saws Are Marked Higher*

**Montreal.**

HAMMERS, SAWS.—Increased prices are effective for Stanley rail hammers and the increase will approximate 15 to 20 per cent. Various saws of S. & D. manufacture are revised in price, the hand patterns being on a readjusted basis as well as smaller saws. As the discounts vary greatly no definite prices are available.

## *Is Big Domestic and Export Ware Trade*

**Montreal.**

WARES AND STOVES.—Manufacturers are working to capacity on domestic and export orders for various wares. The tendencies are decidedly firm, but with the provision of makers they have been able to take care of customers' demands quite promptly. Prices will depend, materially, upon the ability of the manufacturers to obtain raw ma-

terials in such uninterrupted supply as to enable them to take care of demand with reasonable dispatch. The stove trade still continues to be brisk. Tendencies are firm, and any change made would be of an advancing nature rather than a decline.

## *Gasoline is a Seller; It and Coal Oil Held*

**Montreal.**

GASOLINE, COAL OIL.—While there has been no change in the price for coal oil, the tendencies are steady and prices hold still at 22 to 25 cents per gallon. For gasoline there is a brisk demand still, price for motor grade still holding at 33 cents.

## *Decline is Registered In Manila and Sisal*

**Montreal.**

ROPE.—The tendency of the hard fibre market has been upward, and the condition was so reported in last week's HARDWARE AND METAL. While this was according to facts, the introduction of various grades of cordage into the Canadian market has made a class of competition that is responsible for a decline of 1 cent per pound on manila, and of 1½ cent per pound on sisal. The new prices are as follows: Pure manila, per pound, base, 31c; British and beaver manila, per pound, 27c, and sisal, 23½c. Lath yarn, single, tarred and untarred, are also quoted at 23½c per pound. Trading is fair, it is reported.

## *Sheets Marked Higher; Are Harder to Obtain*

**Montreal.**

SHEETS AND PLATES.—Difficulty of maintaining stocks in the full run of gauges has forced prices up. Scarcity has been responsible for a general firming of the market and prices are higher all around. It may be that higher prices still will prevail, and this will depend, in large measure, upon the labor situation.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 65 | 6 40 |
| 12 gauge | 5 70 | 6 35 |
| 14 gauge | 5 75 | 6 50 |
| 16 gauge | 5 85 | 6 65 |
| 18-20 gauge | 6 30 | 6 35 |
| 22-24 gauge | 6 35 | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 23 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | 8 65 | 9 25 |
| 2 8gauge | 8 75 | 8 85 |
| 26 gauge | 8 50 | 8 50 |
| 22 and 24 gauge | 8 10 | 8 35 |
| 20 gauge | 7 90 | 8 35 |
| 18 gauge | 7 90 | 8 35 |
| 16 gauge | 7 70 | 8 00 |
| English Standard— | | |
| 28 gauge | 8 25 | 8 35 |
| 26 gauge | 8 00 | 8 10 |
| 24 gauge | 7 40 | 7 60 |
| 22 gauge | 7 30 | 7 30 |
| 18 and 20 gauge | 7 00 | 7 15 |

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Prices For Lead Lines Will Depend on Ingots*

**Montreal.**

LEAD PRODUCTS.—A fair amount of business continues to be done in manufactured products, but trade could improve to the satisfaction of the trade, generally. Prices are steadily maintained, and if lead holds its position and the firming takes place in the tin market there is little promise of lower prices for solder.

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 15% |
| Lead wool, lb. | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq., ft., lb. | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 36½ |
| Solder, strictly, lb. | 0 32 |
| Strictly, commercial, lb. | 0 31 |
| Solder, wiping, lb. | 0 29 |
| Solder wire (8 gauge)— | |
| 40\50 | 0 56 |
| 45-55 | 0 38¾ |
| 50-50 | 0 41¼ |
| Zinc sheets, casks | 0 17 |
| Do., broken lots | 0 18 |

## *Iron Bars and Steel Maintain Steady Basis*

**Montreal.**

IRON AND STEEL.—There is no complaint of the volume of business, and jobbers are in receipt of a steady stream of orders from day to day, particularly from outside points. The outlook suggests that there will be no declines and the undertone is, as a matter of fact, quite firm.

| | |
|---|---|
| Iron finish machinery steel | 3 80 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond too steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *Metal Undertone is Healthier; Copper Up*

**Montreal.**

OLD MATERIALS.—Little new feature presents itself this week, but the tendency is steady, and for old scrap metals the tone is better. Manufacturers have not, as yet, come into the market for round lots of old scrap, and this would indicate that they have had ample supplies in hand to take care of their requirements. Light copper is ¼c per pound higher, and old auto tires are a shade weaker.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | | 0 00½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08¼ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 15 | 0 15¼ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | | 15 00 |
| Malleable scrap (ton) | | 15 00 |
| Pipe scrap, ton | | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | | 21 00 |

## *Lead Price Higher; Spelter Also Firming*

**Montreal.**

INGOT METALS.—The week's features are those of a firming of a price for ingot lead and for spelter. Tin is unsettled, but advances are expected to come eventually. Copper is quiet.

COPPER.—Trading is somewhat light, and there is no change of price, this remaining at 25c.

TIN.—It was anticipated last week that an advance was due for this, but nothing has transpired as yet. Price this week is 59c, but a reaction upward may come at any time.

LEAD.—Heavy demand seems to have been responsible for a firming of prices and the quotations this week are advanced to 7⅝c per pound.

SPELTER.—While the price of 10c per pound obtaining last week is unchanged, the tendency is upward in sympathy with pig lead.

ANTIMONY.—Continues firm, but selling at the unchanged price of 10c per pound.

ALUMINUM.—The small demand for this continues, and price is held at 34c.

PIG IRON.—$50 per ton is being quoted on this for usual quantities.

# TORONTO MARKETS

TORONTO, Oct. 16—Price changes are fairly numerous this week with the general tendency toward higher levels. In one instance only has there been a decline, that is in rope. Manila quotations show a reduction of a cent a pound and sisal is down a cent and a half a pound.

Higher quotations are effective on builders' hardware lines as noted in a previous issue, although all the new figures have not yet been worked out. Sheets and bars are at a premium as a result of conditions brought about by the strike. Tube shipments have been coming through and as a result there has been considerable improvement in the shortage.

Ingot metals are showing a decidedly firmer tendency. Copper has advanced half a cent and lead half a cent.

Linseed oil is very scarce, but notwithstanding the price is weaker as a result of expected deliveries of seed from now on. A sharp advance in turpentine is not unlikely as prices at primary points have been rising.

## *Cotton Advance Has Not Affected Rope*

**Toronto**

COTTON ROPE AND TWINE.—These lines are very firm, but no advance has yet been reported. The cotton crop is not shaping well this year and is about the fifth crop below the ten-year average. Europe, it is claimed, is just about ready to start mills again and will need considerable. As may have been noted, cotton has gradually been advancing since February and has gained about 6 cents in five weeks. This has a tendency to keep prices very firm.

## *Manilla and Sisal Rope Shows Decline*

**Toronto.**

MANILA AND SISAL ROPE.—These products and also lath yarn show a decline of from one to one and one half cents per pound. Best manila is now quoted at 31 cents base. Other manila 27 cents, while sisal is quoted at 23½ cents base, which price also takes care of lath yarn single, and 24 cents for lath yarn double.

The reason for the lowering in price is given that fibre is slightly easier and no future or spring orders are being booked. The volume of business being handled is very fair for this season of the year. No further reductions are looked for at present and the prices above are for immediate delivery.

## *Some Brush Prices Temporarily Withdrawn*

**Toronto.**

BRUSHES composed of bristle 4 inches and longer are very scarce. One manufacturer received a wire advising price withdrawal, as bristles of the above length are practically off the market. He states it is temporarily impossible to secure these bristles, although every effort is being made to procure them as soon as possible. This may be caused, it is stated, by the labor conditions in China. Formerly these people picked the bristles on a very poor wage basis. Newer industries have offered larger wages.

## *Scrap Materials Are Still Quiet*

**Toronto.**

THE SCRAP MARKET has been very quiet on account of the American steel strike, and very little is going into the United States where the big demand is greatest. It is expected that prices may stiffen shortly as the situation gradually gets more settled. Quotations are as follows:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 12 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red Brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 1½ |
| Automobile tires | .... | 0 03 |

## *Boiler Tubes Firm; Still Very Scarce*

**Toronto.**

BOILER TUBES.—A good volume of business is offering for boiler tubes, but stocks are very low and no immediate improvement is expected. It is believed by some that shipments from the States to any extent will not reach Canada before December. A tendency to higher prices is noted, but present quotations show no change and are as follows:

| | Per 100 feet | |
|---|---|---|
| BOILER TUBES— | Seamless | Lapweld |
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Steel and Iron Bars Are Holding Firm*

**Toronto.**

STEEL AND IRON BARS.—The market remains firm with a good volume of business being reported. It is believed that manufacturers generally are not accepting future orders at a booked price, and accept future orders at the price quotations prevailing at the time of delivery. Almost all jobbers claim a scarcity and their warehouse stocks are low, but they are able to supply their customers' orders fairly well. In some quarters there is a distinct tendency to look for firmer prices, but it is not generally expected that any immediate change will take place at present. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Taylor-Forbes Products Unsettled*

**Toronto.**

TAYLOR-FORBES PRODUCTS showed an advance in last week's markets. Brass and bronze products should not have been included in this list and have been revised to the previous prices. Markets are firm on this line, especially malleable hardware. And it is hard to say how long they will stay at present quotations.

## *Firm Market For Galvanized Sheets*

**Toronto.**

GALVANIZED SHEETS.—The general situation in regard to both black and galvanized sheets is uncertain and very unsettled. Some jobbers saw the strike in the United States coming and stocked heavily, while others say their stocks are exhausted. Naturally, with the general scarcity throughout the country prices are active and show a wide range. It is said the variations are from 34 to 70 cents over base prices on galvanized sheets. This is accounted for, it is stated, by the jobber running out of supplies in this line, and having to purchase on a higher market. The demand is very heavy, especially the lighter gauges.

Many jobbers seem to think that no American iron will be procurable to any large extent till December. Although some claim they are able to procure several cars per week, which they very quickly disposed of. The quotations are as follows:

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | $5 40 to $5 45 | |
| 16 gauge | 5 50 | 5 60 |
| 18-20 gauge | 6 05 | 6 15 |
| 22-24 gauge | 6 10 | 6 20 |
| 26 gauge | 6 15 | 6 30 |
| 28 gauge | 6 25 | 6 45 |
| 3-16 inch plate | 4 90 | 6 25 |
| ¼-inch boiler plate | 4 40 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

| | Premier | Apollo |
|---|---|---|
| 10¾ oz. | $8 05 | $8 00 |
| U.S. 28 | 7 75 | 7 60 |
| U.S. 26 | 7 45 | 7 30 |
| 22 and 24 | 7 30 | 7 15 |
| 18 and 20 | 7 15 | 7 00 |
| 16 | 7 00 | 6 85 |
| 12 and 14 | 6 90 | 6 70 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Wrought Hardware Still Being Revised*

**Toronto.**

WROUGHT HARDWARE.—Prices which were withdrawn lately from the Canadian markets have not as yet been given out on the new basis. American firms were advised of approximately ten per cent. advance, and it was expected the Canadian price would advance along the same rate of increase. However, it is expected that prices on this line will assume a more steady tendency, after the adjustments have been arranged. The steel strike is gradually wearing itself out and mills are resuming operations in greater numbers every day, numerous working men and laborers declaring they did not wish to strike from the beginning, and are therefore pleased to get back to work again. It is expected this will all have a tendency to steady prices on nearly all goods where this product is essential.

## *Oil and Gasoline Remain Unchanged*

**Toronto.**

OIL AND GASOLINE are in great demand, and a large volume of business being handled. Oil companies report that shipments are being delayed considerably on account of merchants neglecting to return steel drums or barrels within a reasonable time, and claim that the limited number available at

present is causing delayed shipments. Prices seem firm and no immediate change is looked for.

## *Lead and Zinc Lines Are Fairly Active*

**Toronto.**

LEAD AND ZINC PRODUCTS.—Business is to some extent affected by the scarcity which is being caused in other lines by the strike and other conditions. On the whole, however, trade is fairly active. Prices are holding steady, the quotations being as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 6 inches, list, per lb. | .... | 0 14¼ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Firmer Market For Ingot Metals*

**Toronto.**

INGOT METALS.—A firmer undertone seems to be developing to the market for ingot metals. This is perhaps more noticeable in copper, lead and spelter than in other products. No marked changes have as yet developed in the situation and prices show little fluctuation although lead and tin are slightly higher.

COPPER.—Copper continues in fair demand. There are various rumors as to what may happen prices shortly, the general opinion seeming to favor an advance. In the meantime the quotations are on the basis of 27 cents a pound and a fair volume of trade is being handled.

LEAD.—Owing to conditions brought about by shortage of materials the demand for lead has not been as brisk as usual, but there is some improvement noted and a little firmer market is expected. Prices are in the neighborhood of 7¼ cents a pound.

SPELTER.—Business is showing a slight improvement. Prices are unchanged.

TIN.—Stocks are ample to meet all present demands. Prices show little variation, but if anything, promise to be higher. Quotations at present are at 60 cents a pound.

ANTIMONY.—There is only a nominal demand for antimony. Quotations range from 10 to 11½ cents a pound.

ALUMINUM.—Business is inclined to be quiet. Prices are holding unchanged at the former quotation of 35 cents.

# LONDON MARKETS

LONDON, Oct. 16—The hardware merchants of London and district continue to enjoy good business. All seasonable lines are in good demand. Prices are very firm on most lines, although linseed oil and turpentine are down ten cents per gallon. Collections are splendid.

## *Reduction Made in Manila and Sisal*

**London, Ont.**

MANILA, SISAL.—Rope prices have been revised downward. Pure and British manila show a reduction of 1c a pound and sisal is down 1½c a pound. The new quotations are: Pure manila, 31c per pound base; British manila, 27c; New Zealand hemp, 27c; sisal, 23½c.

## *No Changes Shown in Prices of Nails*

**London, Ont.**

NAILS.—A brisk demand for nails continues as a result of the activity in all building lines. Prices are holding without change, the quotations being: Wire, $4.70; Base and Cut, $4.75 base.

## *Small Stocks of British Razors Coming*

**London, Ont.**

ENGLISH RAZORS—Small stocks of I X L razors are arriving from England. Quotations are as follows: No. 5,000, Canuck, $20 per dozen; No. 1,000, Conqueror, $25 per dozen.

## *Potts Iron Handles a Little Cheaper*

**London, Ont.**

MRS. POTTS IRON HANDLES.—This line has been reduced twenty-five cents a dozen, and the new quotation is on the basis of $1.40 per dozen.

## *Ten Per Cent. Rise in 1847 Flatware*

**London, Ont.**

1847 FLATWARE.—An advance of ten per cent. which has been made, includes all patterns and plain designs of knives and forks. The higher prices are due, it is stated, to the greatly increased cost of silver and labor.

## *Canadian Beauty Appliances Lower*

**London, Ont.**

CANADIAN BEAUTY APPLIANCES.—A slight reduction is made in the prices of these lines, the discount now being 27½ per cent. in place of the former figure of 25 per cent. Net prices prevail on some lines. Quotations include irons at $4.35 each; toasters, No. 210, $4.35 each; grills, No. 402, $7.25 each.

## *Cast Sinks Are Advanced Slightly*

**London, Ont.**

CAST METAL SINKS.—A slight advance has been made in this line. Quotations are as follows:

| | 16x24 | 18x30 | 18x36 |
|---|---|---|---|
| 3 in. shipment, each | $5.30 | $6.05 | $10.45 |
| 2 in. shipment, each | 5.36 | 6.11 | 10.57 |
| 1 in. shipment, each | 5.42 | 6.17 | 10.69 |

## *Weather Strip is Selling Well*

**London, Ont.**

WEATHER STRIP.—There is an active demand for weather strip. Prices are as follows: Wood and felt No. 60, 5c per foot; No. 61, 5c; No. 61½, 7c; No. 64, 10c, less 55 and 5 per cent. Frost King, $4.40 per dozen packages; Swan hardwood, 75c set.

## *Ash Sifters Now Starting to Move*

**London, Ont.**

ASH SIFTERS.—There is a fair demand noted for ash sifters. Prices are as follows: Common wood side, $3.00 per dozen; Banner, $3.20 each; Rocker No. 1, $4.75 each.

## *Ice Skates Show Very Fair Bookings*

**London, Ont.**

ICE SKATES.—Orders are now being filled for ice skates and the bookings are very fair. Starr make is quoted at 30 per cent. off list.

## *Active Demand For Ammunition*

**London, Ont.**

SHELLS, CARTRIDGES.—Ammunition sales have been very satisfactory. Quotations are as follows:

Black Shells, Crown, add 10% to list.
Smokeless Shells,—Sovereign, Regal, Canuck, Imperial, net list.
Cartridges—22S, 22L, BB Caps, 20% off list.
Other rim fire, 10%.
Centre fire pistol sizes, add 35% to list.
Centre fire, sporting sizes, add 60% to list.

## *Rifles, Shot Guns Being Called For*

**London, Ont.**

RIFLES, SHOT GUNS.—There is a good demand for rifles and shot guns. Prices are as follows:

Single Barrel Shotgun — Plain, $11.00 each; ejector, $11.50 each.
Double Barrel Shotgun—Plain, $19.00 each.
Winchester Shotguns and Rifles, add 27½% to list.
Stevens' Single Shot Rifles—Little Scout, No. 14½ x 22 calibre, $5.75 each; Crack Shot, No. 26 x 22 calibre, $6.75 each; 32 calibre, $6.75 each. Marksman, No. 12 x 22 calibre, $8.50 each; 32 calibre, $8.50 each. Favorite, No. 17 x 22, 17 x 25, 17 x 32, $10.50 each.

## *Cattle Chains and Stall Fixtures*

**London, Ont.**

CATTLE CHAINS, STALL FIXTURES.—Cattle chains are now selling and the discount is 20 per cent. off list. Hollow stall fixtures are quoted at $1.40 per dozen.

## *Demand Increases For Stove Boards*

**London, Ont.**

STOVE BOARDS.—There is a seasonable demand for stove boards and sales are reported brisk. Quotations are as follows:

Wood lined, 30/5% off list.
Paper lined, 40/5% off list.
Net prices are as follows:

| Inches— | Paper lined. | Wood lined. |
|---|---|---|
| 24 square | $7.41 | $12.30 |
| 26 | 8.55 | 13.97 |
| 28 | 9.41 | 15.63 |
| 30 | 10.83 | 16.96 |
| 32 | 12.25 | 21.28 |
| 36 | .... | 24.60 |
| 18 x 28 | 8.27 | 12.64 |
| 24 x 32 | 10.26 | 16.62 |
| 26 x 34 | 11.97 | 17.67 |
| 26 x 38 | 14.25 | 18.95 |
| 28 x 44 | 17.10 | 26.60 |

## *Oil Heaters Are Selling Very Well*

**London, Ont.**

OIL HEATERS.—There is a brisk demand for oil heaters and stocks are turning over nicely. Quotations are as follows:

Perfection—No. 525, $7; No. 530, $8.25, less 25%.
Wicks for above, $3.45 dozen. No. 500 on carrier.

## *White Lead in Oil Remains Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—There is a good demand for white lead in oil. Prices are holding without change and are as follows: Pure, in ton lots, $16.35 per 100 pounds; less tons, $16.70; Elephant, $16.95; less tons, $17.30.

## *Glass and Putty Are Holding Steady*

**London, Ont.**

GLASS, PUTTY.—There is a good sale for glass at present. Prices show no change, the quotation being: Single diamond, 30 per cent. off list; double diamond, 30 per cent.; cut lights, 10 per cent. Putty is also selling well. The quotations are unchanged: Standard, 100 lb. drums, $6.80 per 100 lbs.; 25 lb., $7.05; pure, 100 lb. drums, $9.30; 25 lb., $9.55.

## *Turpentine is Down 10 Cents a Gallon*

**London, Ont.**

TURPENTINE.—There is a good demand for turpentine. Prices are as follows: 1 bbl. lots, $2.45 per Imp. gal.; 2 to 4 bbl. lots, $2.44; 5 gal. lots, $2.55.

## *Linseed Oil Shows Easier Tendencies*

**London, Ont.**

LINSEED OIL—Linseed oil quotations show a tendency to be easier and this is expected to develop as supplies of seed come in more plentifully. Quotations are on the following basis, ten cents lower than former figures:

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrels, gal. | $3.15 | $3.18 |
| 3 to 5 barrels, gal. | 3.14 | 3.17 |
| 6 to 9 barrels, gal. | 3.12 | 3.15 |

Less bbls. add 10c gallon.

# WINNIPEG MARKETS

WINNIPEG, Oct. 16—Price changes during the past week embrace many lines of importance to the hardware dealer, the most important among these being a strong advance in bolt prices, while lace leather, Irwin auger bits, Heller's hammers, and nuts also show a general increase of from 5 to 10 per cent.

The only line to be reduced this week is rope, which dropped 1½c per pound on sisal and lathyarn, and 1c per pound on pure manila, British manila and African hemp.

Outside of these changes all prices in general are holding very firm and no lower prices are looked for in any lines on which the principal production costs are labor.

Business continues fairly brisk in general lines, such as pipe, elbows, stove boards, coal hods and all such seasonable lines.

## *Heavy Advance Made in Lace Leather*

**Winnipeg.**

LACE LEATHER. — Lace leather prices show the heaviest advance during the week of any of the hardware commodities, the increase being approximately 25 per cent. above former quotations, and is due to the recent high prices as well as the shortage of hides. However, the present high prices are not expected to hold for next year's business. To-day's ruling prices are given as follows: Lace leather, tanned sides, $2.50 per lb.; rawhide sides, $2.50; tanned laces, $2.65; rawhide laces, $2.65.

## *Reduction is Made in Prices of Rope*

**Winnipeg.**

ROPE.—Rope prices show a further reduction during the week, due to the heavy stocks of raw material available, prices on sisal declining 1½c per lb., while pure manila, British manila, and African hemp show a decline of 1c per lb., and from present indications these new prices will stand for some time. To-day's market prices f.o.b. Winnipeg are as follows: Sisal rope, 24½c base; pure manila rope, 33c; British manila rope, 28¼c; African hemp rope, 28¼c; lath yarn, 24½c base.

## *O-Cedar Oil and Mops Up 5 Per Cent.*

**Winnipeg.**

O-CEDAR OIL, MOPS. — Prices on O-Cedar oil and mops, which are set by manufacturers, have just been revised and show an increase of a straight 5 per cent. over former quotations. To-day's selling prices being as follows:

O-Cedar Polish—4 oz., $2.10; 12 oz., $4.20; 1 quart, $10.50; ½ gal., $16.80; 1 gal., $25.20 doz.
O-Cedar Mops—No. 1, $12.60; No. 3, $12.60 doz.
O-Cedar Dust Mops—No. 5, $12.60; No. 14, $12.60 dozen.
O-Cedar Dusters—No. 10, $6.30 dozen.

## *Blacksmiths' Hammers Up 5 to 10 Per Cent.*

**Winnipeg.**

BLACKSMITHS' SUPPLIES.—A general revision in prices of Heller Bros.' products has just gone into effect, based on new factory quotations, and shows an increase of from 5 to 10 per cent. To-day's market prices are given herewith:

Rounding Hammers—No. 61 x 2 in., $36.00; 2½ in., $36.00; 3 in., $36.00 dozen.
Fitting Hammers—No. 62 x 2¼, $30.00; 2½ in., $30.00; 3 in., $30.00 dozen.
Farriers' Hammers—No. 64 x 14 oz., $17.40; 16 oz., $17.40 dozen.
Hellers' Farriers Nippers—24A x 12 in., $30.00 dozen; 24 x 14 in., $36.00.
Hellers' Hoof Parers—23A x 12 in., $30.00 dozen; 23 x 14 in., $36.00.

## *Ten Per Cent. Jump Made in Auger Bits*

**Winnipeg.**

AUGER BITS.—Following recent advances by the Irwin Auger Bit Co., new prices have been issued by Winnipeg jobbers, and show a general advance of approximately 10 per cent. over former quotations, due to increased costs of production, while it is very hard to get delivery even at advanced prices. To-day's market prices are as follows:

Irwin Auger Bits—3-16, $6.00; 4-16, $6.00; 5-16, $6.00; 6-16, $6.00; 7-16, $6.00; 8-16, $5.00; 9-16, $6.00; 10-16, $6.00; 11-16, $7.00; 12-16, $7.00; 13-16, $8.25; 14-16, $8.25; 15-16, $9.50; 16-16, $9.50 dozen.

## *Bolts and Nuts Revised Upwards*

**Winnipeg.**

BOLTS.—Among the most important advances is the new prices issued during the week on bolts, caused by the increased wages as well as other causes, and affects particularly the smaller sizes which advance from 10 to 15 per cent., while the larger sizes move up from 5 to 7½ per cent., and should the present steel strike continue for a lengthy period even higher prices may be expected. To-day's discounts are given below.

Carriage Bolts—⅜ and smaller, up to 6 in. long, 22½%; over 6 in. long, 5%. 7-16 and larger, all lengths, 5%.
Machine Bolts—¾ and smaller, up to 4 in. long, 25%; over 4 in. long, 15%. 7-16 and larger, all lengths, 15%.

Tire bolts, 40%; plow bolts, 10%; shaft bolts, 7½%; coach screws, 35%.

Following the advance in bolts, new prices have been named on nuts of all kinds, which advance from 50c to $1.00 per 100 lbs. Net prices now ruling are given below:

| Square tapped nuts— | Cases. | Less. |
|---|---|---|
| ¼ inch | $18.25 | $19.25 |
| 5/16 inch | 16.25 | 17.25 |
| ⅜ inch | 14.35 | 15.35 |
| 7/16 inch | 13.35 | 14.35 |
| ½ inch | 12.65 | 13.65 |
| 9/16 inch | 12.45 | 13.45 |
| ⅝ inch | 12.55 | 13.55 |
| ¾ inch | 12.25 | 13.25 |

| | | |
|---|---|---|
| ⅞ inch | 12.15 | 13.15 |
| 1 inch | 12.15 | 13.15 |
| Hexagon tapped nuts— | | |
| ¼ inch | 26.00 | 27.00 |
| 5/16 inch | 21.50 | 22.50 |
| ⅜ inch | 18.10 | 19.10 |
| 7/16 | 16.20 | 17.20 |
| ½ inch | 15.00 | 16.00 |
| 9/16 inch | 14.80 | 15.80 |
| ⅝ inch | 14.30 | 15.30 |
| ¾ inch | 14.10 | 15.10 |

## *Turpentine Firm at Former Quotations*

TURPENTINE. — Turpentine prices continue at former quotations with only a limited demand at this season of the year. To-day's prices are as follows: Barrel lots, $2.70 per gal.; ½ bbls., $2.73; 5 gal. lots, $2.75; 1 gal. lots, $2.75, plus the usual extras for containers.

## *Linseed Oil Prices Holding Unchanged*

LINSEED OIL.—Linseed oil prices show no change during the week, following a drop last week of 25c per gal., and is quoted to-day at the following figures: Linseed oil, raw, in bbls., $2.75 per gal.; boiled in barrels, $2.78 per gal.

# PITTSBURGH MARKETS

PITTSBURGH, Pa., October 16.—The geographic distribution of the iron and steel strike is the same as a week ago, when this report gave a complete representation, except that there have been slight increases in employment, so that the strike is a trifle less strong than a week ago. It has been losing ground since about the end of the third day, three weeks ago, but it loses ground very slowly. The strike was obviously lost for the men after the experience of the first three days, showing that a large part of the iron and steel industry, more than one-half, as a matter of fact, could operate. Why the strike continues, in such circumstances, is not altogether clearly apparent. One reason, no doubt, is that almost all the real strikers are ignorant foreigners and do not know that the strike is hopeless from the standpoint of winning any concessions, while undoubtedly another reason is that the American Federation of Labor officials are indisposed to make an effort to stop the strike as long as the labor conference at Washington is in session. The calling of the strike just before this labor conference did not help the union cause by any means, but with the strike once started it is better to keep it up than to acknowledge its failure. As to the radicals, who really produced the strike, chiefly Fitzpatrick and Foster, they have no interest in calling off the strike if they see it is lost, as they have nothing to save out of the wreck. The case is different from that of an ordinary strike of a union, when, if the strike is lost, it is to the advantage of the leaders to get the men back to work so that they can be reorganized for further attempts in future. An incidental reason why the strike wanes so slowly is that the manufacturers are not making anything like strenuous efforts to resume. They think haste would result in clashes, probably serious, by men desiring to return to work and those who wish to prolong the strike, and they prefer to let the men get thoroughly tired of striking.

### Gains in Employment

There have been further gains in employment in the past week in some regions, but in hardly more than half the entire territory affected more or less by the strike. Thus there has been no gain in the Wheeling district, and indeed the 24-mill tin plate plant at Yorkville, O., went down last Thursday, together with the Southern Ohio plant at Portsmouth, comprising seven open-hearth steel furnaces, two jobbing mills and ten sheet mills. The closing of these two plants represents the only spread of the strike since the first few days, and is, of course, more than balanced by the gains in employment made elsewhere. In Cleveland there has been no gain whatever in employment, Cleveland being down tight, as was the case at the beginning of the strike. In Buffalo there may be a slight amount of employment in plants previously closed tight, but if so the gain amounts to practically nothing. The curious situation remains of the Seneca Iron & Steel Company, a sheet interest, operating comfortably, while the entire Lackawanna Steel Company outfit, immediately adjoining, is closed tightly.

In the Monongahela Valley there have been gains in employment, both as to the Homestead and Edgar Thomson plants of the Carnegie Steel Company and the McKeesport plant of the National Tube Company, which averaged about 75 per cent. operation at the low point, but are now nearer 90 per cent., and also as to plants at the head of the Valley, at Monessen, formerly closed tight and now showing a little operation. In the Shenango Valley there is a slight improvement, whereby that valley is running very nearly full. In the Mahoning Valley, formerly closed tight, there have been slight gains, as the Trumbull Steel Company at the head of the Valley district, resumed practically in full this week. The men had been brought out the second day of the strike, largely by intimidation. Also, the small nuclei of men that were at work in some large Youngstown steel plants the first week, and were kept at odd jobs, there being no production, have increased very considerably, so that in the past week or so a little production has been quietly attempted.

The gains in employment and production, however, only change by a few per cent. the condition of the industry as a whole, from the situation obtaining at the end of the first week, the strike being now in its fourth week. Production is probably still well under 60 per cent. of normal, probably about 55 per cent., while employment is but little if any about 60 per cent.

### Pig Iron

On the whole the production of merchant pig iron has not been affected as much as the production of pig iron by steel interests, or the production of steel. All the merchant furnaces in Cleveland are down, and most of those in the Buffalo district, but the scattered furnaces are scarcely affected, and the Shenango Valley is running nearly full. The Mahoning Valley is closed practically tight, but it now contains only one blast furnace that is purely a merchant stack. In the Shenango Valley there are nine merchant furnaces, there being six at Sharpsville, two at West Middlesex and one at Sharon. Five of these have been running for ten days or more, one is out for relining, and three have either just resumed or are about to do so.

The demand for sheets before the strike was particularly good and thus it is fortunate that the production of sheets is less affected than that of several other finished products. Last week the American Sheet & Tin Plate Company operated an average of fully 82 per cent. of its sheet mills and is expecting to average better this week, while the independents operated 60 per cent. of the number operated in the week before the strike, though this meant only about 43 per cent. of the number in existence. Future operation will depend not so much upon conditions at the sheet mills as upon the supply of sheet bars, as it does not seem that enough tonnage of sheet bars is being made to carry the sheet mills that are in operation. The sheet mills had some stocks of sheet bars when the strike started.

Hardly any new business is being done in steel products, though some mills are entering occasional orders from regular customers, for delivery at mill convenience. The occasional or chance buyer, who has no regular mill connection, could hardly place any orders with mills, and some of these buyers are looking around for material in stock, on which, of course, they must pay a retail price. The mills are not going to advance prices against any shortage occasioned by the strike. Export inquiry is fairly good, but hardly any of the business offered is being accepted.

The Steel Corporation's unfilled obligations amounted to 6,284,638 tons at the end of September, showing an increase of 175,435 tons during the month, thus comparing with an average increase of 609,000 tons a month in the three months preceding. The increase

was equivalent to about 13 per cent. of the month's capacity, while shipments may be estimated at 70 per cent. of capacity, against 81 per cent. in August, and thus the September bookings would seem to be 70 per cent., the shipments, plus 13 per cent., the increase in unfilled tonnage, or 83 per cent. of the month's capacity. Thus, while the Steel Corporation was very reserved throughout September in the matter of selling it did enter a large tonnage.

## ANNOUNCES MINIMUM WAGE FOR CLERKS

### Saskatchewan Minimum Wage Board Sets Standard Wage

The Minimum Wage Board for Saskatchewan Wage Board announced recently that it had decided the minimum wage for retail stores for a 48-hour week. Beginners will receive $9.50 a week, with an increase of a dollar at the end of three and six months' service, and an increase of two dollars at the end of nine months, and at the end of one year they shall be deemed experienced and receive a minimum of $15. Other classifications will be decided in a week, and the new schedules will all become effective 30 days after the first publication in the Saskatchewan Gazette.

When filing lead, or other soft metals, it is well to rub a piece of chalk over the file before commencing work. The chalk prevents particles of metal from filling the file teeth. To clean the file, tap it against the workbench, and the filings will fall out.

## N. B. MERCHANTS CONVENE AT MONCTON

(Continued from page 56)

of the Board of Commerce it was still being sold at 15 cents.

The retail merchant danced to the tune played by the manufacturer, the speaker said; the latter to raw material, and all danced to labor. This was an unhealthy condition of affairs. The people were the hardest task-masters to meet, but they were the ones the merchant had to deal with. Thanks to the fact that the R. M. A. had been organized, he said the small dealer had been protected at the recent Industrial Conference in Ottawa, as their organization helped materially to stop the adoption of the eight-hour day. Mr. Banfield concluded with references to Canada's financial standing, saying that the last estimate showed the Dominion to possess $2,375 in natural wealth for every man, woman and child, the richest country in the world in regard to per capita wealth. He recited from Chapman's poem: "Where Does the West Begin?" in closing what was a fine address and which made a telling impression upon the gathering.

A pleasing programme of entertainment numbers was given, in which W. H. Banfield of Toronto, was heard in several humorous and instructive selections, and other contributors were given by Mr. Guy, Mr. Cochrane, Mr. Smith and Mr. Carson. They were given a vote of thanks at the close of the dinner, which afforded much pleasure to a gathering of about one hundred members.

## ARMSTRONG BILL IS DISCUSSED AT WINNIPEG

At a recent meeting of the Winnipeg Board of Trade, James H. Ashdown, of the Ashdown Hardware Co., Ltd., asked that the Armstrong Bill, details of which appeared in a previous issue of HARDWARE AND METAL, and which is aimed to bring lake and coastwise shipping under the control of the railway commission, be considered entirely from an unprejudiced viewpoint.

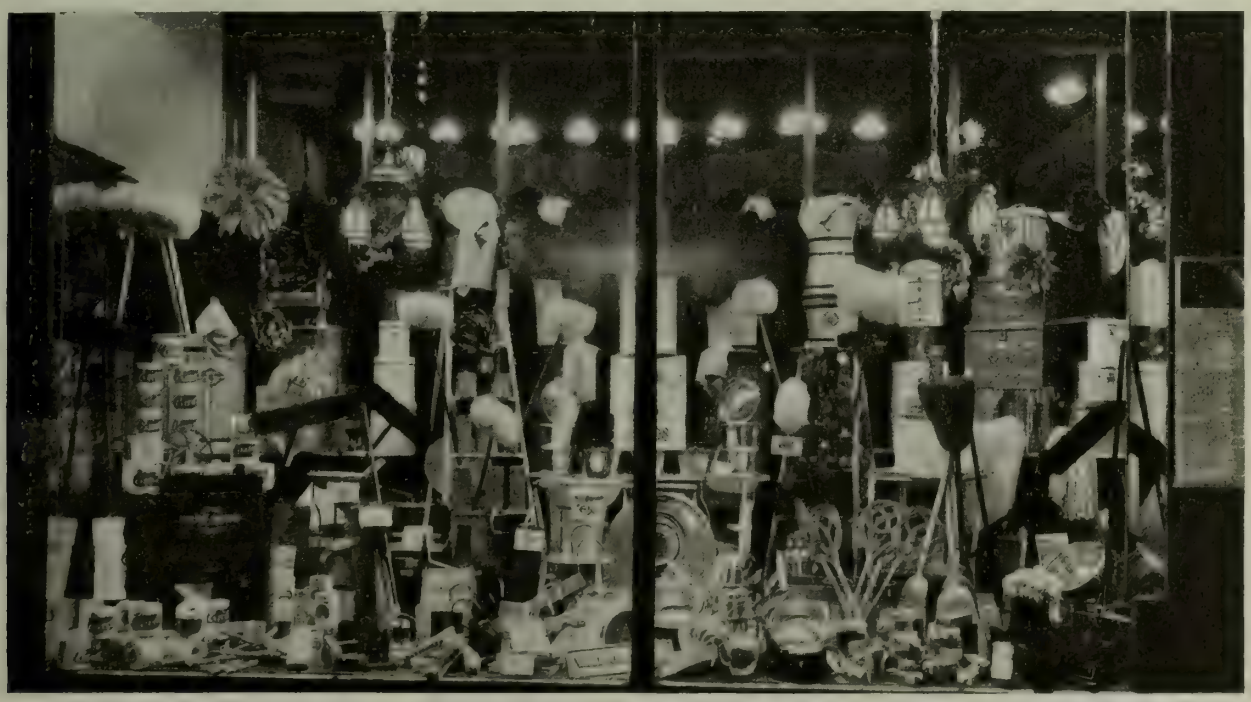
The Bill in question, which has been introduced into Parliament during two successive sessions, has been strongly opposed by shippers up to the present time. Mr. Armstrong, its sponsor and member of Parliament for Lambton, was invited to Winnipeg to place his views in support of the measure before the Winnipeg Board of Trade. He accepted the invitation and addresed the forum, strongly advocating the control of water transportation.

## TRADE NOTES

C. C. Craig of C. C. Craig & Co., Winnipeg, has recently returned from a business trip through the prairies and reports that general business conditions in the hardware trade are very good and that trading is very active.

Chemical Products Corporation, capital $3,000,000, head office Toronto, Ont., plans to manufacture and deal in chemicals, fertilizers, etc.

The Colonial Glass Company, Limited, capital $50,000, head office Lakefield, Ont., plans to manufacture and deal in glass and glass goods.



*A window display of household goods is easy to arrange and has a sales compelling force that will attract a splendid volume of business. A free use of price cards should be made.*




# Sledge Hammer Advertising

## One Means of Rousing Indifferent Property Owners to the Losses They Are Sustaining by Neglecting to Apply Paint—Figures Showing Losses From Deterioration Would Startle Most People

A FIRE two or three blocks down the street may cause little concern to some property owners, but when one occurs next door or under their own roofs they waste no time in turning in an alarm and getting busy with the water bucket and fire extinguisher.

Some men, and women too, have got to be scared stiff before they will buy fire or life insurance, lightning rods, or even a mild dose of physic. Some have got to see another man's car skid to collapse before they put chains on their wheels.

Insurance companies, fire extinguisher concerns, anti-skid tire and chain people have realized this and framed their advertising accordingly. They have injected a note of "frightfulness" in their copy in order to startle people into the buying impulse.

### Might Help Some

Perhaps a little of this method adapted to paint advertising would produce quicker results with some indifferent property owners where an appeal to their economic sense would otherwise fall flat. Some men have to be hit between the eyes before they are fully awakened to a realization of the necessity of protecting themselves, their families or their property.

Fortunately, paint and varnish advertising does not by any means have to rely on this sort of appeal to arouse the buying incentive. But it is an angle from which advertising might be directed in certain instances and which would have a response.

### Means Big Loss

The slow burning away of property by deterioration through lack of paint cannot be visualized except by analogy. The destruction that takes place in a few moments' time by means of fire is just as surely going on through lack of paint, though it covers a longer period of time. This could be depicted graphically by analogous illustrations, or illustrated in print by means of figures. A fire unhindered, is 100 per cent. destructive in a few hours' time. Property deteriorates at least 2 per cent. per annum without paint. Fifty times two means almost complete uselessness in fifty years' time, and is as sure in its effect as fire.

Two per cent. discount on an invoice oftentimes is the making or breaking of a business. 2 per cent. discount annually on property that remains unpainted year after year will surely bring it to a condition where it can no longer be considered an asset.

Whatever may be the earning capacity of property neglected through lack of paint, the owner must subtract that 2 per cent. for negligence in order to obtain the true net earning capacity. If it is earning 8 per cent. on actual investment, the 2 per cent. must be deducted to arrive at a proper net result.

### Do Not Realize

Property owners do not realize this. That is why it is sometimes necessary to scare him into a realization of his financial position brought about by negligence of paint. The same man investing money in bonds returning at 6 per cent. will let up a most unearthly howl if the Government takes 2 per cent. of it for war or any other purpose. The difference between 6 per cent. and 4 per cent. turns into momentous consequences when the Government takes hold of it. But very often the same man will stand serenely by and let 2 per cent. on his property vanish into thin air, all because paint prices are high. or painters ask too much, or just because he's too darned lazy to trot out his own ladders and brushes.

That's the kind of man that grenade advertising ought to be tossed at. Something that will give him a jolt into activity and painting.

### Soon Gets Busy

In farming communities it doesn't take long for the lightning rod agent to get busy in a community where a barn has been struck and burned by lightning. Somebody who has neglected such protection has to suffer before others are awakened to the necessity of providing protection against lightning. The insurance and rod agents then begin to reap their harvest.

Barns and frame buildings unprotected by paint are being continually struck with infinitesimal shocks from the conditions of the weather which sooner or later destroy just as surely as the single bolt from the sky. It takes pretty strong "scare" paint advertising to bring this home vividly to the farm owner. Appeals as to appearance, up-keep, better farm conditions, etc., may pass over his head, but if a good scare can be thrown into his economic mind, it is more than likely to bring about the desired results.

### A Mere Suggestion

This is purely a hypothetical suggestion:—If a paint dealer could go around the farm community for a day and rip off two or three boards from the side of several barns, he would certainly raise a storm of protest from

Continued on page 80

# MOORE'S

## PAINTS AND VARNISHES



Sold by MOORE'S DEALERS to the consumer with a Guarantee:

**ABSOLUTELY SATISFACTORY OR MONEY REFUNDED**

If we did not have absolute confidence in our products, we could not afford to stand behind our dealers with this guarantee. There are no strings whatever attached to this guarantee.

If you are anxious to put your Paint Department on a better profit-paying basis, you will give us an opportunity to quote you prices and to acquaint you with further details of our agency proposition.

**Color Cards and Descriptive Matter gladly sent on request.**

"Save the surface and you save all" Paint & Varnish

**DISTRIBUTORS:**

**Nova Scotia—J. H. Cleveland, 150 Granville St., Halifax, N.S.**
**New Brunswick—Emmerson & Fisher, Ltd., St. John, N.B.**
**Saskatchewan—Canadian Supply Co., Ltd., Saskatoon, Sask.**
**Quebec Representative—M. A. Morison, 142 Union Ave., Montreal, Que.**



**Benjamin Moore & Company Limited**

**TORONTO WINNIPEG**

the owners. In so doing, he could explain, that he was following exactly the example of the farmer who neglected to paint. The depreciation that was taking place annually would amount to as much as the value of the lumber removed.

These instances are being given as suggestions to paint dealers who desire bases for advertising or talking points in their contact with their customers. Space will not permit working out advertisements in detail. Dealers can adapt them to their own use. Extreme illustrations have been drawn to show to the man who should purchase and use paint, why he should do so. Depreciation and actual loss have perhaps not been brought home to owners with the intensity that might be done in the usual run of appeals.

**Can Figure Closely**

Automobile owners can figure to a fraction of a cent the depreciation on the cars in the course of a year. Fire extinguishers are carried as a precaution against fire contingency. High insurance rates are paid against accident, theft and fire. All these contingencies are provided against. A large amount of this protection is taken on mainly because the motorist has seen, or heard, or perhaps felt a loss through these various contingencies. He has a clear, concrete picture of what happens, or is likely to happen to his motor and he protects it accordingly.

To convey a definite, concrete idea of the actual loss through lack of paint has been one of the difficulties in increasing paint sales. If the paint dealer would place a 3′ x 6″ x 2″ pine board on his paint counter, and every time he endeavors to show a customer the effects of deterioration, would take a jack-plane and run over it, he could illustrate to some extent the slow wearing process of an unprotected board under weather conditions. Every time he passed the plane over the surface he would take off a shaving and eventually wear down the board until it had no value whatever.

Whether your advertising or personal talks take the form of coaxing, cajoling or frightening a man into buying paint, the more concrete and tangible you can make your illustrations, the quicker and surer they will strike home.

Sometimes it pays a man to be hit over the head. If paint facts of this nature can be used as a club, they will benefit himself, his property and the paint and varnish dealer who is willing to use clubbed facts as a means of promoting sales.

# The Brush Department

## Window Displays of Brushes Increase Turnovers Most Satisfactorily

### Some Firms Use a Combination Display of Brushes and Paints With Excellent Results—Other Merchants Believe in Showing Brushes Only

GOOD window displays are the best advertisement a merchant has. There is no better way of increasing sales of brushes than to show them to the prospective buyers. A well-arranged window display of brushes, with the prices shown clearly, invariably pulls business. If it is backed by a punchy advertisement the results will be just that much better.

Many hardware merchants have found that a combination display of brushes and paints or brushes and wall finishes makes a window that has a real value in dollars and cents.

**Started to Move**

"We no sooner have our windows arranged than we notice the effects," said a Western Ontario dealer to HARDWARE AND METAL. "People see the brushes and the paints and start to buy them. There is no question at all about the results. We keep everything clean and bright and try to have an attractive arrangement and neat price cards. One thing we have found is that it is best to change our windows every week. They will pull, and pull well for about that time, and then we put in something else. People take the keenest interest in window displays and we try to make ours always worthy of their attention and to keep something before them that is seasonable and worth while."

Some hardware men think they get the best results if they put in an entire window of brushes. This always means a big jump in the sales, they say. These merchants state that they plan to put in three or four window displays of brushes a year. In addition they keep the brushes constantly displayed in their store where everyone coming in and out can see them.




*Here is an attractive plan for linking up a brush display with a paint window. The way to sell more brushes and more paint is to let the people know you have them. Good window displays of this kind will invariably boost business.*

# Actual Tests Prove Boeckh's Brushes




The biggest boosters of Boeckh's Brushes are the people who have used them and found by experience that they are all that good brushes should be—service persistently given creates the demand for

## BOECKH'S RUBBER-SET PAINT BRUSHES

Boeckh's Steel Grip Rubber-Set Paint Brushes are used whenever and wherever a good brush is required. They are quick sellers. Sales can be made readily by simply displaying these brushes and letting people know you sell them.

Don't demur! Stock Boeckh's Household Brushes and Boeckh's Steel Grip Rubber-Set Paint Brushes and supply the demand which has already been created.

## THE BOECKH COMPANY, LTD.

TORONTO, ONTARIO




GIVES the finish you want on walls—dries flat—no gloss—soft, velvety effect—easy and pleasing to the eye.

CAN be washed with soap and water without fading or injury to the surface. Hygienic and sanitary.

Prudential sets like cement—becomes an integral part of plaster wall—smooth or rough. Applies equally well on Wood or Metal—plain or ornamental surface.

Prudential comes in a full range of pleasing shades and colors—non-fading even under extremes of sun—dampness or constant washing.

**Write us for our agency proposal.**

## BRITISH AMERICA PAINT CO.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA

# Adulterated Oil Offered to Canadian Trade

## Cleveland Firm Circularizing Canadian Trade, Offering What is Termed "Linseed Oil Adulterated"—Also Offers National Spirits Substitute Turpentine

WITH an envelope marked: "Important Quotations Inside," Canadian hardware firms this week received a letter with letter head bearing the name, National Linseed Company, linseed oil and naval stores, Cleveland, Ohio, reading as follows:

Oct. 10, 1919.

"Gentlemen:—

"Flaxseed is practically out of sight at the present time. That is the reason why linseed oil is so high and scarce at the present time. From all indications linseed oil will be selling as high as $2.50 per gallon within 90 days. For that reason we advise all users of linseed oil to buy their entire supply for 1919 and 1920.

We offer you linseed oil adulterated, which should be used for all purposes with but one exception, not for food or medicinal purposes.

"We quote the following:

"Raw linseed oil, adulterated, $1.46 per gallon.

"Boiled linseed oil, adulterated, $1.47 per gallon.

"This price is in Canadian exchange, money order, draft or cheque, F.O.B. Cleveland.

"Oil is shipped in steel barrel with faucet attached, no charge for steel barrel. Each steel barrel holds 60 gallons.

"If you will mail your check with order, we will allow you 3 per cent. cash discount, otherwise we will give you regular terms, 1 per cent. ten days, 30 days net.

"Prompt shipment guaranteed.

"Let us have your order.

"Yours very truly,

"National Linseed Company

"P.S.—We will not accept orders at the above prices if received in our office later than November 20th. It is not a question of buying oil; it is a question whether you can get the material as the shortage all over the world is tremendous. The demand is twice as great as the supply.

"As turpentine is also at a prohibitive price, we offer our 'National Spirits Substitute Turpentine' at 74 cents per gallon, F.O.B. Cleveland, Canadian exchange. Our National Spirits Substitute Turpentine is ideal for all painting purposes.

"Our National Spirits in 60 gallon steel drum with faucet. No changes for same."

There is nothing in the letter to indicate to what extent the linseed oil is adulterated, or the nature of the adulterant. The adulterant may compose 98 per cent. or more of the product, or only a small percentage. There is nothing in the letter to indicate the quantity of adulterant. If the adulterant consists of some of the cheap liquids which are sometimes used, the product at the prices named may be very costly indeed. Linseed oil adulterated may mean almost anything. Further, there is nothing in the letter to indicate whether or not the price is for a wine or Imperial gallon. There is one significant statement in the postscript on the letter, which states in part as follows: "It is not a question of buying oil; it is a question whether you can get the material as the shortage all over the world is tremendous."

### PRESIDENT CORNISH REVIEWS LEAD SITUATION

Misjudgment on the part of buyers who held off buying during the first quarter of the year in hopes of lower prices, has had much to do with the present demand and scarcity of lead, says E. J. Cornish, president of the National Lead Company, in reviewing the situation. Mr. Cornish continues:

"I attribute the wonderful demand for lead this summer to the fact that there had been little buying from January to April. Consumers were looking for lower prices and held back orders as long as they could. There has been a greater demand than it was able to anticipate, and the result is that stocks have been wiped out, and producers are behind with their orders. There has been a determined effort made to increase production, but this cannot be accomplished in a moment. It takes four months for a producer of leads to increase his output. However, we are producing 500 tons a week more than we were a year ago. In spite of the high price of leads at the present time the National Lead Company was never making such a narrow margin of profit as it is to-day. If conditions were normal, leads would be selling at two cents a pound less than to-day's prices, but the margin of profit was larger before the war when prices were down. No one has any lead to offer now, but by November there may be more than enough. I believe that in the end high prices must reduce consumption.

"The demand has been phenomenal recently because there has been a long period of inactivity. Lead is scarce because it was not possible for producers to anticipate the demand. It has looked as though the price did not count, but it does count. A few pounds added to the weight a horse has to carry will stop it at the end of the race, and the only thing that will mean continued heavy consumption is, in my opinion, a return to more nearly normal prices.

"It has been shown that the recent large consumption has been largely the demand created from the building of or repainting of workingmen's homes. The workingman has been making money and he has been spending it. The percentage of pigments used on large industrial plants this season has been small. It has been the little business that in the aggregate has made a surprising total. As conditions are to-day any change in the price of leads would have to be an advance; but what producers would like to see is a change in conditions which would permit a return to a normal price level that would not be a check upon consumption."

# Federal Regulation of Glass and Lumber

FEDERAL regulation of the lumber and glass output of the nation may be necessary to prevent costs of household furniture soaring. G. G. Whitworth, of Grand Rapids, Mich., president, warned the convention of the National Alliance of Case Goods Manufacturers at its annual meeting at Atlantic City this week. The association represents manufacturers controlling sixty per cent. of bedroom and dining-room furniture. There is no prospect of an immediate reduction in selling prices, it was said. Charts were produced in the convention showing that woods entering into the making of household goods and grades of glass similarly used have doubled and more than doubled in price during the last sixty days. Delegates emphatically declared profiteering could not be saddled on the manufacturers, as the cost of finished goods was based on the cost plan employed by the Government during the war.

It was asserted by the manufacturers here that much of the furniture now on the market could not be reproduced wholesale at the present retail market prices. To add to its troubles, the furniture industry is facing a virtual famine in glass, if it does not already prevail, and the big producers are now being forced to bid against one another for materials.

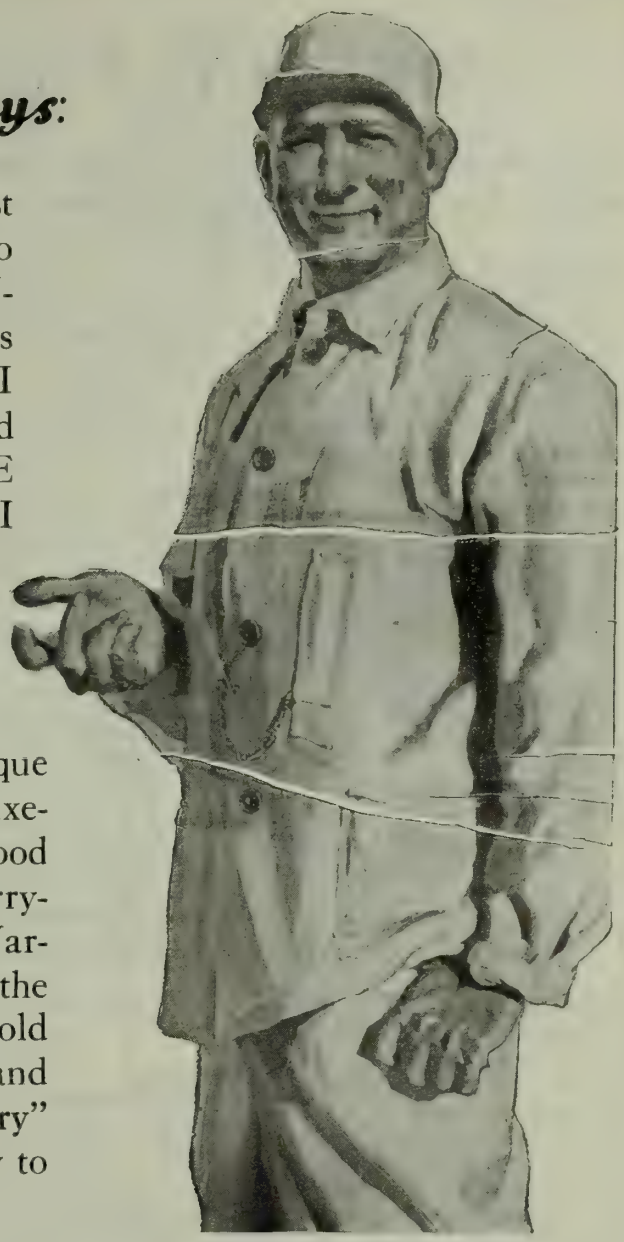
The tremendous demand for motor vehicles, according to manufacturers here, is one of the contributing causes to the glass shortage. Rush demands for heavy glass for auto windshields threatens almost a complete exhaustion of the supply of glass for mirrors.

With the trade clamoring for goods, which the manufacturers are able to promise only in limited quantities, the furniture industry is in a condition that was declared to be "up in the air," with absolutely no certainty as to prices or supplies. The amount of spring stock on hand in small and manufacturers do not feel justified in planning more than two months ahead because of the chaotic labor and supply conditions. No contracts for foreign houses are accepted.

Keer File and Tool Company, head office Toronto, capital $40.000, plans to manufacture and deal in files, tools and general hardware lines.

# The Luxeberry Painter Says:

"I guess the Simpson folks must have brought in all the neighbors to see the floors I LIQUID GRANITED for them. I've had more calls to finish floors 'like Simpson's' than I can take care of. Some don't wait and are buying the LIQUID GRANITE and doing the work themselves. I always use LIQUID GRANITE. Every such floor is a lasting testimonial for me."



Liquid Granite is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so easy and satisfactory to sell.

**Partial List of Distributors of**

## BERRY BROTHERS' PRODUCTS

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - - Halifax, N.S.
Lariviere, Inc. - - - - - Montreal, Que.
L. H. Gaudry & Co. - - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd. - Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Oct. 16.—While it was expected that there would be relief ere this in the linseed oil market, little change has developed. The difficulty of securing seed from the West still exists, and it appears that there has been more or less congestion as a result of the wheat movement from West to East. However, improvement is anticipated within the next few weeks and by the middle of November oil will be available for much less money and in quantity. In the meantime, spot oil holds unchanged.

Turpentine is now to be had in fair quantities and there may be an easier price basis ere long, but no change has been made this week.

Paints and sundries are selling freely. White lead in oil is steady, and as pig lead has firmed recently, there is likely to be no decline. Business is excellent.

### *Little Spot Supply of Linseed Oil; Firm*

**Montreal.**

LINSEED OIL.—Still strong is the spot oil market and there is no promise of relief here in the immediate future. Delivery of seed has been held back and this is the immediate cause of prices on oil for immediate delivery being held at practically unchanged prices. On the present seed quotations oil should be lower, but it is a case of no seed—no oil. The receipt of English oil has helped to relieve the situation considerably. For November shipment prices are much lower—around $2.00 per gallon being quoted for those who want delivery then. The future should bring relief in the matter of supplies and also of price.

| Raw— | Imp. Gal. |
|---|---|
| Single barrels | $2 90 $3 02 |
| 5 to 9 barrels | .... .... |
| 10 to 25 barrels | .... .... |
| **Boiled—** | **Imp. Gal.** |
| Single barrels | $2 92½ $3 04½ |
| 5 to 9 barrels | .... .... |
| 10 to 25 barrels | .... .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *More Turpentine is Available; Unchanged*

**Montreal.**

TURPENTINE.—The market is somewhat improved and deliveries are freer Prices should soon respond to this and decline somewhat, although the revision will, perhaps, be of a gradual nature. In the meantime single barrels are quoted at $2.45.

| Turpentine— | Imp. Gal. |
|---|---|
| Single barrels | $2 45 $2 65 |
| Small lots | .... 2 65 |

(Packages extra.)

### *Bigger Putty Sales Are in Prospect*

**Montreal.**

PUTTY.—It will be possible to take care of a much larger putty trade, and this will develop soon, as weather conditions suggest the approach of winter. The undertone is steadily held without change, the following differentials showing:

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases. | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *White Lead in Oil Has Held Firmly*

**Montreal.**

WHITE LEAD IN OIL.—There has been no change of consequence in the market and still the movement of lead has been brisk, considering the domestic and export demand. The latter has been well maintained all through the season and reports indicate that much is still being shipped. Prices are as follows: Five ton lots, per 100 lbs., $15.50; ton lots, $16, and smaller quantities, $16.35.

There has been a tendency upward on pig lead, of late, and this is attributed to a heavy consumptive demand all around.

### *Good Weather Favors Brisk Paint Demand*

**Montreal.**

PAINTS AND SPECIALTIES.—This excellent weather has favored the movement of paints and if it continues for any length of time the trade will still be heavy and help to make one of the biggest selling seasons on record. Prices are steady and without change, the tendencies being rather firm, owing to various conditions, such as a firming of tin plate prices, a firming for pig lead, etc. Specialties are also moving well.

## TORONTO

TORONTO, October 16.—Linseed oil is so scarce that many jobbers are buying from one another, and the best they can obtain is five to ten barrels. In spite of this prices show a much easier tendency and range from $2.95 to $3.15 for raw and $2.97½ to $3.17 for boiled. Turpentine prices for the present are holding unchanged, but there are rumors that an advance that may be a sharp one is likely as a result of advances made at primary points. The ruling price now is $2.45 per Imperial gallon. A seasonable demand for glass continues and supplies are reported as not too plentiful.

### *Linseed Oil Shows Easier Tendencies*

**Toronto.**

LINSEED OIL.—Supplies of oil are very scarce, and jobbers report that the best they can obtain is five to ten barrels at a time. Seed is not coming in in anything like the quantities the crushers require to meet the demands of a brisk trade. An improvement however is expected. The market tendency is towards easier prices for oil. Because of the losses they sustain in handling oil the men in the trade have made a claim for 15 cents per gallon for wastage, and this is being allowed. Quotations on oil are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | $2 95 | $3 16 |
| 3 to 5 barrels, gal. | 2 94 | 3 14 |
| 10 barrels and over | 2 92 | 3 12 |
| | **Boiled** | |
| 1 to 2 barrels, gal. | 2 97½ | 3 18 |
| 3 to 5 barrels, gal. | 2 96½ | 3 17 |
| 10 barrels and over | 2 94½ | 3 15 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

### *White Lead in Oil Holding Unchanged*

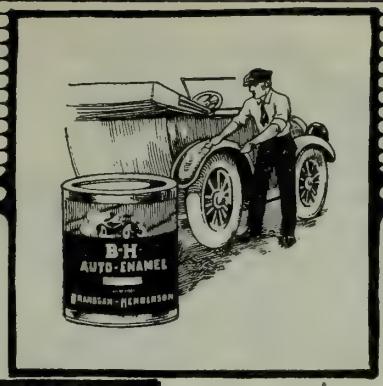
**Toronto.**

WHITE LEAD IN OIL.—A fairly active demand continues for white lead in oil. Prices are holding without change, the quotations being: Five-ton lots, $15.85 per hundred pounds; 1-ton lots, $16.35, and in smaller quantities, $16.70.

### *Advance Expected in Price of Turpentine*

**Toronto.**

TURPENTINE.—As a result of advancing prices in the Southern markets higher quotations on turpentine are expected. For the present, however, the former quotation of $2.45 per Imperial










Brandram-Henderson Agents can supply a paint for every purpose. No matter what paint requirement your customer has, there's a high quality B-H product to suit.

The B-H line is a complete line, a superior quality line and a line well worth investigating.

Your request for information will place you under no obligation.
















Save the surface and you save all" *Paint & Varnish*

# BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

gallon is holding. An advance to $2.50 during the next few days would occasion no surprise. Deliveries are fair. A good volume of business is offering. Quotations are as follows:

| Turpentine— | | Imp. gal. |
|---|---|---|
| 1 barrel (barrel included) | .... | $2 45 |
| 2 to 5 barrels (barrel inclued) | .... | 2 44 |
| 5 gallon lots | .... | 2 55 |

## *Orders Still Coming In For Mixed Paints*

**Toronto.**

MIXED PAINTS.—Paint manufacturers state that they are well satisfied with the volume of business offering. Prices are holding without change.

## *Glass Still Scarce; No Change in Price*

**Toronto.**

WINDOW GLASS AND PLATE GLASS, especially the latter, are still very scarce. The demand is good and a fair volume of business is being handled. Jobbers find it difficult to supply some sizes. Manufacturers, it is said, are still exporting some in order to keep their foreign markets open. It is not generally known what the Belgian manufacturers will do. They are shipping some glass to this country, and it is thought their Government allows them to ship specified quantities in order to keep in touch with their former buyers. Some think it will be some time before they will be able to ship anything like their previous export. A change in price is not expected immediately. Manufacturers and jobbers are not taking advantage of the shortage and good demand to raise their prices. Toronto and London quote 30 per cent. on window glass, and 5 to 10 per cent. for sheets, less 2 per cent. cash. Montreal quote 20 per cent. on window glass and 5 per cent. for sheets, less 2 per cent. cash.

Quotations on putty are:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

### PRICE MAINTENANCE QUESTION STILL IN COURT

When Colgate & Company won its decision from the Supreme Court of the United States and established the legality of what has since come to be known as the "Colgate Plan" for meeting price cutting, it was thought by many interested manufacturers that the matter had been settled and that the means were at hand for preventing the cut-rate dealer from pursuing his course without resort to special legislation to meet the trade evil.

Even this decision left a loop-hole, since the "Colgate Plan" merely provided that the manufacturer should refuse to sell to dealers who did not maintain the manufacturer's list price. It did not meet the possibility that a dealer who, though in his own retail trade maintaining the manufacturer's price, might sell to another who would resort to price cutting.

In its sales policy the Beech-Nut Packing Company has made this extension of the "Colgate Plan" and is now haled into court because of it. What is perhaps more important to all manufacturers is that the entire principle of the "Colgate Plan" is challenged, despite the fact that it has been sustained by the Supreme Court. The present action lies against the Beech-Nut Packing Company for violation of a law other than that on which Colgate & Company won their decision. It is now the Federal Trade Commission that declares that the Federal Trade Commission Act, rather than the Sherman Law, is violated and it has issued an order requiring the Beech-Nut Packing Company to desist from its practice of refusing to sell to the price cutters.

From this order the Beech-Nut Company has appealed, and the case will be argued before the United States Circuit Court of Appeals sitting in New York in October, Hon. Charles Evans Hughes appearing for the packing company as he did previously for Colgate & Company.

### STEEL COMPANY ENTERTAINS SAILORS

The Steel Company of Canada, Montreal, entertained the sailors in port at Montreal, one evening recently. This function was staged at the Catholic Sailors' Club, and the attendance was one of the largest and the entertainment one of the most successful of the season. It is stated that the attendance was greater on this occasion than that of any previous evening when similar entertainments were staged.

Mr. H. T. Diplock of the Steel Company occupied the chair, and his remarks were appropriate in that he paid tribute to the debt owed the seamen in the work they performed as trade carriers.

The programme was unusual and unique in many respects, and one of the appropriate numbers was that of the recitation by H. E. Skeates of an original poem written for the occasion and entitled: "The Steel Company of Canada to the Mercantile Mariners." Under the direction of Mr. Skeates and Mr. Geo. R. James, a varied programme was presented by the following: Miss Myrtle Noakes, Mr. R. Diplock, the Misses Watson, Miss Crossan, Miss Kathleen F. James, Mr. Edwin Brewer and Miss Brotman (songs), Mr. H. E. Skeates, violin selections; an exhibition of modern dances by Miss Irene Cassidy and Mr. Clarence Kindon, and of national dances by Miss Violet Arnott and Master Robert Baxter; a recital of Drummond's habitant poems by Miss Gladys Noakes; step-dancing by Miss Mary Critchley; and a piano solo by Miss Carrie Fredericks completed the citizen talent, that from the ships being by Messrs. Bullock (reciter), S.S. Tunisian; Briars, step-dancing; and Harrison, song, S.S. New Texas. Miss Mary Collins and Miss Fredericks accompanied. A vote of thanks on behalf of the club directors to the Steel Company of Canada for their interest in the sailormen was proposed by Mr. M. A. Phelan, K.C., honorary secretary.

## *Bicycle Prices For Next Season Higher*

The Canada Cycle and Motor Company, of Weston, Ont., has issued a statement that bicycle prices, both wholesale and retail, for next season are somewhat higher. Manufacturing costs have been steadily advancing, while prices have remained at the same level for some time. The C.C.M. management, the statement says, was loath to make any advance until they were absolutely forced to do so, and it was hoped that costs had at last reached the crest and might take a downward turn. Any such hope is now recognized to be futile. It is hoped, however, to avoid any further advance during the coming season.

**The Statement Says**

"A comparison of bicycle prices with those of almost any other commodity makes it very clear that bicycles are comparatively lower even yet than almost any other goods. Take hardware specialties for example, which are very closely akin in many respects to bicycles. Most of these goods have advanced from 100 to 150 per cent. since 1914, while bicycles have advanced only about 50 per cent. during that period. Food, clothing, office equipment, machinery and practically all other goods have also shown much greater advances in price than bicycles. It is therefore evident that considering also the higher wages now generally prevailing, bicycles are really within the reach of more people than formerly and are comparatively cheap at present prices.

"In addition, both the grade "A" and grade "B" models are now better equipped than ever before, and are therefore better value than ever for 1920. With such a line and at such reasonable prices the volume of sales for the coming season depends entirely upon the efforts made by the retail bicycle dealers of Canada."

### TO CONSIDER LEATHER PRICES

Of considerable interest to Canadian firms handling leather products was the annual convention of the Tanners' Council, held in Chicago on October 16 and 17.

The high prices of leather and leather raw stock were among the subjects discussed at the convention.

Another feature of the convention was the presence of a delegation of British manufacturers. These manufacturers are now touring the principal centres of the United States and are being welcomed by committees of tanners in each city visited by them.



"Save the surface and you save all" *Paint & Varnish*

# Ramsay's Paints Make Dealer Profits




## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**

**Distributors**

*EDMONTON DISTRICT:*
*Revillon Wholesale Limited, Edmonton*

*CALGARY DISTRICT:*
*The McDonald Baker Co., 818 8th Ave. W., Calgary*

*The H. L. Perry Co. Limited, Winnipeg*
*Manitoba and Saskatchewan District*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, net list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $ 4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | |
|---|---|
| No. 1, 18 x 24 in., dozen | $ 8 50 |
| No. 2, 18 x 28 in., dozen | 10 50 |
| No. 3, 20 x 30 in., dozen | 12 00 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27. 1919.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb. ..11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS Wrought Steel:—

| | |
|---|---|
| No. 840 | Net |
| No. 800 | add 5% |
| No. 838 | 5% |
| No. 808 | 5% |
| No. 804 | 12½% |
| Nos. 802, 842, 844 | 5% |
| No. 810 | add 12½% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

### Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-6 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in | 10.75 | 13.50 |
| ½ in. | 10.35 | .... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in. | 10.25 | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

American Proof Coil Chain

| | B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |

Electric Welded B.B.B.—Chain. ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London

### COPPER Montreal, Toronto

Casting ingot, see weekly report

| | | |
|---|---|---|
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 77 |
| No. 7, lb. | 76 |
| Nos. 8, 9, 10, 12 | 76 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 shets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Per Box |
|---|---|
| IC, 20x28 base | $18 50-$19 50 |
| IX, 20x28 base | 20 50- 22 50 |
| IXX, 20x28 base | 24 00- 25 50 |
| IXXX, 20x28 base | 26 00- 27 50 |

F.O.B. Toronto.

### TERNE PLATES

IC, 20x28, 112 sheets ..... $20 00
F.O.B. Toronto

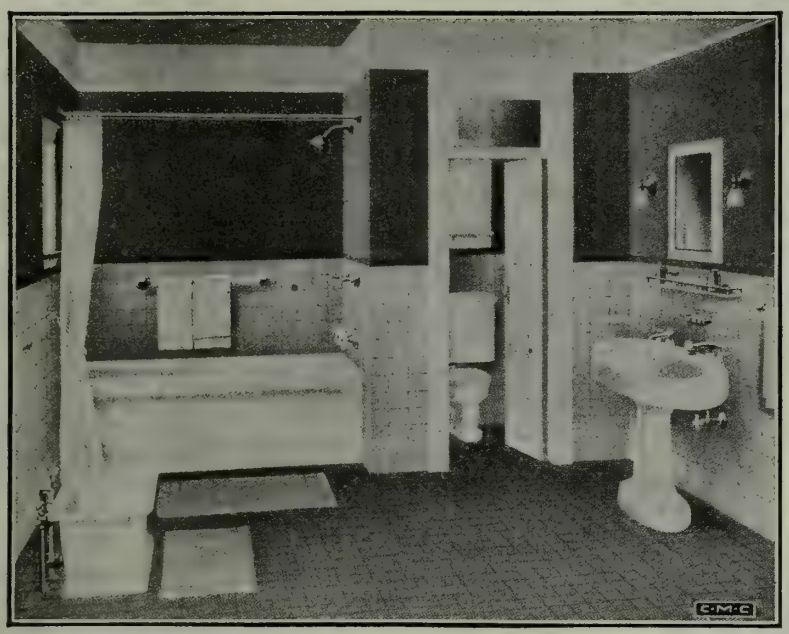
### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

HAMILTON BRANCH
34 Jackson Street East

WINNIPEG BRANCH
301 Chambers Street



VANCOUVER BRANCH
1428 Granville Street

MONTREAL BRANCH
50 Brennan Street

## Within the Charmed Circle "Bigger Business" Products

You'll find Canada Metal Products wherever progress is a "by-word." With consumer and dealer alike, Canada Metal Products are within the charmed circle of Bigger Business Products.

**EVERYTHING FOR THE PLUMBER**

**Baths, Lavatories, Sinks, Aristocrat Laundry Tubs**

**We also manufacture**

**BABBITT SOLDER**
**LEAD PIPE**
**SHEET LEAD**

**The Canada Metal Co., Ltd.**
Head Office Fraser Avenue Toronto

## Veneer Chair Seats

THREE PLY BIRCH

Patterns—Round, Square, Ball Top, Crown Dining and Local. All sizes.

PRICES

| | | |
|---|---|---|
| 12″ | $0.12 | each |
| 13″ | .13 | " |
| 14″ | .14 | " |
| 15″ | .16 | " |
| 16″ | .18 | " |
| 18″ | .24 | " |
| 20″ | .28 | " |

*"Quality and Satisfaction"*

**DALY & MORIN, Limited**
LACHINE : : MONTREAL

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

## More Than a Mere Skate

Automobile Skates perform a greater service and give greater assurance of efficient skating than you can reasonably expect from an ordinary skate. That is why

**Automobile SKATES**
"The Skate with Aluminum Tops"

have become so popular with the best class of buyers, and are a splendid line for dealers to handle.

Our guarantee, which is enclosed with every pair of high-grade skates, means exactly what it says, so that neither dealer nor purchaser takes any chances whatever.

For prices, illustrated folder, terms, etc., write nearest office or head branch.

**Canada Cycle & Motor Co.**
LIMITED
Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London. | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 94 |

Hamilton

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 80 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS**

See Screen Doors.

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured at 5% off list.

| | Strap Doz. pairs. | Tee |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 16 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | ....- .... |
| Barden Patent | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-counter-sunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Less 20c.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 65 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

| Roped and Straight Extension Ladders | Per ft. |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 6%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $29 40 |
| No. 8, dozen | 33 60 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed. $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

# Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

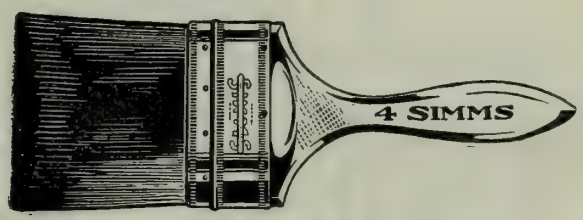
This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

**T. S. SIMMS & CO., Limited**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**



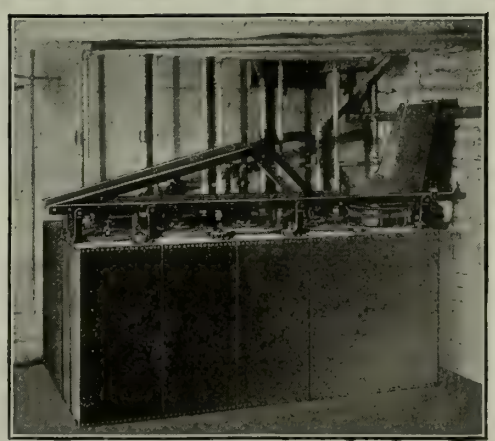

# System In Selling Paint Oils



No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

## Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

**S. F. BOWSER COMPANY, Limited**
**66-68 Frazer Avenue, TORONTO, ONTARIO, CAN.**
**Sales Offices In All Centers** **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.00; 25-lb. boxes, per 100 lbs., $9.50.

London—Kegs, $9.00; 25-lb. box, $9.50.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

| 2-inch mesh and 19 ga. wire. | | | |
|---|---|---|---|
| 12 inch | $1 80 | 48 inch | $ 6 20 |
| 18 inch | 2 65 | 60 inch | 7 70 |
| 24 inch | 3 40 | 72 inch | 9 20 |
| 30 inch | 4 00 | 84 inch | 10 50 |
| 36 inch | 4 75 | 96 inch | 12 00 |
| 42 inch | 5 50 | | |
| 1½ inch mesh and 19 ga. wire. | | | |
| 12 inch | $3 50 | 42 inch | $10 50 |
| 18 inch | 5 00 | 48 inch | 12 00 |
| 24 inch | 6 30 | 60 inch | 15 00 |
| 30 inch | 7 75 | 72 inch | 18 00 |
| 36 inch | 9 90 | | |
| 1 inch mesh and 20 ga. wire. | | | |
| 12 inch | $4 00 | 42 inch | $12 00 |
| 18 inch | 5 50 | 48 inch | 14 00 |
| 24 inch | 7 00 | 60 inch | 17 00 |
| 30 inch | 8 50 | 72 inch | 20 00 |
| ¾ inch mesh and 20 ga. wire. | | | |
| 24 inch | $10 50 | 36 inch | $15 00 |
| 30 inch | 12 75 | | |
| ½ inch mesh and 22 ga. wire. | | | |
| 24 inch | $16 50 | 36 inch | $24 00 |
| 30 inch | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal. | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll |
|---|---|
| Dry Fibre, No 1, Anchor | $1 23 |
| Dry Fibre, No. 2, Anchor | 0 64 |
| Tarred Fibre, Anchor, No. 1 | 1 33 |
| Tarred Fibre, Anchor, No. 2 | 0 82 |
| Rosin Sized Sheeting, red | 1 05 |
| Do., blue | 0 70 |
| Surprise Fibre | 0 70 |
| "Stag" Sheathing | 0 70 |
| Tarred felt, per cwt. | 7 10 |
| 16 oz. | 4 15 |
| Cyclone (dry) | 1 20 |
| Cyclone (tarred) | 1 30 |
| Joliette (dry fibre) | 0 60 |
| Monarch Sheathing (per 100 lbs.) | 4 00 |
| Asbestos sheeeting (per 100 lbs.) | 13½ 0 15 |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 |
| Straw, sheathing, heavy, dry, cwt. | 3 35 |
| Do., tarred, per cwt. | 3 50 |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 45 |
| 4 gross (cartons), 4½ in. | 1 45 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in. | 38 90 | 49 73 | .... | .... |
| 3 in. | 50 87 | 65 03 | .... | .... |
| 3½ in. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in. | 76 85 | 97 01 | .... | .... |
| 4 in. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

4" and under, 80%.

4½" and larger, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy pipe, 2 to 6 inch | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size Case | Doz. | Case |
|---|---|---|
| ¼ pts., 3 doz. | $1 15 | $3 40 |
| ½ pts., 3 doz. | 2 10 | 6 00 |
| Pints, 2 doz. | 3 15 | 6 00 |
| Quarts, 2 doz. | 4 65 | 9 00 |
| ½ gal., 1 doz. | 8 40 | 8 40 |
| Gal., ½ doz. | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

| ROOFING | Per square |
|---|---|
| Samson, 1-ply roll | 2 50 |
| Samson, 2-ply, roll | 2 95 |
| Samson, 3-ply, roll | 3 50 |
| R. S. Special, 1 ply | 1 75 |
| R. S. Special, 2 ply | 2 00 |
| R. S. Special, 3 ply | 2 25 |
| Everlastic, 1-ply | 2.00 |
| Everlastic, 2-ply | 2 30 |
| Everlastic, 3-ply | 2 65 |
| Panamoid, 1-ply | 1 70 |
| Panamoid, 2-ply | 1 95 |
| Panamoid, 3-ply | 2 30 |
| Red Star Ready Roofing, 2-ply | 1 60 |
| Do., 3-ply | 1 90 |
| Black Diamond Ready Roofing, 2-ply | .... |
| Black Diamond Ready Roofing, 3-ply | .... |
| Liquid roofing coating, per gal., in barrels | 0 50 |
| 5 and 10 gal. lots, per gal. | 0 60 |
| 1, 2, 3 gal. cans, gallon | 0 85 |
| Coal Tar (refined), bbl. | 8 25 |
| Roofing Pitch, per cwt. | 1 20 |

F.o.b. Toronto and Montreal.

| ROPE | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 73-76¼ |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (68½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 886 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 85 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 146, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 60 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

| SCALES | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz. |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.




# "61" FLOOR VARNISH

*Made in Eight Colors*

*"61" COLORS*
*Light Oak*
*Dark Oak*
*Mahogany*
*Walnut*
*Forest Green*
*Cherry*
*Natural*
*Dull Finish*
*Ground Color*

BOTH painters and home-owners know and use "61." They have full confidence in this durable, universally popular varnish which for thirty years has proven its superiority over ordinary varnishes.

Through a series of big, distinctive, human-interest magazine advertisements this fall, millions of householders, already familiar with the marproof, heelproof, waterproof qualities of "61" Floor Varnish, will be impressed with the beauty and economy of "61" Floor Varnish in eight beautiful, semi-transparent colors.

*Are you ready to get your share of this business?*

You'll get it if you tie your store up with this popular demand which means quick turn-overs for you. This line, backed by a seventy-year reputation for quality, is *worth knowing about!* Send a postal NOW for particulars!

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
Factories
Bridgeburg, Ontario New York Buffalo Chicago




PRATT & LAMBERT VARNISHES

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $13 75 |
| 1 | 13 20 |
| 2 | 12 65 |
| 3 | 11 55 |

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1903.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75 % |
| Wood, O.H., bright | 75 % |
| Wood, F.H., brass | 55 % |
| Wood, R.H., brass | 52½% |
| Wood, O.H., brass | 52½% |
| Wood, F.H., bronze | 50 % |
| Wood, R.H., bronze | 47½% |
| Wood, O.H., bronze | 47½% |
| Square cap | 20 |
| Hexagon cap | 20 |

**Wooden Bench Screws**

Dozen ..... $7 00

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

| | Apollo | Premier |
|---|---|---|
| 10¾ oz. | $8 00 | $8 50 |
| U.S. 28 | 7 60 | 8 10 |
| U.S. 26 | 7 30 | 7 80 |
| 22 and 24 | 7 15 | 7 65 |
| 18 and 20 | 7 00 | 7 50 |
| 16 | 6 85 | 7 35 |
| 14 | 6 70 | 7 20 |

Price on first 2 gauges of Apollo brand are for 30 in. or narrower.

36 in. wide in both gauges take an extra of 20 cents over the base price listed here.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $8 35 | $7 85 |
| 26 ga. | 8 10 | 7 60 |
| 24 ga. | 7 60 | 7 00 |
| 22 ga. | .... | 6 90 |
| 20 ga. | .... | 6 75 |

F.O.B. Montreal.

**SHINGLES, METAL**

| | |
|---|---|
| Standard, galvanized | $10 00 |
| Standard, painted | 8 00 |

Discount 7½%.

**SIDING, METAL**

| | |
|---|---|
| Standard, galvanized | $8 50 |
| Standard, painted | 6 50 |

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**

Base, 3 to 8 lbs., 56¾c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**

See weekly report

**SPOUTS, SAP**

Eureka, per M..... $13 50 $16 50

**STAPLES**

See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $18 75 |
| Perfection No. 33, 3-burner | 24 26 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz. | 34 50 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $26.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 43 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 64 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 54 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Superba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 90 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 60 and 10% |
| Revised Hardware Tack List adopted Jan. 1, 1916 | 60 and 15% |
| Double pointed tacks | 60 and 10% |
| Shoe findings list adopted July 5, 1917 | Net List |
| List of Capped Goods adopted Jan. 1, 1916 | 60 2 and 15% |

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Canadian Beauty | $4 35 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 16 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor Giant No. 1 G, doz. | 2 70 |
| Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 5 00 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.

| | |
|---|---|
| 500 ft. | $0 22 |
| 550 ft. | 0 23¾ |
| 600 ft. | 0 25 |
| 650 ft. | 0 26½ |

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**

| | |
|---|---|
| 3-ply wrapping, lb | 0 71 -0 77 |
| 4-ply wrapping, lb. | 0 78½-0 80 |

Montreal.

**WOOD TUBS**

| | |
|---|---|
| No. 0, per dozen | $19 80 |
| No. 1, per dozen | 17 50 |
| No. 2, per dozen | 15 40 |
| No. 3, per dozen | 13 20 |

F.O.B. Newmarket.

**VALVES** %

| | |
|---|---|
| Compression work, standard | 35 |
| High grade | 40 |
| Fuller work, standard | 40 |
| Basin cocks, No. 0, standard | 35 |
| Nos. 1 and 2 | 35 |
| Bath cocks, compression | 37-45 |
| Flatway stop and waste cocks, standard | 38-44 |
| Roundway stop and waste cocks, standard | 38-44 |
| Brass steam cocks, standard | Net list |
| Radiator valves, standard | 31 |
| Do., removable seat | Net list |
| Globe, angle and check valves, standard | 5-9% |
| Do., No. 91 | 3 60 |
| Gate or Straightway | 7½% |
| Jenkins Valves | Net List |
| Jenkins Globe | 5% |
| Standard Gate | 5% |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Compodisk Valves | 5-2½% |
| Gate Valves | 15% |
| Regrinding Valves | 5% |
| Swing Check Valves | Net List |

**WARES, ETC.**

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 6-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.75 |
| Section, ½ lb., per 100 lbs. | 3.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 2.75 | 3.25 | 3.25 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $63 00 |
| Garden, steel, doz. | 64 25 |
| Light garden, doz. | 46 80 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 40 |
| No. 10 | 5 50 |
| No. 11 | 5 55 |
| No. 12 | 5 65 |
| No. 13 | 5 75 |
| No. 13½ | 5 75 |
| No. 14 | 5 95 |
| No. 15 | 6 15 |
| No. 16 | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

| | |
|---|---|
| Nos. 0-9 gauge, base | 5 00 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Lowe Brothers LIMITED






# Why the Proposition is "Different"

Because the High Standard Agency has a service no one else has. A service that searches out the prospects in your locality, interests them and brings them to you in a receptive state of mind; a service that includes the consumer in interesting ways that hold him; a service that brings you trade—an *"individual" service.*

Lowe Brothers' proposition offers this "Different" Service and a backing of Aggressive Advertising that means quick turnover, continued sales and permanent, profitable business for you.

## Lowe Bros. Limited

**Toronto, Dayton, Boston, New York**
**Chicago, Kansas City, Minneapolis, Atlanta**

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

**BLUE STONE** Montreal Toronto
Per lb. ..... 12c 12

**COLORS (DRY)** Per lb.
Raw Umber, No. 1, 100-lb. kegs ..... 0 09½
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs ..... 0 09½
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs ..... 0 09½
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs ..... 0 09½
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure..... 0 35
Chrome yellow ..... 25-41
Brunswick green, 100-lb. kg. 12-14½
Indian red, 100-lb. kegs... 15-20
Indian red, No. 1, 100-lb. k. 06-10
Lamp black ..... 0 23-0 25
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 0 05½
Drop black, pure dry ..... 0 09½
Golden ochre, 100-lb. kegs.. 0 12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels.....0 04½
Yellow ochre, barrels ..... 0 03½
French ochre, barrels..... 06-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls.. 0 03½
Super magnetic red ..... 0 05
Vermilion ..... 0 40
English vermilion ..... 2 60
F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**
1 lb. tins—
Venetian red ..... 23-30
Indian red ..... 0 30
Chrome yellow, pure ..... 0 53
Golden ochre, pure ..... 30-32
French spruce ochre, pure. 25-25
Greens, pure ..... 28-38
Siennas ..... 0 34
Umbers ..... 0 34
Ultramarine blue ..... 45-48
Prussian blue ..... 1 00
Chinese blue ..... 1 00
Drop black ..... 0 35
Ivory black ..... 0 36
Signwriters' black, pure.... 38-40
Lampblack ..... 38-40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

**ENAMELS (white)** Gal.
Duralite .....$7 47½
B-H "White" Enamel..... 6 90
C.P.C. Albagloss ..... 5 75
Mooramel ..... 7 00

**GLUE** Per lb.
Discount—
French medal (prices withdrawn).
English common sheet ..... 32-34
English prima ..... 35-38
White pigsfoot ..... 0 50
Cake bone, 112-lb. bags ..... 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags ..... 45-60
Ground glues, 112-lb. bags, No. 1 ..... 28-30
Ground glue, No. 2, 112-lb. bags ..... 22-24
Do., No. 2, less than bags. 0 24

**GLASS**

| Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 | $18 75 | $22 90 |
| 26 to 34 | 19 60 | 24 85 |
| 35 to 40 | 20 50 | 26 40 |
| 41 to 50 | 23 50 | 30 00 |
| 51 to 60 | 24 60 | 30 80 |
| 61 to 70 | 26 50 | 32 70 |
| 71 to 80 | 29 70 | 35 40 |
| 81 to 85 | .... | 45 45 |
| 86 to 90 | .... | 48 85 |
| 91 to 94 | .... | 49 80 |
| 95 to 100 | .... | 58 55 |
| 101 to 105 | .... | 65 35 |
| 106 to 110 | .... | 73 10 |

Discount box glass: Toronto, 30%; London, 30%; Montreal, 20%. Over 3,500 feet an additional 5%. Sheet glass, 5% to 10%; cash 2%. Sheet glass 5%; cash 2%.

F.O.B. Toronto, Hamilton, London.

**GLASS, PLATE**

| | | | |
|---|---|---|---|
| Plates up to 1 foot, each | | | $0 80 |
| Plates from | 1 to 2 feet, each | | 0 90 |
| " | 2 to 3 | " | 0 95 |
| " | 3 to 4 | " | 1 15 |
| " | 4 to 5 | " | 1 35 |
| " | 5 to 7 | " | 1 50 |
| " | 7 to 10 | " | 1 70 |
| " | 10 to 12 | " | 1 75 |
| " | 12 to 15 | " | 1 85 |
| " | 15 to 25 | " | 1 95 |
| " | 25 to 50 | " | 2 15 |
| " | 50 to 75 | " | 2 20 |
| " | 75 to 90 | " | 2 25 |
| " | 90 to 100 | " | 2 30 |
| " | 100 to 120 | " | 2 60 |
| " | 120 to 140 | " | 2 90 |

Plates 101 to 110 wide containing not over 100 ft. each.... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each ..... 3 40
Plates 111 to 120 wide containing over 100 ft., each .... 3 75
Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $16 00 | $16 35 |
| Crown Diamond | 16 00 | 16 35 |
| Crown, Pure | 16 00 | 16 35 |
| Green Seal | 16 00 | 16 35 |
| Ramsay's Pure | 16 00 | 16 35 |
| Moore's Pure | 16 00 | 16 35 |
| Tiger, Pure | 16 00 | 16 35 |
| O.P.W. Dec. Pure... | 16 00 | 16 35 |
| Red Seal | 16 00 | 16 35 |
| O.P.W. English | 16 20 | 16 55 |
| Elephant Genuine.... | 16 50 | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt. | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. | 13 00 | 15 50 |
| Less quantity | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s | 0 34½ | 0 23 |
| 10s | 0 35 | .... |
| 5s | 0 36 | 0 25 |
| 2s | .... | 0 26½ |
| 1s | 0 39½ | 0 29 |
| ½s | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white | $4 95 |
| B.-H. English, colors | 4 80 |
| B.-H. English, white | 5 05 |
| B.-H. English, colors | 4 85 |
| B.-H. Floor | 4 90 |
| B.-H. Porch Floor | 4 80 |
| Crown Diamond, white | 4 80 |
| Crown Diamond, colors | 4 55 |
| Crown Diamond, floor | 4 00 |
| B.-H. Fresconette, white | 3 60 |
| B.-H. Fresconette, colors | 3 50 |
| Moore's House Colors, white | 5 00 |
| Moore's House Colors, colors | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors | 3 85 |
| Moore's Floor Paint | 3 75 |
| Moore's Sani-Flat | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor | 4 30 |
| C.P.C. Pure, white | 5 05 |
| C.P.C. Pure, colors | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 3 75 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 60 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—
Elastic Carbon Paint—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. | 0 65 |
| Do., ½ bbls., gallon | 0 70 |
| Do., 5s and 10s, gallon | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 25 |
| Everjet Quick-drying Metal Paint, bbls., gal. | 0 70 |
| ½ bbls., gal. | 0 75 |
| 5s and 10s, gal. | 0 85 |
| Case (12 1's) | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 25 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon | 1 10 |
| 5 and 10 gal cans, gal. | 1 00 |
| Barrels and ½ bbls., gal. | 0 90 |
| Carbonota Liquid— | |
| Barrels | 0 55 |
| Half barrels | 0 60 |
| 5s and 10s, gal. | 0 70 |
| 1s (case 12 gallons), case... | 8 25 |

F.o.b. Montreal, Toronto.

**PARIS GREEN** Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums ..... 0 50
In 1 lb. packets, 100 lbs. in case ..... 0 52
In ½ lb. packets, 100 lbs. in case ..... 0 54
F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

**PUTTY**

| Standard | Montreal Less than tons | Toronto |
|---|---|---|
| Bulk, in casks | $5 65 | $5 95 |
| Bulk, 100-lb. drums.. | 6 50 | 6 80 |
| Bulk, 25-lb. drums... | 6 75 | 7 05 |
| Bulk, 12½-lb irons.. | 7 00 | 7 30 |
| Bladder, in bbls. .... | 7 00 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**
Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | $3 30 |
| B.H. Vanisher | 3 00 |
| Cumoff | 3 60 |
| Takof | 2 75 |
| O.P.W. Presto | 2 75 |
| Lingerwett | 2 55-3 00 |
| Solvo | 3 00 |

F.o.b. Montreal, Toronto.

**VARNISHES** Per gal. cans

| | |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins | $1.57-$1.68 |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. | 1 40 |
| Depend-on, list | 4 50 |
| B.-H. Maritime Spar, list | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of | 40%. |
| Elastilite | 3 50 |
| Granitine Floor Finish | 3 50 |
| Hydrox Spar | 3 65 |
| C.P.C. Sun Varnish | 3 83 |
| C.P.C. Sun Spar | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior | 3 00 |
| Jasperite Pale Hard Oil | 2 25 |
| Jasperite Indestructo Floor Varnish | 3 00 |
| Jamieson's Copaline | 3 52 |
| M-S Marble-Ite Floor | 3 91 |
| M-S Wood-Var | 3 91 |
| M-S Durable Spar | 5 11 |
| M-S Finest Interior | 3 34 |
| Elastic Interior | 3 14 |
| Mar-not | 3 90 |
| Quick Action House | 2 65 |
| Rexspar | 5 12 |
| Smear-Not | 3 34 |
| Kyanize Spar | 4 94 |
| Kyanize Cabinet Rubbing | 3 84 |
| Kyanize Interior | 3 84 |
| Luxeberry light | 4 50 |
| Luxeberry granite | 4 50 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 68 |
| Crown Diamond Floor | 3 65 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14 |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors | 3 40 |

F.o.b. Montreal, Toronto.

**WASTE**
Cream, Polishing ..... $0 21

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18 | XXX | 0 19 |
| XX | 0 16¾ | XX, gra'd | 0 17¾ |
| X | 0 15¾ | XLCR | 0 16½ |
| XC | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 5 | 0 13¾ | Fancy | 0 15 |
| No. 1 | 0 12¾ | Lion | 0 13½ |
| No. 7 | 0 11¾ | Standard. | 0 12 |
| No. 1A | 0 10¾ | Popular.. | 0 10½ |
| No. 1B | 0 09¾ | Keeu | 0 09 |

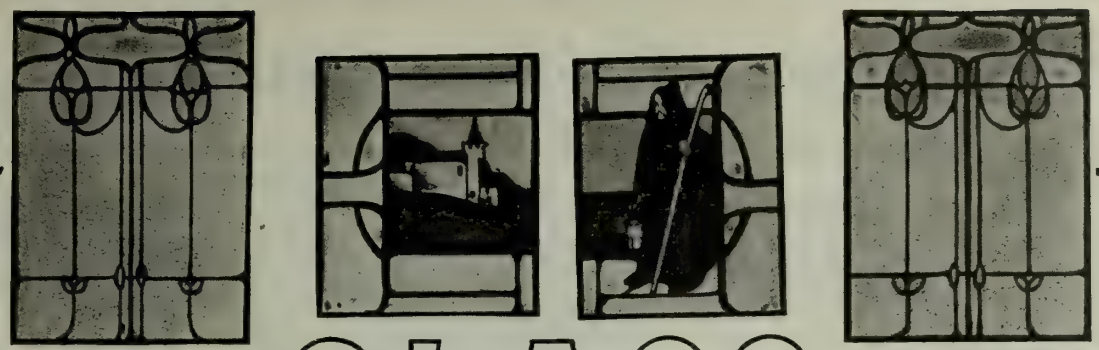
Above lines subject to trade discount for quantity.

| **WAX** | Per lb |
|---|---|
| B.H. Wax | 0 45 |
| Berry Bros. | 0 35 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 33 |
| O.P.W. Lion Brand | 0 45 |
| Old English | 0 62 |
| Johnson's | 0 62 |
| Jamieson's liquid wax, gal. | 2 75 |
| Gold Medal | 0 42 |
| Ramsay's | 0 45 |
| S. & W. | 0 54 |
| Crown Diamond | 0 40 |

F.o.b. Montreal and Toronto.

**WHITING**
Plain, in bbls. .....$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. .....$3 00

**WOOD ALCOHOL** Per gal.
In five gallons ..... 2 20
In barrels ..... 2 15
$4 extra for barrels.
F.o.b. Montreal, Toronto, London



# GLASS

**Now is the Time to Sort up on**

## WINDOW GLASS

**ALL WEIGHTS**

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

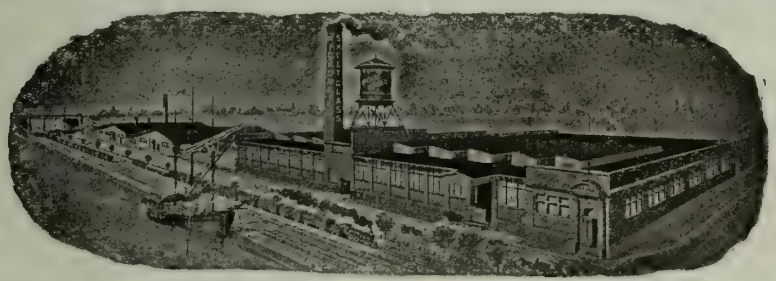
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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**S**

**BRAND WINDOW GLASS**



**GLASS BENDERS TO THE TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

---

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over. 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin ..... Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 888 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | .... | .... |
| 26 to 40 | .... | .... |
| 41 to 50 | .... | .... |
| 51 to 60 | .... | .... |
| 61 to 70 | .... | .... |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 40 |
| 28 Am. or 26 Eng. | 9 00 |
| 26 Am. or 26 Eng | 8 70 |
| 24 | 8 55 |
| 22 | 8 55 |
| 18 and 20 | 8 40 |
| 16 | 8 25 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set ..... $2 25

Mrs. Pott's No. 50, set ..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 30 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |




# Steady Sales
## *And Good Profits*




They have been steady for a long time; from the good-will begun the first day *Stephens'* Paints were manufactured. This good-will means much to you—to all of us concerned with *Stephens'* Paint. This good-will and prestige means sales volume—not only now but all the time.

Year after year *Stephens'* sales increase wonderfully, good will and prestige grow and of course the dealer's sales and profits keep pace with this.

If your paint and varnish business is established on a foundation such as this your competitor can only follow where you lead.

Write us about the *Stephens'* proposition. What it is doing for other dealers is good for you.

*Stephens*
REGISTERED TRADE MARK

## G. F. STEPHENS & CO., LIMITED

**Paint and Varnish Makers**

**WINNIPEG** **and** **CALGARY**

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ½ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 35%. Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

| SNATHS— | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 80 |
| 22-24 gauge | 7 85 |
| 26 gauge | 7 90 |
| 28 gauge | 8 00 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 23 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.20 Fort William Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| **Perfect Handle—** | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 36 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 70 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |

| Trimo— | |
|---|---|
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance.

# CRESCENT SHARES



**OVER 1,000 PATTERNS.** **PERFECT IN FIT AND FINISH**

## Sandoval Rolling Coulter
## Harrow Teeth

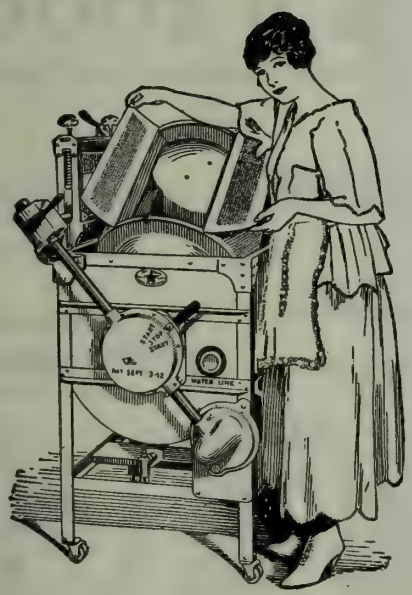
**Every Hardware Merchant in Western Canada should have these in stock.**

**The demand is assured. How is your supply? Better send us your order to-day.**

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## D. ACKLAND & SON, Limited

**WINNIPEG** ∴ **CALGARY**



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

**The Eden**

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

**The Eden IS THE MACHINE FOR THE LIVE DEALER**

## GREAT WEST ELECTRIC COMPANY, LTD.

**WINNIPEG**

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

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# Saskatchewan Glass & Supply Co., Ltd.
## MOOSE JAW, SASK.
# GLASS

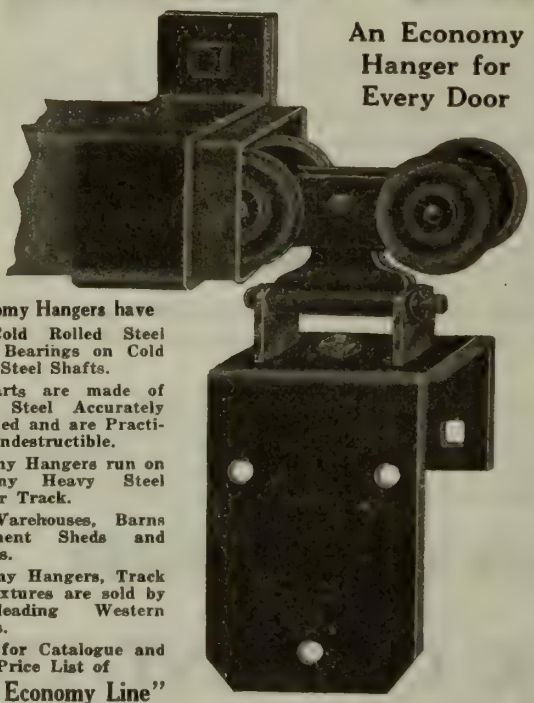
MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

## PLATE AND WINDOW GLASS
## WINDSHIELD GLASS
## MIRRORS AND FANCY GLASS
**and all kinds of Glass for a building**

***TRY US AND BE CONVINCED***

## ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



**Economy Hangers have**

**full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.**

**All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.**

**Economy Hangers run on Economy Heavy Steel Tubular Track.**

**For Warehouses, Barns Implement Sheds and Garages.**

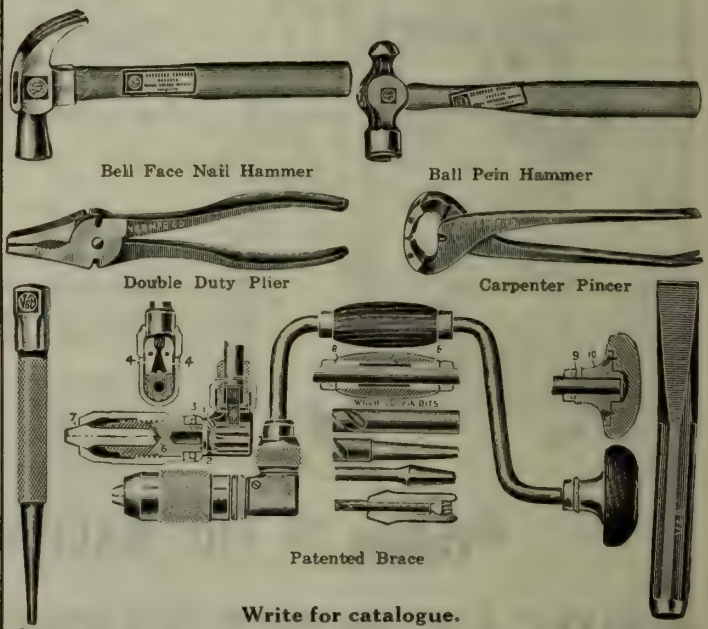
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## ECONOMY FOUNDRY CO., LTD.
PORTAGE LA PRAIRIE, MAN.

## V & B TOOLS
**Individually Tempered and Tested**



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer

Patented Brace

Nail Set — Cold Chisel

**Write for catalogue.**

## VAUGHAN & BUSHNELL MFG. CO.
*Makers of Fine Tools*
2114 Carroll Ave., Chicago
**Represented in Ontario and Eastern Provinces by ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.**

1869 1919

Golden Jubilee

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*

HERE is a popular high-grade all-cast type furnace in which you will be able to interest your customers without difficulty. You can assure them that a Williamson Pipeless Furnace will give all we say it does and eliminate the inconveniences so much to be feared by the careful purchaser.

# The Williamson Pipeless Furnace

## Gives

Clean, even, adequate heat. Healthful, properly humidified air.

Efficiency and economy.

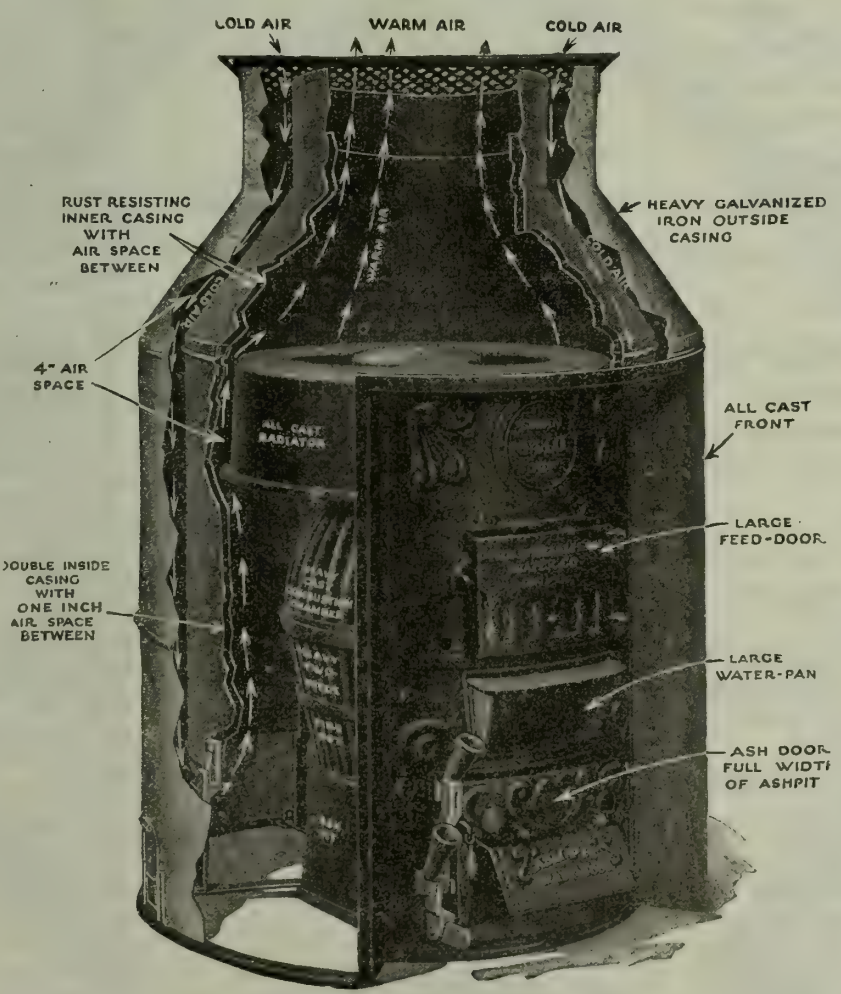
The fire in the cellar and warm air in the rooms above.

A cellar that is just right in space and temperature.

A clean, roomy house. A safe heating plant, all heated parts surrounded by a jacket of cold air.

A guaranteed product, a sound investment.

has been devised to meet the demand that the popularity of this type of furnace has created and developed throughout the country.




**Write to-day for complete information and prices.**
**Every Williamson Pipeless Furnace sold means a satisfied customer.**

## Eliminates

The kind of heat that on a cold day freezes one side of the house and roasts the other.

High Temperature, dry air — the best conductor of sickness.

Big fuel bills and cold homes.

The fire in the house and the heat out the chimney.

A cellar crowded with pipes and a cellar either freezing or too hot.

Space - taking stoves and grates with soot, ashes and coal dust all over.

The constant menace to a home and children from fire.

The worry and chance of a losing proposition.

**The J. H. ASHDOWN HARDWARE COMPANY, Limited**

CALGARY WINNIPEG SASKATOON

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The Steel Trough & Machine Co., Ltd., Tweed, Ont.
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Trimont Mfg. Co., Roxbury, Mass.
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Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
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Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
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**Bath Room Fixtures**
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
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**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
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Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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The Steel Co. of Canada, Ltd., Hamilton.
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**Bolts, Panic**
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Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish




YOUR customer can save on those big jobs by using the Jamieson line of Prepared Paints and Varnishes.

And on the small jobs, too. Jamieson's are pure and uniform in quality and color — most for the money.

## R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Calgary **Montreal** Vancouver

Owning and operating P. D. Dods & Co., Ltd.

# JAMIESON'S

## PURE PREPARED PAINTS

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog.**

**Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

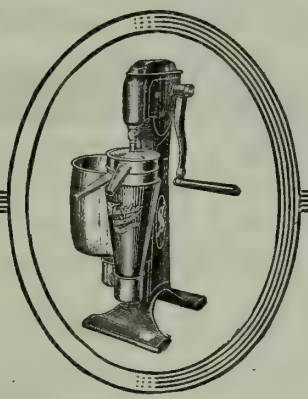
**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

**The *value* of the Sharples dealer's contract is greater today than ever before—mainly because both the Sharples Suction-feed Separator and Sharples service to dealer or user are far ahead of anything offered by manufacturers of the old style, fixed-feed machines. That is why Sharples dealers are selected with care.**



*There are no Substitutes for Dairy Foods*

*Help to Make Dairying North America's Greatest Industry*

# SHARPLES SUCTION-FEED CREAM SEPARATOR

***Skims Clean at Any Speed***

No other separator manufacturer could put into five words or *fifty* words, as convincing an argument as "Skims clean at any speed." They tell the farmer about the durability of their separator, that it is well known, that it costs less and everything else *but* the *one* big reason for purchasing a separator—to get *all* the butterfat out of the milk. Sharples *also* has the exclusive advantage of no discs in the bowl; knee-low tank; once a month oiling system; durable construction and, besides, it is the pioneer North American Separator.

It is profitable, indeed, to handle the separator backed by provable sales points, such as outlined above. These points are constantly being placed before Dairymen through extensive Sharples Advertising.

THE SHARPLES SEPARATOR CO. TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N.B. J. Clark & Son, Fredericton, N.B.

*Distributors through all their branches.*

*Over 2,425,000 Sharples Separators in Dairy Use.*

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# THE BUYERS' GUIDE

Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DeeRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London.

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates. Basket Grates.**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

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PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
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ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.




**Talk No. Two Hundred and Thirty**

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We feel glad that he will find a loyal, prosperous people, with sane labor leaders and unselfish employers in the majority. May the Prince live long and happily.

**Look for Talk No. 231 next week.** **TINKER TOM.**

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HAMILTON, CANADA

# WROUGHT PIPE

**BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

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Works: Lachine, Can.

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**Carter's Genuine Red Lead Means Good Business for You**

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**Carter's Genuine Dry Red Lead**

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

*We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.*
*Make sure you have ample stock on hand.*

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
The Hesseo Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.




# The Old Time Painter Knows Fall Painting Pays

M L QUALITY

It is the season of the year when the wood is in the best shape for painting; the wood has dried out for months in the summer sun. In the clear, cool autumn days the paint dries and sets under perfect conditions.

It pays the dealer, too. People are painting—inside and out—in the many homes going up everywhere. The Maple Leaf line means quick sales, good profit and satisfied customers for repeat sales.

M L FINISHES THAT ENDURE QUALITY

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

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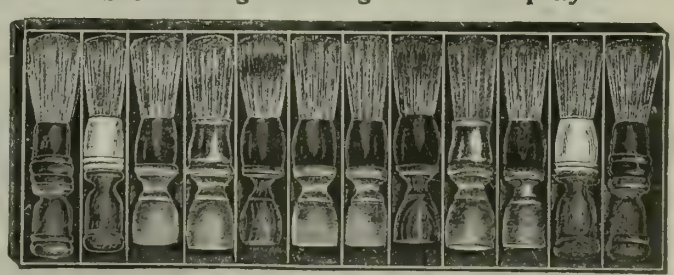
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*to Close any Sale*



Weighted Floor Waxing Brush

Self-Filling Shaving Brush Display



No customers turn away from the Meakins Line because they fail to find "just the brush they want."

There is a brush in the Meakins Line to fill exactly any reasonable order: Paint, Household, Stable, Window and Brushes for all industries.

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**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

# THE BUYERS' GUIDE

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Wilth Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calsnder Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg Man
North American Hardware Co., Ltd., Montreal

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg. Man
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co. Toronto.
North American Hardware Co., Ltd., Montreal. Q

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tyman, Ltd., Winnipeg, Man
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.

**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd Toronto

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.




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Warehouse and Office: 269 Eighth Street.

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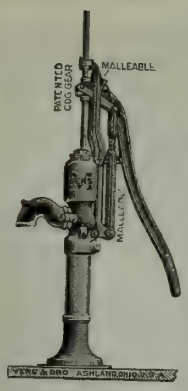
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J. H. Ashdown Hardware Company, Limited, Calgary, Winnipeg, Saskatoon.

Bogardus, Wickens, Limited. Vancouver, B.C.

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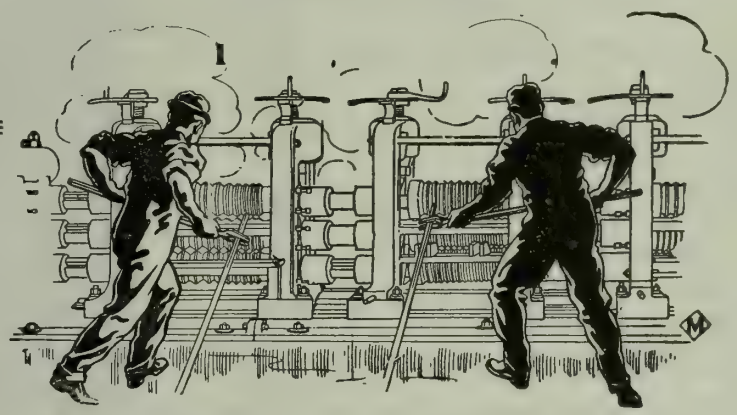
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# Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

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HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

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# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton. Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
The S. F. Bowser Co of Can., Ltd., Inc., Toronto.

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rings**
The Brown Engineering Co., Toronto, Ont.

**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaner**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

## Alex. McArthur & Co., Ltd.

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82 McGill Street Montreal, Canada

BLACK DIAMOND
# TARRED FELTS
# and SHEATHINGS

Made at our own Paper Mills.

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BY USING
# BUILDING PAPER

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# "GRAHAM"

*Specify our*

**Nails, Wire,
Bale Ties,
Straightened Rods
and Staples.**

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*Operated by the Canada Metal Co. Limited*

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## Standard Tube & Fence Co., Ltd.
**Manufacturers of**

**STEEL TUBING—**

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8" to 2", 14 to 20 Gauge.

**Galvanized Wire and Woven Wire Fencing.**
**Steel Tube Fence Posts, Farm Gates, etc.**

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## Thermometers



have filled a long-felt want and are in great demand by housekeepers everywhere

*No. 980 is just one of the popular "WILDER" Cooking Thermometers*

Ask Your Jobber

**THE WILDER-PIKE THERMOMETER CO., Inc.**
Fulton Street - TROY, N.Y., U.S.A.

## TRADE MARBLE'S MARK RIFLE SIGHTS

are in big demand because they met every shooter's need. The sights listed here are but a very small part of the wide variety we make.



### Marble's Flexible Rear Sight
A universal favorite with both professional and amateur sportsmen. Stem is not rigid, but is held by a strong spring in base. Does not break when struck. Spring permits sight to give and instantly brings it back to correct shooting position. Two discs furnished. **List price, $3.30.**

### Marble's V-M Front Sight


Has gold face and gold-lined aperture. Can be used only with a peep rear sight—preferably Marble's Flexible Rear Sight. Enables shooter to look directly at the object. **List price, $1.65.**



### Marble's Reversible Front Sight
Ivory or gold bead—1/16, 3/32 or 1/8 inch. Can be instantly reversed. **List price, $1.65.**

### Marble's Improved Front Sight


Gives shooter a long look ahead. Ideal for snap shooting. Ivory or gold bead. **List price, $1.10.**



### Sheard "Gold" Front Sight
Gold bead. Shows up well in dark timber will not blur. Shows same color on all objects. List price, $1.65.

**Above Prices Are List. Liberal Discounts to Dealers. Write for Special Sight Circular.**

## Marble Arms & Mfg. Co.
5350 DELTA AVE., GLADSTONE, MICH.

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Skis**
The Northland Ski Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Sot, Sackville, N.B
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zrwd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

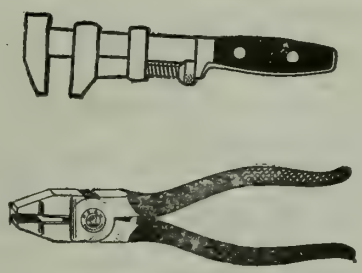
**Tires and Tubes, Automobile and Motor Tr**
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

# Retailers' Electro Service

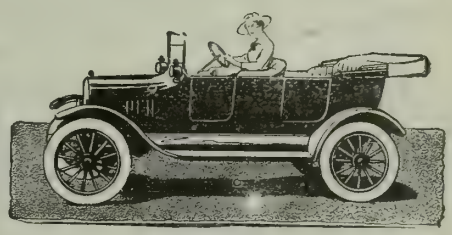
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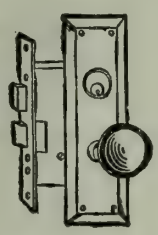
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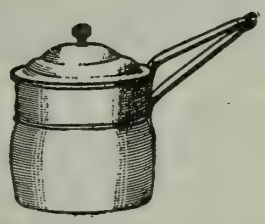
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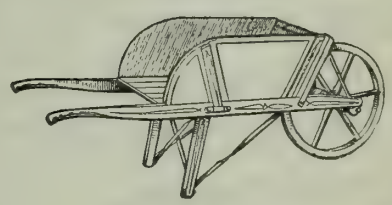
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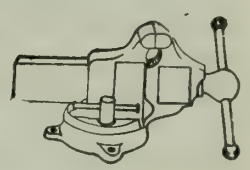
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Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

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**Tire Accessories**
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Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Co., Ltd., St. Paul, Minn.

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**Tools**
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B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.

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Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
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J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Mennies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto.

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
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Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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**Trucks, Warehouse**
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Kribs Ltd., Wm. A., Hespeler, Ont.

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Stanley Rule & Level Co., New Britain, Conn.

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**Tube Rubber**
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Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

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**Tube, Rubber**
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**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
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K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

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Standard Tube & Fence Co., Woodstock.

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E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
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Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

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The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valves, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

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Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Donegall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
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Benjamin Moore & Co., Ltd., Toronto.
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Sanderson Pearcy & Co., Toronto.
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G. F. Stephens & Co., Ltd., Winnipeg.
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W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

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Canadian Veneering Co., Acton Vale, Que.

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Plewes Ltd., Winnipeg, Man.
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The Rapid Tool and Machine Co., Ltd., Montreal
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Stover Mfg. & Engine Co., Freeport, Ill.

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**Wagon Hardware**
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**Wagon Woodwork**
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**Washing Machines, Electric, Hand and Power**
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J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
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The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
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# IS THIS THE SOLUTION?

Another scheme to rectify the distressing prices now prevalent, by other than sound economic measures, was outlined before the Union of Canadian Municipalities which recently convened at Kingston.

## THIS RESOLUTION HITS YOU WHERE YOU LIVE

"We submit the principal root of the evil is the present wasteful, inefficient and antiquated method, or rather lack of method, of distributing the goods from the producer and manufacturer to the consumer—wasteful of time, labor, health, happiness and even human life—inefficient and antiquated in this age and to such an extent that even the huge economies effected by the greatest array of labor-saving machinery the world has ever seen are in a large measure rendered null and void. An ever-increasing army of unregulated distributors and relatively an ever-decreasing army of producers with the leaders of all these practising profiteering and price-manipulation as their fancy may dictate or opportunity may permit.

"Among the minor causes are the various classes of idlers and usurers, who in devious ways levy toll on labor and industry. Waste of time in high schools and colleges teaching dead languages and other unpractical subjects to the partial or total exclusion of vocational training, economics and useful branches of learning which would be of greater value for purposes of mind development and discipline and thereafter more useful to the individual and the country."

## SAYS THE FINANCIAL POST IN REPLY:

"It is, of course, possible that there might be a dissenting voice, heard above this chorus of condemnation. A voice that might suggest, for instance, that the fact that the producer is getting $24.50 per hundred for hogs, where he formerly got $6, might, perhaps, have as much to do with the matter of increased cost as the inefficient handling that gives to the packer 5-16 of a cent per pound on bacon, or to the retailer a bare 5 cents a pound. Or the fact that the farmer is now guaranteed a price of $2.15 a bushel for wheat that formerly he sold with satisfaction for 90 cents, may be as much responsible as the half cent a loaf profit of the baker, or the cent profit of the retailer.

"It is a question, too, whether all the blame for the trying conditions of the present time should be laid at the door of established trade, any more than at any other door. There seems no good evidence for believing that the business morals of the merchant class are worse than any other, and there might be those who might reply to the stricture that our schools and colleges are not devoting their attention strongly enough to the bread and butter needs that "man does not live by bread alone."

The frank object of this resolution was "to attain a substantial reduction in the cost of living generally, but without increase of hours of labor or reduction of wages." It is the possibility of this which THE FINANCIAL POST doubts.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound
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The Graham Nail Works, Toronto.

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Kasement Skrene Dore Co., Toronto.

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Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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The Union Iron & Metal Co., Ltd., Toronto.

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Spielman Agencies, Montreal.

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The Great Western Smelting & Refining Co., Vancouver, B.C.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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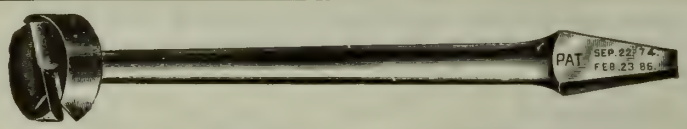

# CROWBARS




No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.**




**THE PROGRESSIVE MANUFACTURING CO.**
Torrington, Conn., U.S.A.

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

# TURPENTINE

**in steel drums containing 46 gallons, NO LEAK**

*ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT*

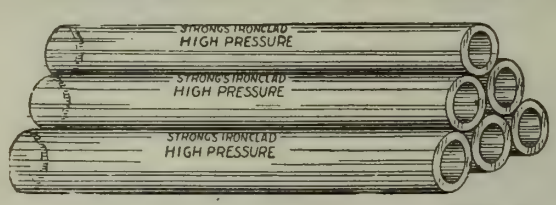
**E. FIELDING & SON** 9 Front Street E. **TORONTO**



**Awnings Tents Flags Tarpaulins**

We were optimistic for good business this year but trade has exceeded our expectations. Our many customers are participating in this good business by carrying our lines for immediate delivery. The season is on. Sort up your stock to be ready. Catalogue on request.

**J. J. TURNER & SONS, LIMITED, PETERBOROUGH, ONTARIO**




## STRONG'S IRONCLAD
## High Pressure Gauge Glasses

have unequalled toughness and durability. That means something to every plant where safety of boilers and workers is considered. Ends are fused. They give you **quality, service and safety.** The General Electric Co., the U. S. Steel Corporation and other great concerns have used them for years.

They wouldn't unless they were the best.

**THE STRONG MACHINERY & SUPPLY CO.**
Dept. A, 21 Walker Street, New York

## THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

**Babbitt Metals**

**Guaranteed Solders**

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060




## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
*Agents:*
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.




Cow and Calf Weaner



*Impresses Every Stock Owner*

## KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

**Imperial Bit & Snap Company, Racine, Wis.**

## BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

**LONDON BOLT & HINGE WORKS**
**LONDON, CANADA**

## NOTICE TO THE TRADE

**FOR 6 MOS.** MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

**"COMFORT" IRON**

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

**Big Demand, Good Profit**

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
**NATIONAL STAMPING & ELECTRIC WORKS**
CHICAGO, U.S.A.



## O-Rib-O Monarch

Latest and best air-tight heater. Made of uniform blued steel with a deep lining, all nickel trim, cast iron feet, slide condenser close to pipe collar, pressed cover, reinforced top and altogther a well made, beautifully finished, satisfactory, profitable seller.

**O-Rib-O Mfg. Company**
Winnipeg, Man.

**Our Step-Ladder Chairs are Winners**



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.



**Otterville Mfg. Co., Limited**
OTTERVILLE, ONT.

## EXCELSIOR Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

**RANKIN & CO., LIMITED**
1535 Dundas St. W., Toronto, Ontario

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

**C. KLOEPFER, LIMITED**
Edward Halloran, General Manager
**44-50 Wellington St. East, TORONTO**
Factory at Guelph, Ont.

We solicit your inquiries on---
**IRON and STEEL**
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.
*Prompt attention and quick delivery assured.*

**The Standard "S" Wrench**



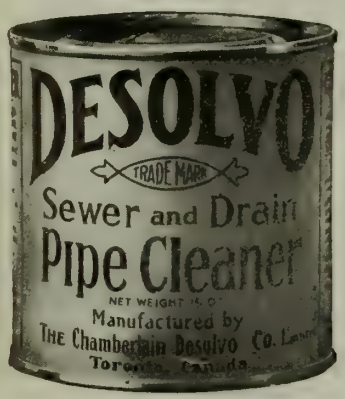

This is the Bemis & Call Improved Adjustable "S" Wrench. Graceful in design, an all-around wrench, but especially useful in corners and confined places where the ordinary wrench is useless. Easily adjusted by thumb of hand holding it, as nut is of sufficient diameter. Carefully hardened and tempered.

**Guaranteed B. & C. Quality sells it.**
**Write for prices.**
**BEMIS & CALL HARDWARE & TOOL CO.**
SPRINGFIELD, MASS., U.S.A.

**Canada Wire and Iron Goods Co.**

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada



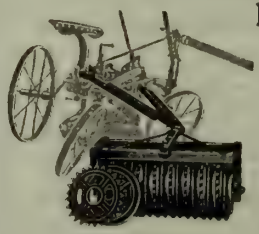

**Desolvo Thaws Frozen Pipe**

Without injury to plumbing fixtures. It mixes with cold water and generates high temperature.

**THE CHAMBERLAIN DESOLVO COMPANY**
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario & Western Representative: L. F. Lane, 99 Quebec St., Toronto

**Plow Attached Packers and Harrows**
WE MAKE THE BEST LARGE PACKERS SOLD


MULCHER

LEADERS IN OUR LINES

*Write for Price List and Catalog*


PLOW HARROW

Surface and subsoil also supplied when called for.
**CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG**

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

**CHURCHILL'S "ICE GRIPPER"**



Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

**CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.**

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

***Prices on Application.*** ***Immediate Shipment.***

**JAMES HUTTON & CO.**

**706 Shaughnessy Building - MONTREAL**



## ENAMELED-SCALE THERMOMETERS

Easy-Reading, Wood Back,
Japanned Tin Case,
Artistic Barometers

*Big Demand* *Good Profit*

*Ask Your Jobber*

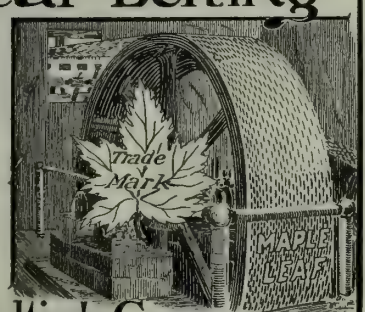
**THE LARGE-PIKE THERMOMETER CO.**

**TROY, N.Y., U.S.A.**

Why the Head Engineer Stands by

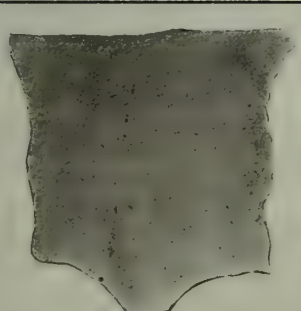
## "Maple Leaf" Belting

Long experience has taught the experienced enginer that Maple Leaf Stitched Cotton Belting stands the steady strain of day in and day out operation. Sell this Made-in-Canada Belting. We protect the jobber




**The Dominion Belting Co** *Limited*

Hamilton Canada



## Chamois Skins

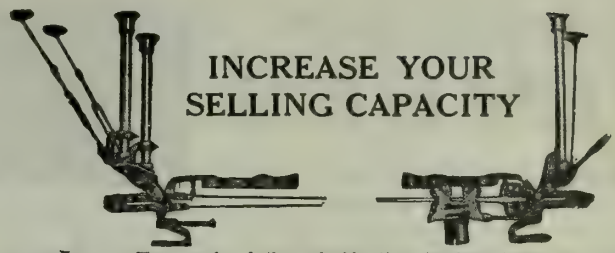
**With a few exceptions**

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

**EVANS & COMPANY, Limited**

**Coristine Bldg.** **Montreal, Canada**

***We represent two of the largest factories in the world.***



## INCREASE YOUR SELLING CAPACITY

How much of the valuable time is there taken of your limited staff of salesmen by running for the purpose of change making? It is fair to presume that one-sixth of it is necessary during the busy periods, when their services are most valuable, which is equivalent to one salesman's time for this purpose in an establishment where there are six salesmen employed; in other words, five salesmen can perform the duties of six when the running is eliminated.

Our Cash Carriers will do this for you, even in a more rapid and efficient manner, and at a greatly reduced cost. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money would be in the custody of one person.

**GIPE-HAZARD STORE SERVICE CO., LTD.,**
**113 Sumach Street**
**Toronto, Ontario, Canada**

## Trade With England

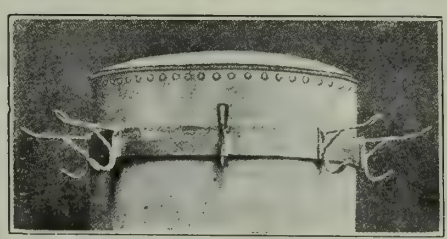
British firm, with important offices in the City of London, England, is prepared to accept selling agencies for Canadian manufacturers of household articles.

Show-room and full selling organization are offered.

**No. 443 c/o Hardware and Metal**
**143-153 University Ave.** **Toronto**

**Here's just what Madam Housewife wants—the "Ever Ready"**

## FAMILY CLOTHES DRIER



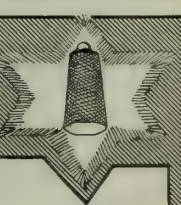
There is always a shortage of hooks for drying clothes in every kitchen. This drier just fills the need. Easily attached to hot water boiler, hooks adjustable, always ready for use.

WRITE TO-DAY.

**COLEMAN FARE BOX CO., LIMITED**

**1191 BATHURST STREET** **TORONTO**

## Hamilton Gas Mantles



—the kind that gives all-round service because they're made right and of the best material.

Sold nearly everywhere by the better jobbing houses. Order your stock now.

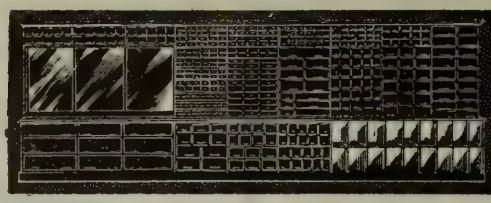
**The Hamilton Gas Mantle Company, Limited**

TORONTO Head Office and Factory: **HAMILTON, CANADA** MONTREAL

**F. E. LINDSTROM**
SWEDEN

# PLYERS

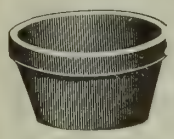
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Limited, Manufacturers
Toronto, Canada



**Foster Pottery Co.**
HAMILTON - CANADA
Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.



# OWL METALS

We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

OWL METAL CO., LIMITED, WINNIPEG

## A MONEY MAKER



Genuine I.X.L. Vacuum washer. Washes anything. Thousands now in use.
Price, per dozen
**$10.50** F.O.B. Winnipeg. Direct or through your jobber.
Moncrieff & Endress, Limited
Galt Building, Winnipeg

## A. H. FRASER

Representing Manufacturers of
**Hardware and Auto Accessories in Western Canada**
1150 Homer St. VANCOUVER, B.C.

## STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
*Price List on Application*
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

## CLIMAX PAPER BALERS



ALL STEEL—FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
**Climax Baler Co.**
Hamilton, Ont.




MYERS WONDERFUL SPEEDY HAND STITCHER.
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

## Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.
**Owen Sound Wire Fence Co., Ltd.**
OWEN SOUND, ONT.

## SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

## SMALL TURN BUCKLES



Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

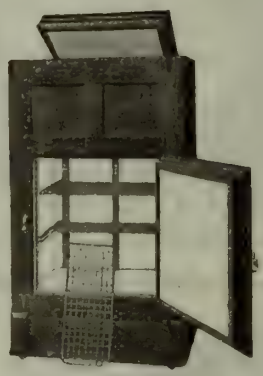
PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

*Canadian Branch:*
**CAMPBELL AGENCIES,** McKinnon Building
TORONTO, ONT.



# PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION
**Sanderson-Harold Company, Ltd.**
PARIS, ONTARIO


# When Writing Advertisers Be Sure and Mention this Paper



# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

## Decalcomania Transfer

NAME PLATES

Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W. Toronto, Can.

TRADE SAWYER MARK
Registered

STITCHED CANVAS BELTS
*"THE QUALITY BELT"*
PLEWES LIMITED, Distributors. WINNIPEG
*A good concern to do business with*

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS — INSIDE and OUTSIDE LIGHTS OF ALL STYLES — For Stores Halls Homes Farms & Every Style of Building

SIX TIMES THE LIGHT - ONE THIRD THE COST

MANUFACTURERS R·M·Moore & Co. LTD. VANCOUVER B·C·

## Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

| | | |
|---|---|---|
| Challenge adjustable Leg Bands | 15c per doz. | 85c per 100 |
| Single spiral colored bands | 20c per doz. | 90c per 100 |
| Three spiral colored bands | 25c per doz. | $1.25 per 100 |

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

## TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H.BUTCHER & Co BIRMINGHAM

## BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

## Swedish Steel Forging Co.

SWEDEN

# RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

## STERLING

Hack Saw Blades and Machines
*Manufactured by*
Diamond Saw & Stamping Works
BUFFALO, N.Y.

TRADE MARK

## Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

## TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

*Send Postcard for Catalogue*

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

## PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada



## MILBRADT LADDERS.

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

## BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



For quick delivery order your eavetrough, conductor pipe, elbows, corrugated iron, ventilators, etc., from

**WHEELER & BAIN**
**Toronto**



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 318 State St., BOSTON

DOES THE QUESTION OF SODER bother you? We have been solving people's soldering problems for 26 years. We are experts. Our advice is free.

ALLEN-FLUX

Allen Non-Acid Soldering Sticks, Paste, Liquid, Salts, will solve your problems and that includes ALUMINUM, too.

A Sodered Joint is No Stronger Than Its Flux

BISSETT & WEBB, Ltd.
126 Lombard St., Winnipeg, Canada

London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*

# Wanted

## SITUATIONS WANTED

HARDWARE MAN, 25 YEARS' EXPERIENCE, desires position as storekeeper. Best of references. Box 507, Hardware and Metal.

## HELP WANTED

WANTED — EXPERIENCED HARDWARE salesman. Apply stating experience and salary required to Mills Hardware Co., Hamilton.

### Catalog Man Wanted

Large Western Canada wholesale firm about to issue new general hardware catalog desires first-class man to take charge of the work. Must be a high-class man thoroughly conversant with requirements of a catalog of this kind. Address Box 489, Hardware and Metal, Toronto, Can.

### HARDWARE WANTED

Am prepared to exchange four thousand residential Toronto property for $10,000 stock and pay difference in cash. Country preferred. What offer? Box 402, Hardware and Metal.

## FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

## AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 363, Hardware and Metal, 128 Bleury St., Montreal.

## TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 185, Station B, Montreal.

## PURCHASING AGENT WANTED

One of the largest purchasing departments in Canada desires to secure the services of a man experienced in the hardware and metal trades; must be familiar with trade conditions; state full particulars in first letter, giving experience and salary expected. Replies treated confidential. Box 509, Hardware and Metal, 143 University Ave., Toronto, Can.

## MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Souvenirs, Crown Hurons, Peninsulars, Jewels, Pandoras, Imperial Oxfords, Climax, Marvels, Colonists, Arklans, Admirals, Crown Princes, Home Comforts, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

# Maltese Cross Tires

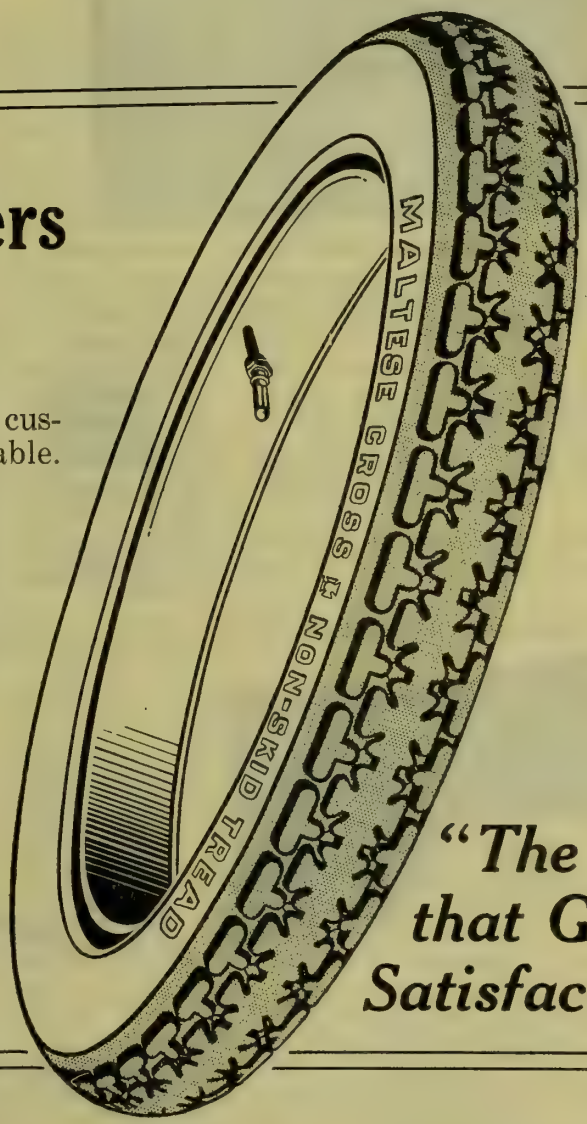
## Do your tire customers come back?

The customers that come back are the customers that make a tire business profitable.

When you put your own best efforts into getting a new customer and making the first sale, you want to know that there is every reason to expect that customer to come back when he wants another tire.

Tires that give full service bring the buyer back. Tires that are good for the user are just as good for the dealer. That is why so many dealers are making a real success with

**Maltese Cross Tires**




*"The Tires that Give Satisfaction"*

## Gutta Percha & Rubber, Limited

***Head Offices and Factory, Toronto***

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

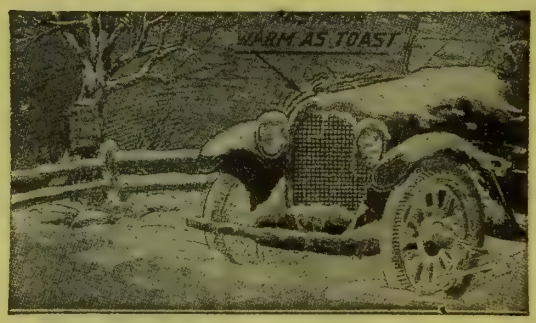
# BE PREPARED FOR
# FALL AND WINTER BUSINESS

**More cars and trucks will be seen on the Canadian roads this Fall and Winter than ever.**

**The storing of cars or trucks during the cold weather is a thing of the past, because motor vehicles have increased their usefulness one thousand fold. However, additional equipment and supplies designed to give warmth, comfort and safety during the Winter months, are essential.**

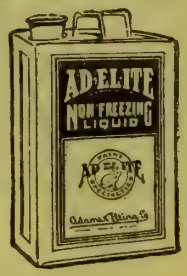
**The enterprising dealer should be fully prepared for this business by keeping well supplied with the Hyslop line of Equipment and necessities as listed in our Fall and Winter Bulletin. This quality line will attract motorists and keep your business at the high-water mark throughout the season.**

### AD-EL-ITE ALCOHOL NON-FREEZING LIQUID, WITH EVAPORATING RETARDANT.




**Saves Money and Eliminates Radiator Worries. Safe and Sure.**

It is harmless to metals or rubber. Prevents freezing and minimizes corrosion or rust. Prevents the freezing of radiators and aids engine starting. Absolutely safe and will not clog the water line.

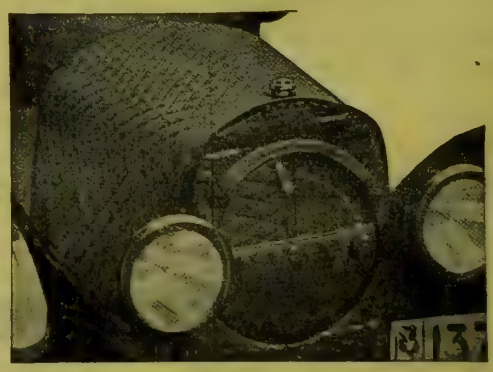



This is an alcohol preparation with evaporating retardant which is more economical than plain alcohol.

Use AD-EL-ITE Alcohol Non-Freezing Liquid and your radiator can't freeze to death.

No. 4931—1—Price, 1 gal. tin ... $ 3.35
No. 4932—2—Price, 5 gal. tin ... 16.50

### COMBINATION RADIATOR AND ENGINE HOOD COVERS
(Fan Type Front)



No. 4877

This is the highest quality and most handsome outfit for all makes of cars.

The circular front design is very attractive, and at the same time provides a simple method of ventilation. The ventilating shutter is as easy to open and close as a lady's fan. You do not even have to remove your glove; simply pull the handle.

Made of extra heavy felt lining with black waterproof covering, padded and quilted.

| No. | | Price |
|---|---|---|
| 4877—7 | For 1917-18-19-20 Fords | $ 7.50 |
| 4877A—8 | For 1911-16 Fords | 7.50 |
| 4302—9 | Chevrolet "490," "490A" | 8.00 |
| 4303—10 | Gray-Dort | 12.50 |
| 4304—11 | Dodge | 12.50 |
| 4304A—12 | Maxwell | 12.50 |
| 4305—13 | For other 4 cylinder cars | 15.00 |
| 4306—14 | For 6, 8 and 12 cylinder cars | 18.00 |

Always specify make, year and model of car when ordering.

### WOOL LINED GAUNTLETS



No. 4283

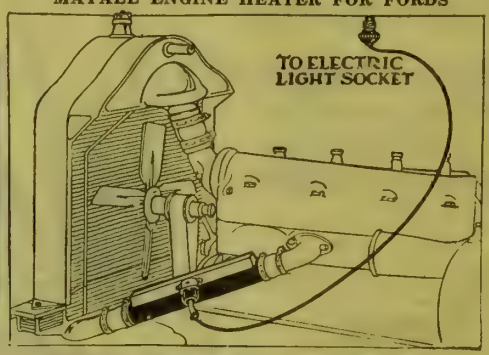
Made of tough black horse hide leather, pliable and soft, and lined with pure wool. Sizes 8, 8½, 9 and 9½ inches. Always specify size desired when ordering.

No. 4283—Price, one finger type as illustrated, per pair ..... $5.50

No. 4284—Price, full Mitt Type, with separate thumb only, per pair..... 5.50

No. 4285—Price, full finger type..... 5.50

### MAYALL ENGINE HEATER FOR FORDS




**Showing attachment on Ford Car.**

**What It Does—**

It heats the water in the standing car, making continuous circulation as though car were running. It keeps every part of engine and radiator warm and radiator acts as hot-water coil, heating the garage.

Gives positively easy starting and eliminates all danger from frost.

No. 4933—38—Price, complete, including two pull-off plugs and insulated wire of suitable length ..... $10.00

### FUR MOTOR ROBES



No. 4298

| No. | | Price |
|---|---|---|
| 4298 | Gray Goat, 70 x 60 in. | $28.25 |
| 4299 | Brown Dyed Goat, 70 x 60 in... | 37.00 |
| 4300 | Black Dyed Goat, 70 x 60 in... | 37.00 |

**The above items are only a few of the hundreds of seasonable Equipment and Necessities listed in our Fall and Winter Bulletin. Dealers, send for copy together wis discount sheet. It will mean big business and more profits for you. Order by Bulletin number.**

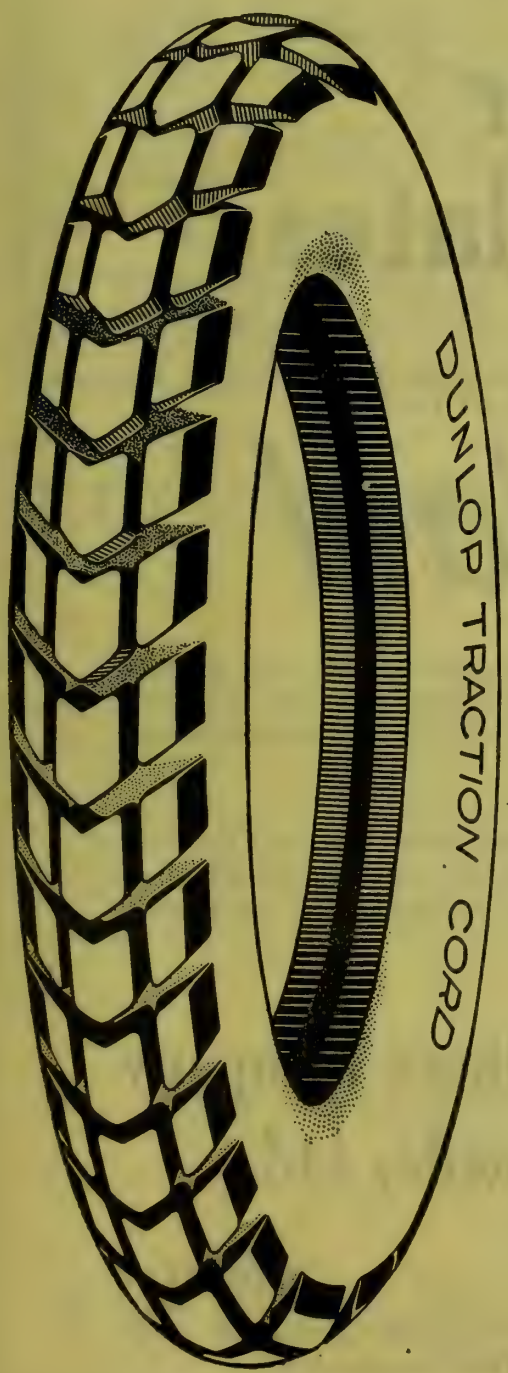
## HYSLOP BROTHERS, LIMITED

**Shuter and Victoria Streets - - - Toronto, Ontario**

DUNLOP TIRES

SEAL OF QUALITY

CORD




# Another Milestone In Greater Tire Mileage

If you could see the painstaking activities necessary to the construction of Dunlop Cord Tires, you would readily believe they could not possibly be better.

True, we were **not the first** to announce a Cord Tire, but we **were the first** to announce a Cord Tire that, we feel, has all the unmistakable signs about it of **being absolutely right.**

More rubber goes into Dunlop Cord. More miles come out of it.

"Extra" thoroughness in the making accounts for "extra" staunchness in the using.

Less gasoline is consumed per mile.

Dunlop Cord Tires have a greater air chamber, as the cross-section is ½" over the listed size. When you purchase, say, a Dunlop 34 x 4, we really give you a 35 x 4½—and so on.

Equipped to your car with Dunlop Extra-Heavy Service Tubes or British Dunlop Red Tubes, Dunlop Cord Tires—"Traction" or "Ribbed"—make a striking appeal to your sense of tire values.

**Mileage—then "Good Measure" Mileage.**

**All sizes—30 x 3½ to 37 x 5.**

## Dunlop Tire & Rubber Goods Co.

**Limited**

**Head Office and Factories: Toronto**

**Branches in the Leading Cities**



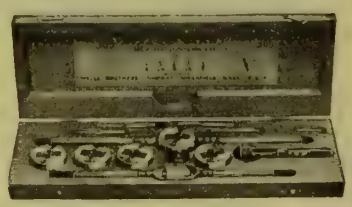
Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

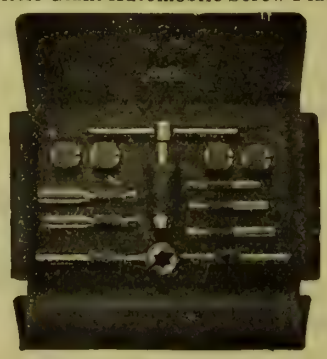
## Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.

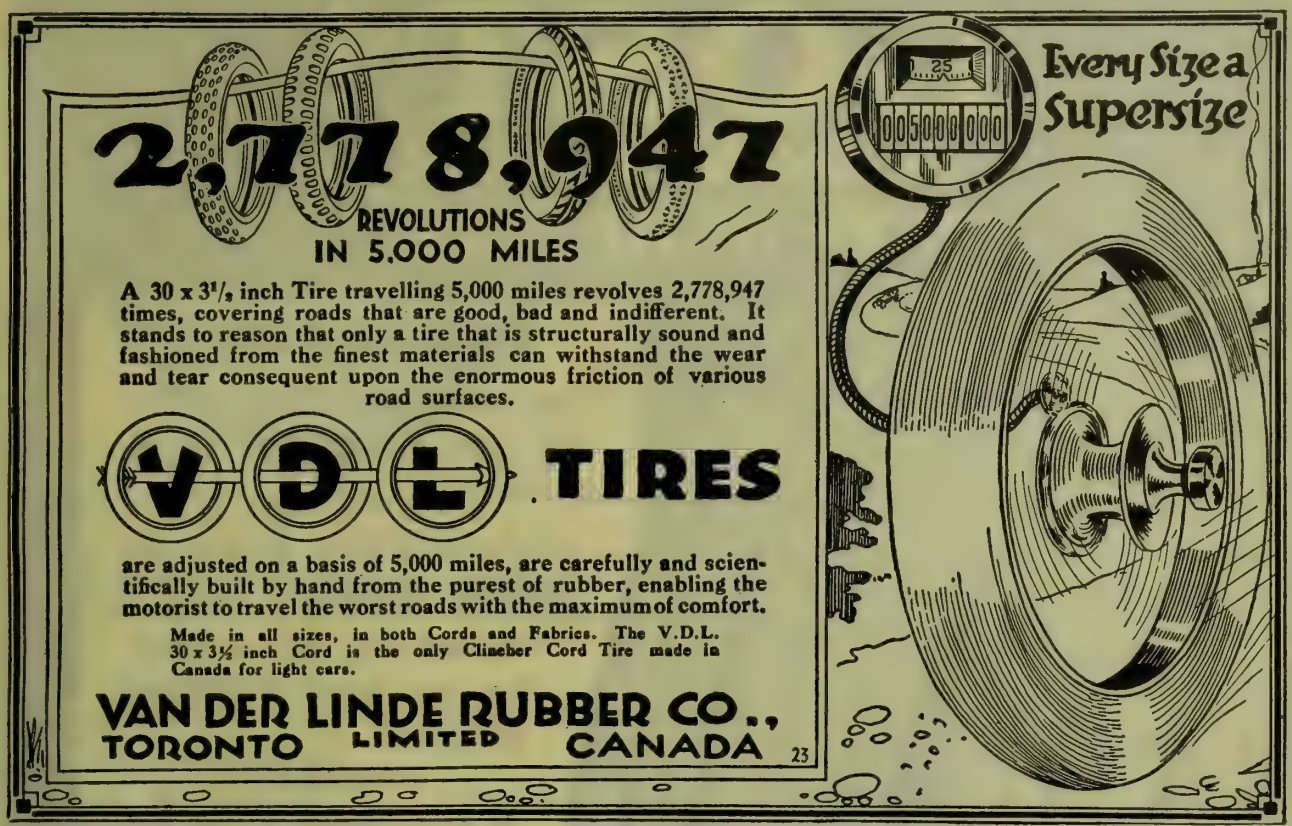


Automobile Set in Leather Roll

## Wells Brothers Company of Canada, Ltd.

**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**




# ECONOMICAL MILEAGE PERFORMANCE

To have a car equipped with tires that are guaranteed for 5,000 miles, and yet invariably receive away above that average is a feature that gives lasting satisfaction. The more mileage that can be gotten from a Tire, the cheaper the cost of that Tire, ultimately.

It is on this performance that V.D.L. Tires are building a reputation. Are you availing yourself of this opportunity to link up with a live product, one that gives all round satisfaction?

It will pay you to investigate V.D.L. Tires.

Hand made in all sizes by skilled Canadian workers from the purest material procurable, V.D.L. Tires constitute a product of worth. The following Distributors are strong supporters of V.D.L. Tires. Write the one nearest to you.

Codere et Fils, Sherbrooke
A. Chown & Company, Kingston
Crowell Brothers, Halifax
Eug. Julien, Limited, Quebec
Kloepfer, Limited, Toronto
Merrick-Anderson Co., Ltd., Winnipeg
Miller-Morse Company, Winnipeg
2 in 1 Tire Company, Montreal
Wood, Vallance & Leggatt, Ltd., Vancouver

***The only 30 x 3½ Cord Tire made in Canada is a V.D.L.***

If you care to have a cut of the illustration shown in the advertisement we will be pleased to send it to you free of charge so that you may insert it in your local paper with your own name inserted at the foot in place of ours.

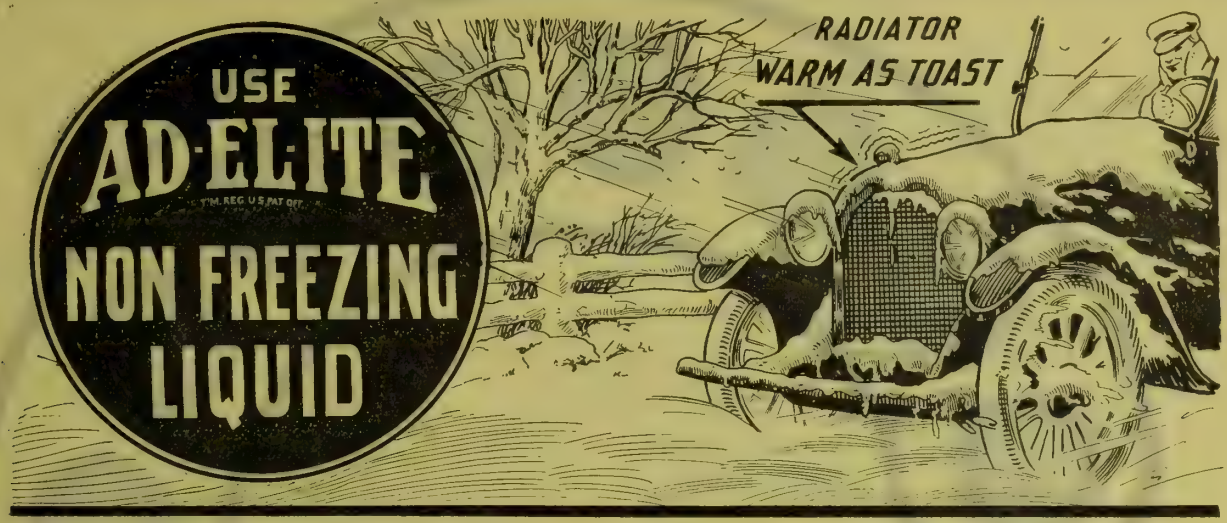
## VAN DER LINDE RUBBER CO. LIMITED

**Toronto - Canada**




The advertisement shown above is No. 12 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

| | |
|---|---|
| E. T. Black Tire Company - - Vancouver, B.C. | The Marks-Clavett-Dobie Co., Ltd., Port Arthur, Ont. |
| Border City Auto Supply Co. - - Windsor, Ont. | Marshall-Wells Co., Ltd. - - Winnipeg, Man. |
| The Motor Car Supply Co., Ltd. - Calgary, Alta. | Marshall-Wells Alberta Co., Ltd. - Edmonton, Alta. |
| The Canada Auto Devices Co. - - London, Ont. | Ontario Auto Spring & Supply Co. - Guelph, Ont. |
| Edwin Chown & Son - - - Kingston, Ont. | Thomas Plimley - - - - - Victoria, B.C. |
| Cragg Bros. Co., Ltd. - - - Halifax, N.S. | Summer Company - - - - - Moncton, N.B. |
| Hugh Carson Co., Ltd. - - - Ottawa, Ont. | Samuel Trees & Co., Ltd. - - Toronto, Ont. |
| G. L. Griffith & Son - - - Stratford, Ont. | The United Automobile Tire Co., Ltd., St. John, N.B. |
| Lamontagne, Ltd. - - - - Montreal, Que. | Wilson Auto Specialties Co. - Hamilton, Ont. |




# RADIATORS CAN'T FREEZE TO DEATH




This is an alcohol Non-Freezing Liquid with evaporating retardant that prevents radiators from freezing.

It is harmless to rubber, minimizes corrosion or rust, and aids engine starting.

It is absolutely safe and sure.

This is a zero weather protector for radiators. Simply mix it in the water usually used and laugh at zero.

Handsome store and window display hangers, circulars and other advertising matter supplied. Quick turn-overs assured.

Send for elaborate, complete catalogue "NEW CARS FOR OLD."

Ask your jobber for Ad-el-ite Alcohol Non-Freezing Liquid.

## OTHER AUTO SAVERS AND SELLERS

- AD-EL-ITE Motor Carbon Remover.
- AD-EL-ITE Anti-Friction Oil.
- AD-EL-ITE Auto Cleaner and Reviver. (Paste and Liquid)
- AD-EL-ITE Auto Wax Polish. (Paste and Liquid)
- AD-EI-ITE Leak-Seal for Radiators.
- AD-EL-ITE Celluloid Cleanser.
- SHI-NITE Metal Polish.
- HY-POL Auto Body Polish
- AD-EL-ITE Auto Colored Varnishes.
- AD-EL-ITE Auto Top Dressings.
- AD-EL-ITE Automobile Lining Dye and Finish.
- AD-EL-ITE Reflector Polish.
- AD-EL-ITE Black Fender and Lamp Enamel.
- AD-EL-ITE Auto Body Varnish, etc.

## ADAMS & ELTING CO.

17 Adelaide St. East, Toronto

Chicago New York

PAINTS AD-EL-ITE VARNISHES

COPYRIGHT 1918 BY ADAMS & ELTING CO

**AD-EL-ITE Perfect Paints for Every Purpose**




# INFALLIBLE

## Which Do *You* Sell?

The only question is one of choice, you can sell any one of them loaded with Infallible.

Any one of these fourteen standard brands of shells is the best to the man who is accustomed to use it—when it is loaded with Hercules Smokeless Shotgun Powder.

Let your customer pick his favorite—loaded with Infallible—and he will have a combination that is hard to equal at the traps or in the field.

**HERCULES**
**Smokeless Shotgun**
**POWDERS**

are always the same. They always give the same even patterns and high velocity with light recoil, always burn free and clean and always act the same under any weather conditions.

When you buy loaded shells be sure that they are loaded with a Hercules Smokeless Shotgun Powder.

**HERCULES POWDER CO.**
4 W. 11th Street
Wilmington Delaware

**Dominion**
CANUCK
REGAL

**Peters**
HIGH GUN
PREMIER

**Remington UMC**
ARROW
NITRO CLUB

**SELBY LOADS**
CHALLENGE GRADE
SUPERIOR GRADE

**U.S. BLACK SHELLS**
AJAX
CLIMAX

**Western**
FIELD
RECORD

**WINCHESTER**
REPEATER
LEADER

Have you written to us yet about our special inducements to dealers handling Royal Oak Tires? Suppose you do so to-day while the thought is still fresh in your mind. Just say on a post card, "Please send me particulars of your special proposition to dealers," and we'll do the rest.




# Oak Tire and Rubber Company, Limited

Head Office: 19 Dundas Street East, Toronto
Factory: Oakville, Ontario, Canada
Winnipeg Office: 120 Lombard Street

# The Famous Guarantee of Safety–






32 Caliber
Hammer
Regular Grip

AN absolute guarantee of safety—the Iver Johnson "Hammer the Hammer" trade-mark. The unfailing automatic safety feature has supported this famous guarantee year after year, making the Iver Johnson the most wanted revolver for home protection.

Men, and women too, feel the security of its safety, and in an emergency are confident of its dependability.

And so, while the Iver Johnson is essentially a man's revolver, its absolute safety from accidental discharge makes it the accepted and ever-present assurance of protection to the home, property, and personal safety of the American woman.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Why not carry Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for catalog and complete dealer information on firearms; also on bicycles and motorcycles.

**IVER JOHNSON'S ARMS & CYCLE WORKS**

330 River St., Fitchburg, Mass.

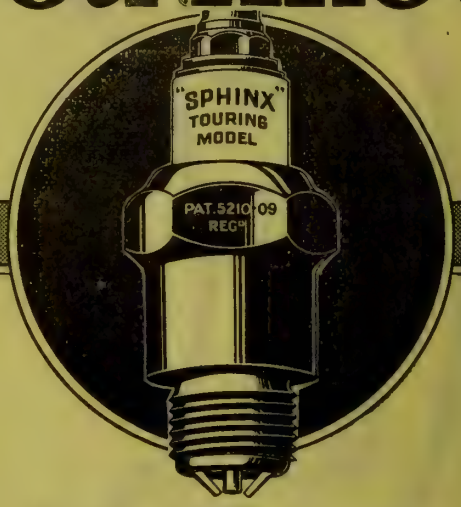
99 Chambers Street, New York — 717 Market Street, San Francisco

***"The Safe Revolver to Sell"***

**IVER JOHNSON**
SAFETY—AUTOMATIC **REVOLVERS**



# We know and you know




affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

***Sole Agent for the Dominion***

**WM. T. EVANS**

**1684 St. Urbain St. Montreal**

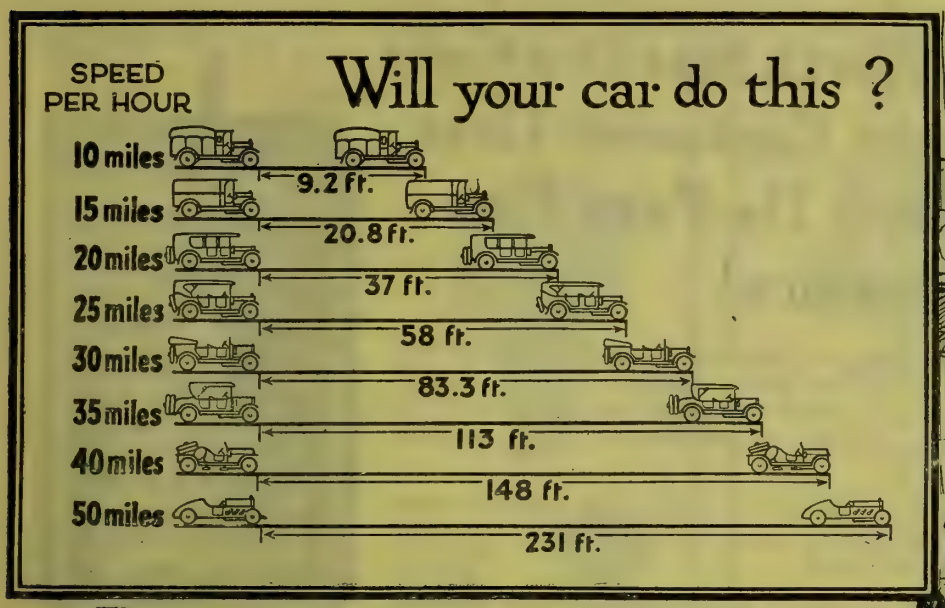
***Manufacturers:***

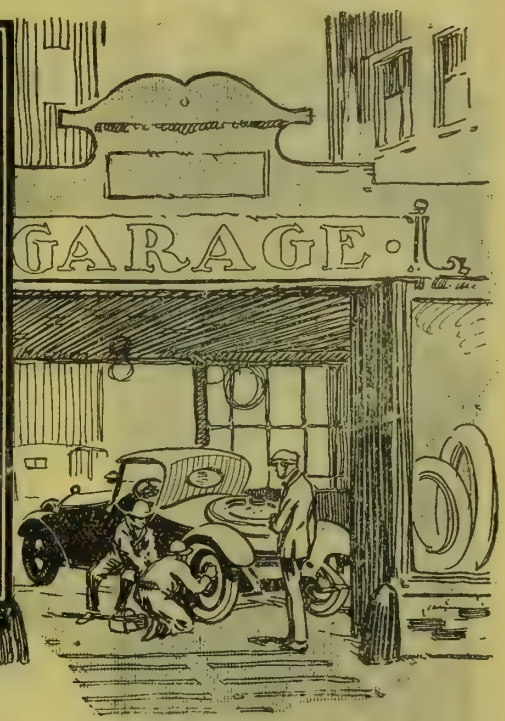
**SPHINX MFG. COMPANY**

**BIRMINGHAM, ENGLAND**

**'SPHINX'**

England's most Durable Plug




**This chart shows the distance in which a car should stop, at any given speed, if brakes are efficient**

# Have your brakes inspected to-day

THIS is the slogan of the Brake Inspection Movement which is bringing big business to Thermoid Brake Lining Dealers.

Police officials and newspapers everywhere are behind the famous Brake Inspection Movement, originated by the makers of Thermoid Brake Lining.

Widespread advertising and educational work, emphasizing the importance of good brakes, has met with a sympathetic response from the motoring public.

Motorists everywhere are taking new interest in their brakes—going to their dealer to have their brakes inspected—insuring their safety.

The Thermoid chart of Stopping Distances has been incorporated into the Police Traffic Regulation Chart, and has been adopted by Police Departments in many cities.

***Standing Behind Thermoid Dealers***

The Brake Inspection Movement has been fostered exclusively by the Thermoid Rubber Company.



The makers of Thermoid Brake Lining have always zealously watched after the interests of the dealers selling Thermoid and have co-operated in every possible way to increase dealers' sales and profits.

The manufacturers of Thermoid sincerely believe they have the best brake lining on the market—a brake lining that has exclusive features that make it as nearly perfect as possible.

In educating the public to an appreciation of this 100% efficient brake lining, special emphasis has always been directed to the Thermoid dealer.

And to-day the public looks upon a man who handles Thermoid Brake Lining as a specialist and an expert who knows his job.

The public has confidence in Thermoid Brake Lining and in Thermoid dealers.

Are you enjoying Thermoid prestige and profits?

Every foot of Thermoid that you sell is backed by our guarantee: *Thermoid will make good—or WE WILL.*

**Thermoid Rubber Company**

Factory and Main Office: Trenton, N.J.

New York, Chicago, San Francisco, Detroit, Philadelphia, Los Angeles, Cleveland Pittsburg, Boston, London, Paris, Turin.

*Canadian Distributors:*

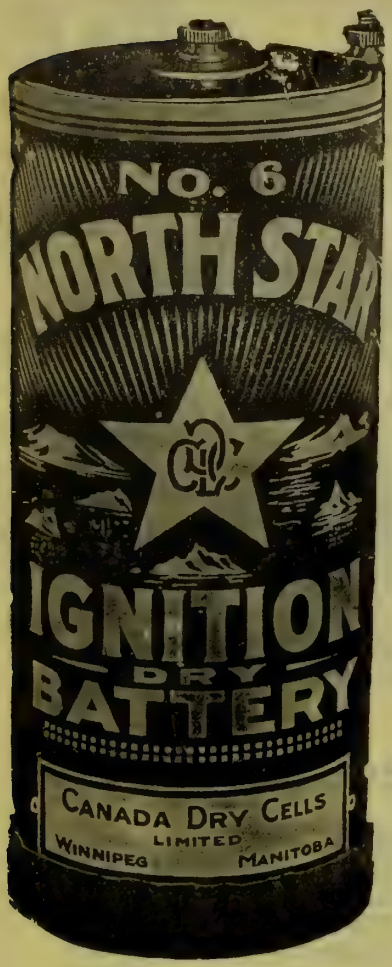
The Canadian Fairbanks-Morse Co., Limited
Montreal

*Branches in all Principal Canadian Cities*

# Thermoid Brake Lining

## *Hydraulic Compressed*

**Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires."**




# In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!




The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

**The Western Battery for Western Need.**

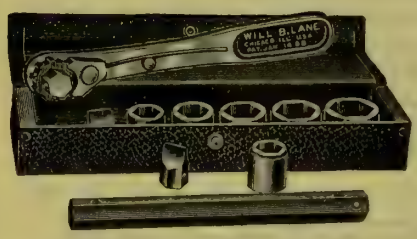
**Order through your Jobber.**

## Canada Dry Cells Limited

**WINNIPEG, MANITOBA**

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# LANE'S HANDY AUTO RATCHET TOOLS



**FORD SET**

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



**STANDARD SET**

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

***Manufactured by***

## WILL B. LANE

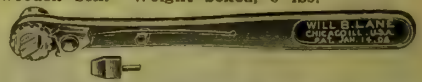
180 N. Dearborn St.

**CHICAGO, ILL.**



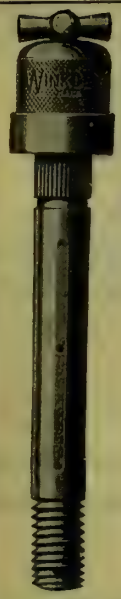

**SUPER-UNIQUE SET**

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



**OFF-SET RATCHET SCREW DRIVER**

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.



**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers Dowel Pins**


"Oil Cup"


"Ratchet"



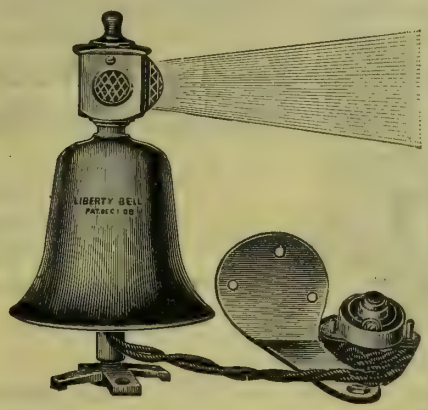

"D"




"M"

Catalogues and Prices
Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR



**WARNS**
**BUT DOES NOT OFFEND**

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

**The Signal of Distinction**
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# "LIBERTY BELL"
## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

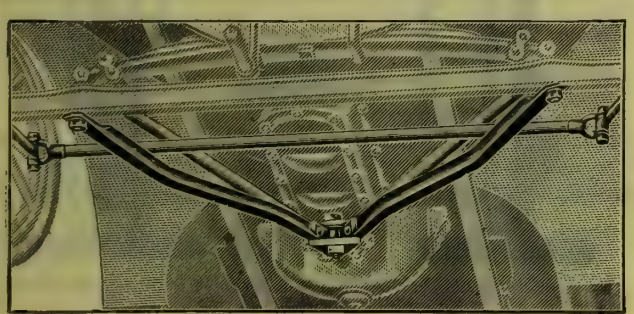
**GETS THE RIGHT OF WAY**

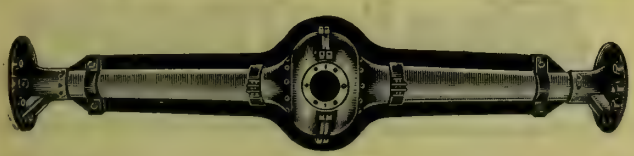
This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

**A POLITE SIGNAL**

*We have an attractive proposition for you. Write for prices.*

**THE BUNYAN MFG. CO.**
9805 MADISON AVE. - CLEVELAND, OHIO





**Big Opportunity To Sell To Owners of Small Cars**

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

# LINE & KIMBALL CO.
*Manufacturers of Auto Accessories*
**Moose Jaw** **Saskatchewan**

# CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

## STEEL and BRASS STAMPINGS of all kinds

*Write us for quotations*

**CANADIAN LAMP & STAMPING CO., LIMITED**

**Makers of the celebrated CLASCO Lamps for Motor Cars**

**FORD CITY, ONTARIO**



Star Water Circulator.

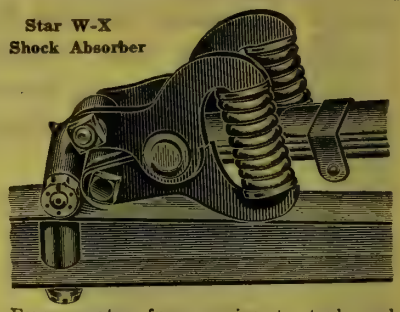
Four cushions of comfort. One for each corner of your Ford. Easy to attach. You remove only the shackles and put the W-X in their place.
Per set (of four) .....$7.50

## Accessories For Ford Cars

Also manufacturers of other accessories: Radius Rod Supports, Rear Axle Truss Rods, etc. Also Bench and Power Grinders. Write us.

**Star Specialty Manufacturing Co.**
**227 West Erie Street, Chicago**

Star W-X Shock Absorber



Forces water from engine to tank and back to engine. Saves oil, gas and bearings.
No. 1 for 1916 models and earlier, each ..... $4.00
No. 2 for 1917 models and later, each $4.00

## North American Hardware Supply Limited

**222 Notre Dame Street West**
**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***

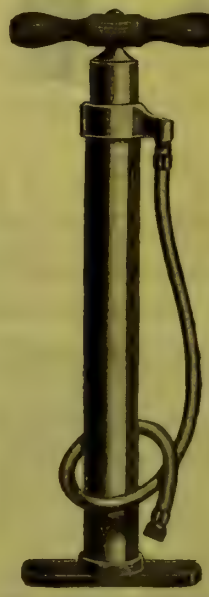
Insist on Getting a

## TALLMAN TIRE PUMP

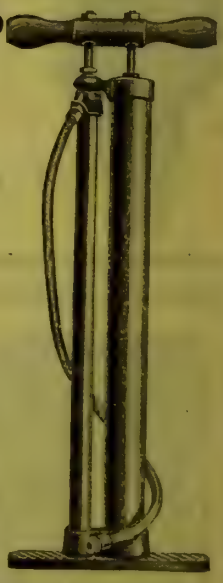
**Reliable**

**and**

**Durable**



Two Cylinder Double Action



Double Barrel Compound Pump

**Tallman Brass & Metal Limited**
**HAMILTON, ONT.**

MADE IN CANADA

## BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**
**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark

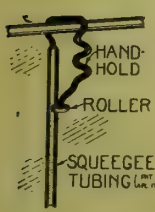
ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

STADCO SEE-SAFE

## WINDSHIELD WIPER

## Boosts Your Winter Profits




A live, popular-priced seller that has a big popular demand. Keeps winter profits high—even now sales are increasing.

Sells for 75c. Anybody can put it on in three seconds and it works. Cleans either one spot or the entire upper part of the windshield. Display case free with every dozen.

## STADCO QUALITY PRODUCTS

TRADE MARK

### *Are Winter Necessities*

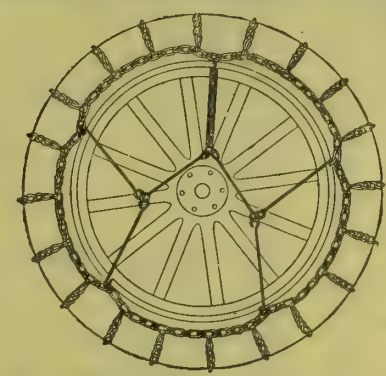
**See-Safe Windshield Wiper** ..75c
**Breakproof Hydrometer** .....$1.00
**No. 21 Quadruple Spark Plug Wrench** ..... 45c
**No. 10 Pet Cock Wrench** ..... 20c
**Door Anti-Rattler** ..... 20c
**Chain-Type Valve Lifter** .....$1.00

They're the kind of products that sell big in winter. High-class in every respect—well made of the very best materials—every one a popular seller at a popular price.

***Order from your Jobber***

Make the "dull" months your most profitable months. Ask your jobber for full information about the STADCO line—place your order with him now—or write us for full particulars, dealers' discounts, etc.

*Canadian Sales Department:*
**Campbell Agencies, 19 Melinda St., Toronto, Ont.**
**Stadeker Metal Specialty Co., 358 W. Madison St., Chicago, Ill.**



## The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room — Every motorist needs them — And has no excuse for being without them at this price.

## MERCHANT'S ANTI-SKID CHAIN TIGHTENER

## $1.00 a Pair

**If dealer does not handle, sold direct prepaid on receipt of price.**

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale **every time.**

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

**M. H. MERCHANT CORPORATION**
**236-238 Emma Street, Syracuse, N.Y.**

**Sales Agents—Clucker & Hixon Co., New York, N.Y.; H. W. Petrie, Montreal, P.Q.; Inter-Ocean Auto Co., Ltd., Montreal, P.Q.; Keyes Supply Co., Ltd., Ottawa, Ont.; James S. Neill & Sons, Ltd., Fredericton, N.B.**

Send us your inquiries for

# STAMPINGS

We shall be pleased to give estimates on your requirements.

**HAMILTON MOTOR WORKS**
**LIMITED**
**Hamilton, Canada**




**Homer & Wilson**

## CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

**Order from your jobber or write direct.**

**Homer & Wilson**
**Lancaster Street**
**HAMILTON**


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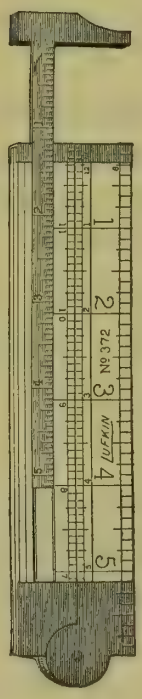
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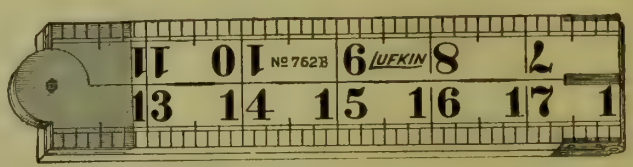

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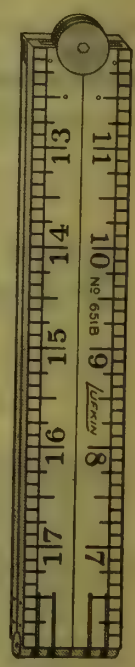

LUFKIN RELIABLE BOXWOOD RULES



**Will meet your customers' every requirement well.**

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.



A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

*ASK FOR CATALOGUE*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.




# Display Sells Razors

The cutlery counter in most hardware stores stands near the door, where the customer lingers, looks around, and wonders what he forgot to buy.

Men are always on the lookout for good razors. The GENCO Display Case, sent you with your first order of GENCO Razors, gets their attention.

The handsome case will make them look more closely. Your salesman then simply reaches under its glass top and says: "Just examine the edge on this razor."

In a few minutes your cash register will ring. And your customer will be a satisfied customer. For the GENCO Razor has an edge that we guarantee: "GENCO Razors must make good or we will."

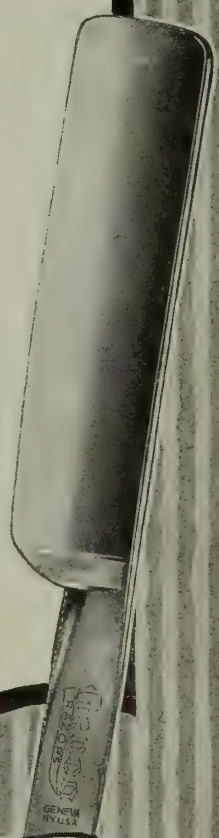
*Write us today for terms and details*

## Geneva Cutlery Corporation

159 Gates Avenue GENEVA, NEW YORK

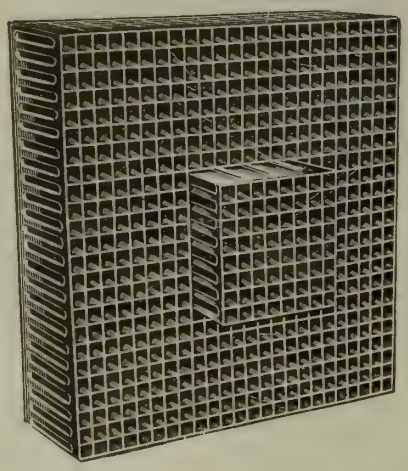
New York City, 160 Broadway Chicago, Ill., 8 So. Dearborn St.
San Francisco, Sheldon Bldg. Winnipeg, Can., 332 Bannatyne Ave.

*Largest Exclusive Manufacturers of High-Grade Razors in the World*



# Genco RAZORS

Reg. U. S. Pat. Off.



# The Air Test Under Water

One dissatisfied customer means one customer less for the dealer or garage man.

Radiators that are absolutely water-tight will hold and draw customers.

You can prove to them that McKinnon Radiators are water-tight.

When they cannot find the puncture in their tire they put it under water and watch for bubbles.

That is the way every McKinnon Radiator is tested before it leaves the factory.

*Heavy air pressure under water is the test we apply to McKinnon Radiators.*

There is absolutely no possibility of a leak.

## McKinnon Radiators
are
## "Really Cellular"

They are made to meet emergencies.

The unforeseen accident, the punctured radiator, need not leave you stranded.

The remaining cells are as good as ever, just plug up the holes with wooden plugs or any adhesive substance, fill up the radiator and drive on.

Your garage man will replace the broken cells with new ones, and the radiator is as good as new.

All dealers should carry McKinnon Radiators.



They are proof against damage through vibration. They are made to stand hard usage.

**McKINNON INDUSTRIES LIMITED**

**ST. CATHARINES ONTARIO CANADA**

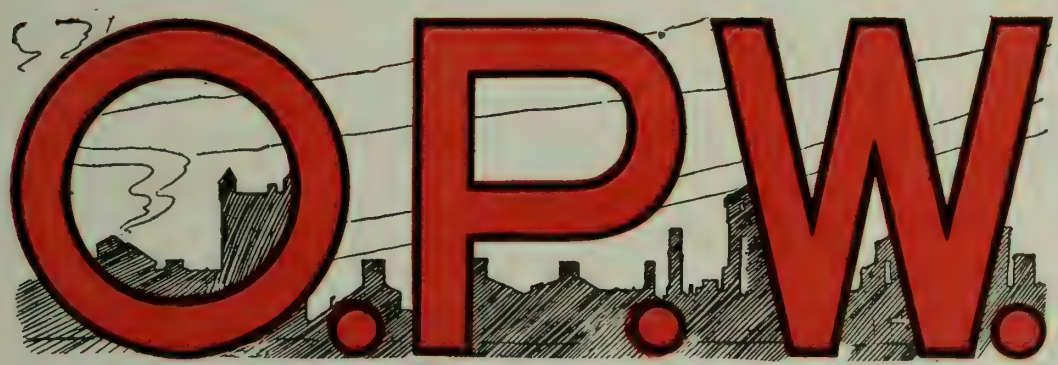
# HARDWARE AND METAL

Vol. XXXI
No. 43

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

OCT. 25
1919




PAINTS
AND
VARNISHES

*"For Every Purpose"*

That all!

# Five Minutes To Eleven has not yet come for those who stayed at home



The gallant Canadian army kept right on fighting until five minutes before the Armistice was signed.

The last lap of the war for those men was indeed a smashing, glorious finish!

While the fighting ended at five minutes to eleven on the morning of the eleventh of November last year, the war has not yet ended for those of us who stayed at home.

Our "Five Minutes to Eleven" has not yet come. There is a great deal more for us to do, before our war job is finished.

There are still heavy demobilization expenses to clean up. In a few short months we have brought home the troops that were transported overseas during four years of war—four years' transportation expenses crowded into a few months.

Many millions are still required to complete payment of demobilization and for other purely military expenditures.

The Victory Loan, 1919, which is necessary to meet these war obligations is the great objective in the last lap for those who stayed at home.

The Canadian Corps, during the war, never lost a gun,—never once retreated and never failed to take an objective.

Keeping that glorious record in our minds, and carrying that "no surrender" fighting spirit into the new Victory Loan campaign, there can be only one result:—Success, overwhelming and triumphant.

When the figures for the Victory Loan, 1919, are totalled up, the result will show the world that those of us who stayed at home have taken another glorious objective on the road to our "Five Minutes to Eleven."

# Victory Loan 1919

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada

HARDWARE AND METAL, October 25, 1919. Volume XXXI., No. 43. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

# KEYSTONE



## HOUSEHOLD BRUSHES

There is a "Keystone" Household brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service.

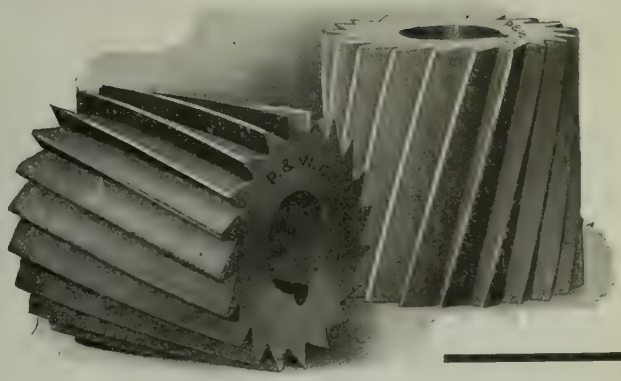
When you sell "Keystone" Brushes repeat orders are a certainty.

For prices, etc., write

**Stevens-Hepner Co.**
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brooms and Brushes.

**STEVENS-HEPNER CO., *Limited***
– PORT ELGIN, ONTARIO –



## CUTTERS

Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

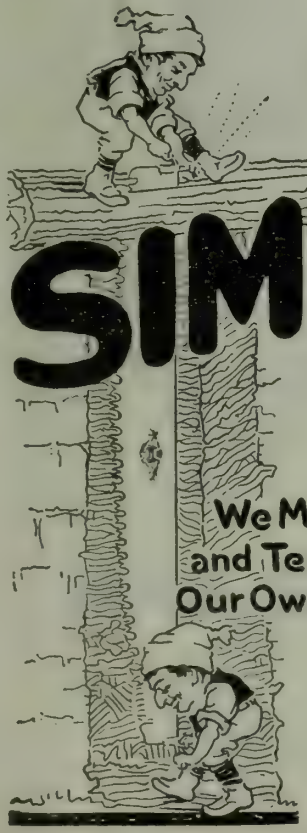
**"P. & W." CO. SMALL TOOLS**

—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

**Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools**

**PRATT & WHITNEY CO.**
OF CANADA, LIMITED

Dundas, Ontario, Canada; Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.




# SIMONDS

*"The Saw Makers"*

## CRESCENT GROUND CROSS-CUT SAWS

Are absolutely guaranteed. They are made of high grade steel, produced in our own Steel Mill, which is the only steel we are sure will take a temper to hold a cutting edge longer than the ordinary saw. A Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber in less time and with less labor than any other make of saw, and still it costs no more than other good saws. Hardware dealers know the value of Simonds Saws as trade promoters, because a Simonds Saw when sold means a satisfied customer.

**Write for prices and discounts.**

**SIMONDS CANADA SAW CO. LIMITED**
St. Remi St. and Acorn Ave.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.



Universal
Coffee
Percolator
No. 786

# *UNIVERSAL*
# Coffee Percolators

## *Essential in Every Home*

The Trade Mark known
**UNIVERSAL**
in Every Home

## Make Your Profits Count

UNIVERSAL Percolators have all the distinctive features which have made them the leading coffee-making device for the home.

Women want UNIVERSAL Percolators because they know that the UNIVERSAL trade mark stands for all that is best in quality, construction, design and finish.

Now is the time to get busy for a big fall business. The demand is big and getting bigger. Large profits and prompt ones are for dealers who help it grow.

***Order through your jobber***

Write for Special Window Trim and Sales Helps



UNIVERSAL
Coffee Percolator
No. 476



UNIVERSAL
Coffee Percolator
No. 66



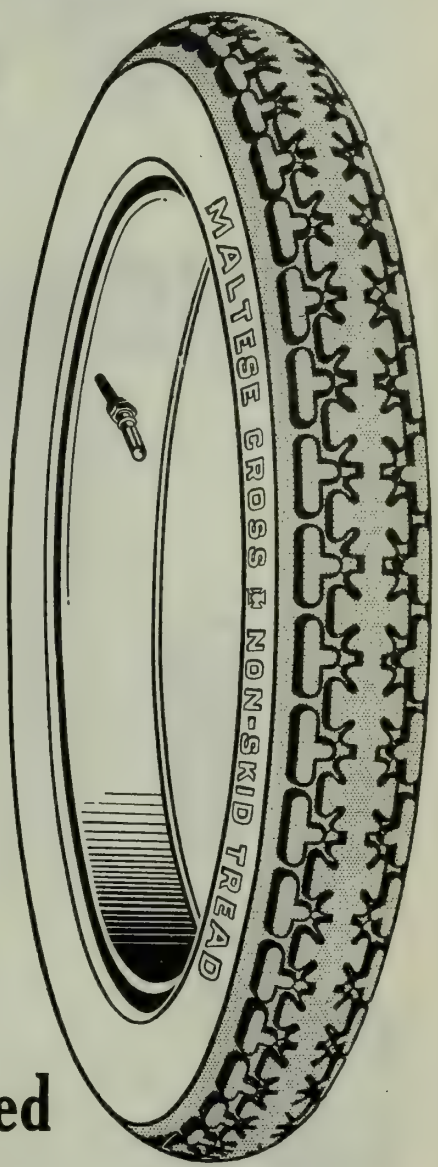
UNIVERSAL
Coffee Percolator
No. 56

# LANDERS, FRARY & CLARK
## New Britain, Conn.

*Canadian Representative:*

**Montreal** **A. MACFARLANE & CO., LIMITED** **Quebec**

# A man's success in business depends upon the number of friends he makes




SATISFIED customers become friends—you make friends of your customers when you sell them dependable merchandise—tires, for instance, that always give them full dollar-for-dollar value.

The men who buy Maltese Cross Tires stick to them—and they stick to the store that sells them. Most dealers know this.

## Gutta Percha & Rubber, Limited

**Head Offices and Factory, TORONTO**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria**

## MALTESE CROSS TIRES

RELIABLE
CANADIAN PRODUCTS
TRADE MARK

RELIABLE
TRADE MARK
*Canadian Products*
*"Lively and Lasting"*

# Why Should You Push "Reliable" Products?

STOP a moment and think. Your common-sense will tell you why.

"Because:—Reliable Flashlight Battery prices were reduced in price **first,** causing all others to follow. They are completely made in Canada—You pay no duty.

"Because:—Reliable Batteries and Flashlights are of highest quality, carefully manufactured according to best standards—highly satisfactory to customers.

"Because:—Reliable Battery and Flashlight quality is made known to thousands of Canadian customers through extensive magazine, farm journal, newspaper and motor magazine advertising.

"Because:—Reliable Batteries and Flashlights give you more profit than most competing lines."

One trial of reliable Batteries and Flashlights is sufficient to satisfy a customer for all time. Use them yourself and you will be enthusiastic in your recommendation.

## HAVE A COMPLETE STOCK ALWAYS!

Reliable ignition, regular and telephone batteries are in demand the year round.

The handsome metal Reliable Flashlight cases enamelled in colors sell on sight.

Your jobber can supply you with fresh stock and good selling helps.




THE DOMINION BATTERY CO. LIMITED
736 DUNDAS STREET EAST
TORONTO CANADA



# NATIONAL

## 805-806
## Garage Sets



## Consistency

THE sales of automobiles are outstripping production. It means garages and sales of garage fittings. Be prepared. Stock National Garage Sets.

The price on this new set is such that it really makes the cheapest combination possible with which to equip garage doors efficiently.

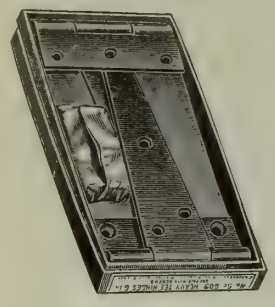
Furnished, regularly, with six-foot, braced rail for eight-foot opening. When used on larger doors, width of opening should be given when ordering.

Set No. 805 includes: No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4-inch Jap. No. 505 T. P. Butts; 1 only No. 820 Chain Bolt; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. All necessary bolts and screws.

No. 806 set includes the same, except that No. 27 Latch is used instead of No. 29.

Both sets furnished in Japan finish.

## National Manufacturing Company
**STERLING, ILLINOIS**



No. SC. 609

# Everybody Likes Strap and Tee Hinges

***Packed One Pair in a Box with Screws***

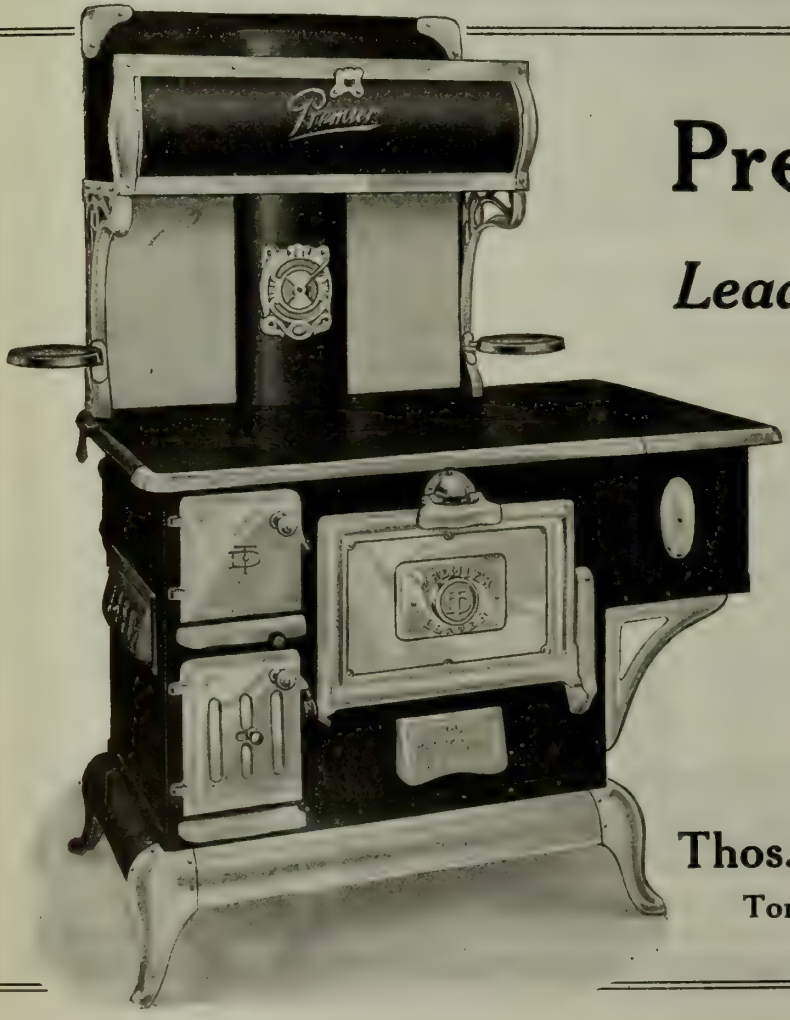


No. SC. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.
Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.
Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.
Naturally this time and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.
In ordering, prefix the letters SC. to the class number to distinguish from the line of hinges in bulk.

## CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA




# Premier Leader

## *Leader in Sales*
## *Premier in Stoves*

This is the famous range that adds beauty to its high efficiency; it is very beautifully trimmed in nickel, with white, tiled back. It is made up of a polished steel body protected by sheet asbestos; heavy cast iron top with centre and covers ribbed; hand riveted with cone-head rivets; a braced oven and rust-proof, back smoke flue. This "winner" can be supplied with steel high closet, or Persian closet with mirrors, for all sizes. It sells on sight.

**The**
**Thos. Davidson Mfg. Co., Limited**
**Toronto Montreal Winnipeg**

# MONEY

## *Given Up as Lost--*

## *Would You Like to Get It?*

"Yours of 12th to hand enclosing $11.00 from ..... I considered this dead, but your collection letters did the work."

—*Extract from Letter*

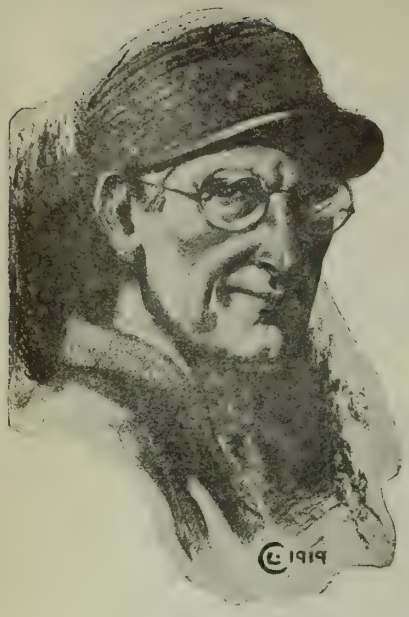
# The Ontario Retail Hardware Association

*Offers Members---*

*An Efficient Collection System*
*A Useful Price-Book Service*
*A Sales Exchange for Slow Stock*
*Supplies of Lien Notes and Other Useful Blank Forms*

Membership in the Retail Hardware Association offers all these services for its members. Annually a convention of hardware men is held at which the interests of the trade are discussed and valuable ideas exchanged. Members say that the useful information acquired at the Annual Convention is greater than could be obtained by visiting hundreds of retail stores.

**W. F. Macpherson, Secretary**
**Prescott, Ontario**




# HACK SAWS AND GUMPTION

Every box of Starrett Hack Saws has everything in it that means economical work, except common sense or gumption. It's up to the man who uses the blades to supply that.

If he'll follow the Starrett Hack Saw Chart he's sure to use the right blade for each material—and that's a big step in the right direction. But to get everything out of a Starrett Blade that we put into it, he's got to use common sense.

Hack Saws won't cut economically without pressure or weight. They won't keep on cutting economically unless the weight is increased as the saw becomes dull. A blade won't keep its temper without the use of plenty of lubricant to cool it and it won't do its best if the work is cornered wrongly in the vise. But any Starrett Hack Saw, used according to the recommendation of the Starrett Hack Saw Chart, plus the common sense that every good machinist has, will prove what most users say of Starrett blades—"They cut quicker and last longer." Ask for Catalog No. 21 "MA" sent free.

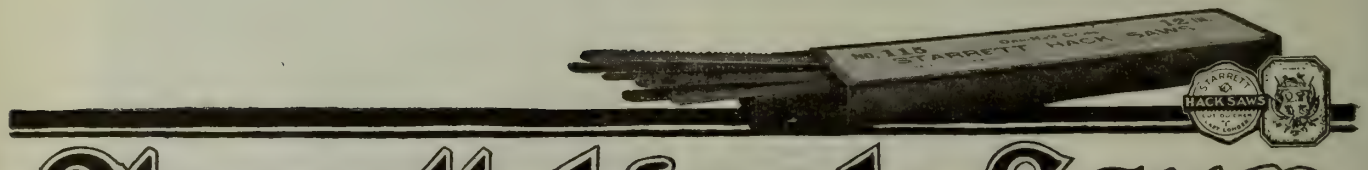
## THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO

42-991




# Starrett Hack Saws

By Product Coke

Hamilton Pig Iron

Open Hearth Steel Billets

Steel and Iron Bars

Open Hearth Steel Sheets

Quality

Drop Forgings

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

Railway Fastenings

Service

Wrought Pipe

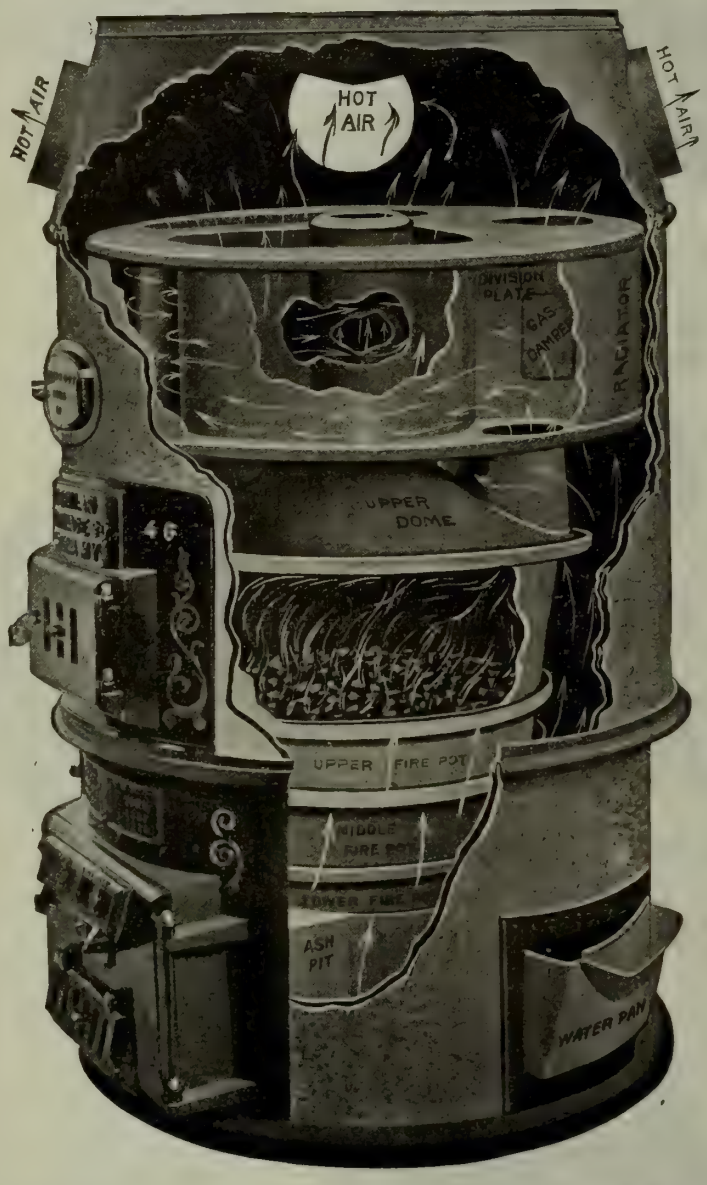
Pole Line Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

# GURNEY-OXFORD WARM AIR FURNACES




*Mr. Dealer—*

We have illustrated here the famous *Gurney-Oxford* warm air furnace. The prospective purchaser of a heating system will look especially for two things, *Comfort* and *Economy* of fuel. In building this furnace these features have been kept in view at all times. Note the *one-way* fire travel. All gases and smoke completely circle the radiator and the greatest possible amount of heat is taken off before the gases and smoke go up the chimney.

The combustion chamber is made of steel and cast iron and so proportioned as to present a large and very effective radiating surface to the air to be heated.

Write for our furnace catalogue or for any information.

THE OUTWARD SIGN GURNEY-OXFORD OF INWARD QUALITY

## The Gurney Foundry Co., Limited

**TORONTO - ONTARIO**

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney North-West Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver

# WILT

## PERFORMANCE COUNTS

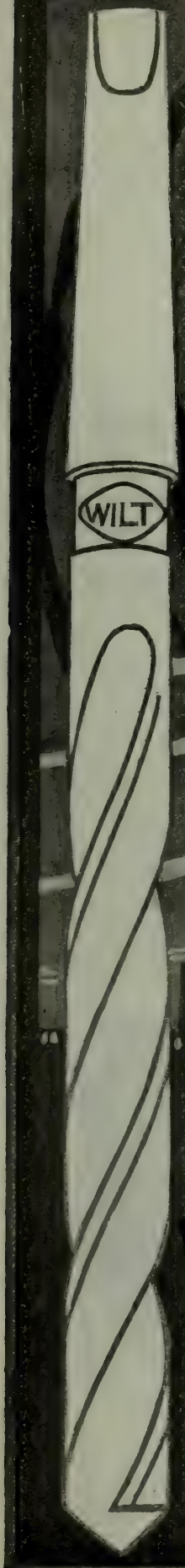
You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

**WILT High Speed and Carbon Twist Drills, Reamers, and Milling Cutters** have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always,** our policy **of the best in materials and workmanship,** and our system of **minute and careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

## HIGH SPEED AND CARBON TWIST DRILLS






## WILT TWIST DRILL CO. OF CANADA, LIMITED

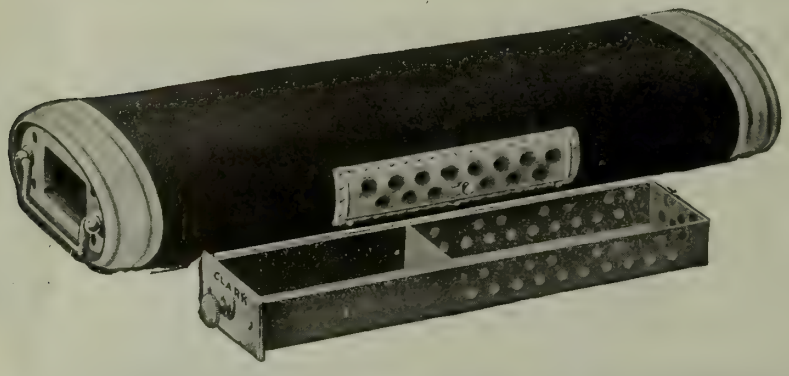
Walkerville, Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

*"Where there's a WILT, there's the Way."*

## *Every Car at Your Door a Prospect*

# Clark Indestructible Steel Heaters




### *The Duchess No. 8XX*

The Duchess is the handsomest heater made. Covered in rich velvet plush in blue, green or maroon shades, it has a luxurious appearance that, together with its remarkable efficiency, makes it astonishingly popular. It is a general favorite for handsomely appointed limousines and other closed cars. There are several other models—all big heat givers and very reasonable in price.



### *Carbon That Heats All Day*

Clark Carbon is compressed in bricks. This means more heat units in less volume.

When a brick of Clark Carbon is heated in a fire or flame it produces its maximum heat at once and maintains a satisfying, comforting volume all day. Every owner of a Clark Heater is, of course, a purchaser of Clark Carbon. In this way a very profitable system of secondary sales is built up.




### *Are You Ready for the Winter's Demand?*

**Order at once from your jobber.—He has them.**

Every doctor, automobile owner, rural mail carrier, milk driver or delivery man in your locality is a prospect—and a good prospect for Clark Heaters.

Have you ever driven any length of time on a severely cold morning? No chance to put the blood in circulation; the feet numb, and numbness creeping over the body. The appeal is irresistible to those who daily suffer from cold.

You have only to demonstrate it when they stop at your door on a cold day.

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue** **Chicago, Illinois**




GOOD workmanship and low prices count for little when the building owner finds his sheet metal work pitted, pinholed, worthless, within a few months from the time it is installed.

Your alibis ring hollow, and it's hard, almost impossible, to get his next job. He passes the word along, too. That's why Toncan Metal will prove

# A Business Builder for You

Toncan Metal is dense, homogeneous sheet metal. Every part of the sheet is as good as every other part and all of it is just as nearly pure iron as is practicable for general use.

Toncan Metal forms well and holds a tight grip on galvanizing.

There are few builders who will not prefer Toncan Metal when they understand that it will outlast ordinary sheet metal two and three to one. Its durability is a business and reputation builder for you. It will pay you to recommend and use it for Roofing, Siding, Tanks, Flashing, Gutters, Ridge Roll, Conductor Pipe, Culvert Pipe, Refrigeration and every severe sheet metal service.




**Canadian Distributors**

## THE PEDLAR PEOPLE, LTD., OSHAWA, ONT.

***Branch Offices at Montreal, Ottawa, Toronto, Winnipeg, Vancouver***

**The Stark Rolling Mill Co., Canton, Ohio, Sole Makers**

**We have two valuable books, either or both of which will be sent gladly on request.**

**No. 1 is a sheet metal hand-book containing much valuable data. No. 2 is the story of sheet metal told in a very interesting and readable way. Check, fill out and mail coupon below.**

N. 1. Corrosion—The Cause—The Effect—The Remedy.

No. 2. The Sheet Metal Primer.

Name .....

Address .....



# Kiddie-Kar
## Advertising

### *The Trailer*

Don't miss this extra money. The trailer attaches to Kiddie-Kars. When you sell a Kiddie-Kar sell a Trailer for it at once. The sale of a Kiddie-Kar sells a trailer every time. Coach your staff of salesmen.

## During the three months before Christmas will reach more than half of your Customers in 3,000,000 homes

### *Striking Display Cards*

And other selling helps are furnished dealers to make still greater sales of Kiddie-Kars. Cut-outs, display cards, literature and advertising cuts are all yours for the asking. Kiddie-Kar is being "sold" to your customers all the time during the three months before Christmas. All your customers will have Kiddie-Kar impressed on them in colored full pages—the most compelling form of advertising. The profit margin is large; Kiddie-Kar needs no demonstration; it is widely known by name—four sizes.



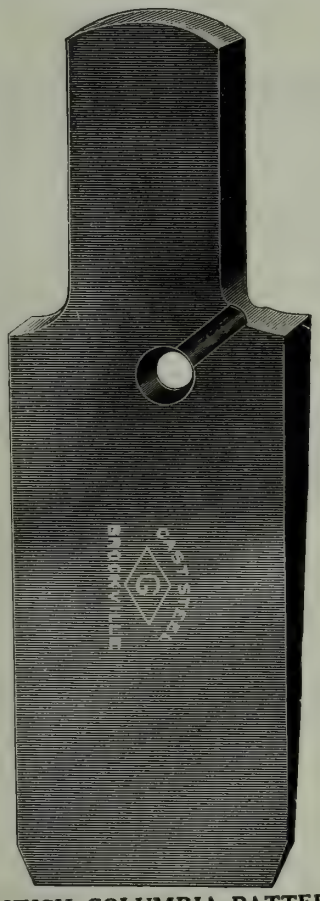
**Kiddie-Kar is the Largest Selling Child's Vehicle in the World. : : :**

# Canadian K-K Company, Limited
## Elora, Ont., Canada

CANADA
# FOUNDRIES & FORGINGS
LIMITED

## As necessary as pork and beans in the logging camp

## Diamond G Saw Wedges




BRITISH COLUMBIA PATTERN



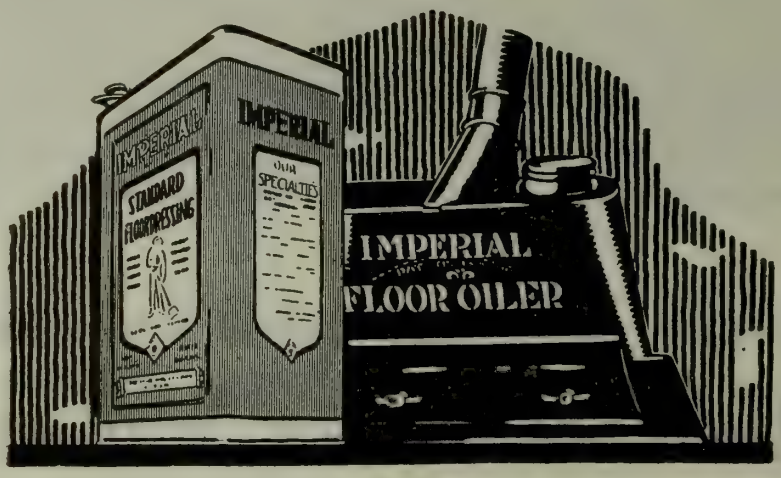

ONTARIO PATTERN

*Offering Immediate Shipment For Depleted Stocks.*

*Produced at*

## James Smart Plant

Brockville, Canada




# Keeps Your Store Free of Dust

HOUSEWIVES, all customers, in fact, buy from those dealers who have the brightest stores.

If you believe in clean hands and shining windows, you will want to keep your goods free from dust—you can, by using—

## STANDARD Floor Dressing

the non-evaporating, sanitary wood preservative which cleans the surface of wood, linoleum and oil cloth, and prevents dust from rising. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

Merchants, public buildings, office buildings, churches and apartment houses should use Imperial Standard Floor Dressing. Display a few cans on your shelf and draw the attention of your customers to its good results on your floors.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

## IMPERIAL OIL LIMITED

**BRANCHES IN ALL CITIES**

# ARMCO IRON



## Window frames and other galvanized metal building products

When you build, **build for permanence.** Use Armco Iron for all galvanized parts—roofing, coping, cornices, gutters, pent-houses, skylights, water-tanks, ventilators, conductor pipes, window frames and sashes. Armco Iron (galvanized) has been employed extensively in various building operations which have recently been started or completed. For instance, all window frames in the Merchants' National Bank Building, St. Louis, are made of Armco Iron.

Because of its purity, evenness, and freedom from imprisoned gases, Armco (American Ingot) Iron takes and holds a purer and more lasting galvanizing coat than any other metal. So securely is the galvanizing fused with the base metal (Armco Iron), that it will not crack, scale, or peel off. Leading architects specify Armco Iron, builders use it, sheet-metal workers endorse it, and property owners and investors sanction it for every kind of building, new or altered—residential, industrial, school, church, public or office.

Look for the Blue Triangle when purchasing Armco Iron Sheets.

The trademark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merits claimed for it.

***Armco Iron Distributors at all Leading Points***

THE AMERICAN ROLLING MILL COMPANY,
Middletown, Ohio.
TORONTO, CANADA

# ARMCO IRON RESISTS RUST

# Is Your Washing Machine Department a "LIVE" One?



Never before has Milady's wardrobe contained so many dainty, fluffy things which cannot be entrusted to the mercies of the local laundry.

Efficient Domestic Help is at a premium—and yet these "dainty things" **must** be laundered.

There is but one way to solve the problem—a washing machine in the home.

You can help the women of your locality to solve the problem forever—at the same time netting profits and good will for yourself.

Stock the "1900" Cataract Washer. Then display it—talk about it—train your clerks to talk about it.

Keep your Washing Machine Department not merely "alive," but booming and you will be amazed at the increase in your profits.

**1900 CATARACT Electric Washer**

Through our extensive advertising campaigns—every woman knows that the "1900" Washer means ideal quality and efficiency. Our line is complete—Electric Motor, Engine Power, Water Power and Hand Washers are included.

A liberal profit is allowed on all "1900" models—and it is a wonderful satisfaction to know that you are selling "the best on the market"—the washer the women demand.

**Write to-day for catalogue and further information.**

## Nineteen Hundred Washer Co.

**357 Yonge Street, Toronto**

***Our Objective--An efficient representative in every centre.***

# "YANKEE" TOOLS

*Save Time At Every Turn*

## RATCHET DRIVER

**Nos. 10 and 11**

***Made in 8 lengths from 2 to 12 inch blades***



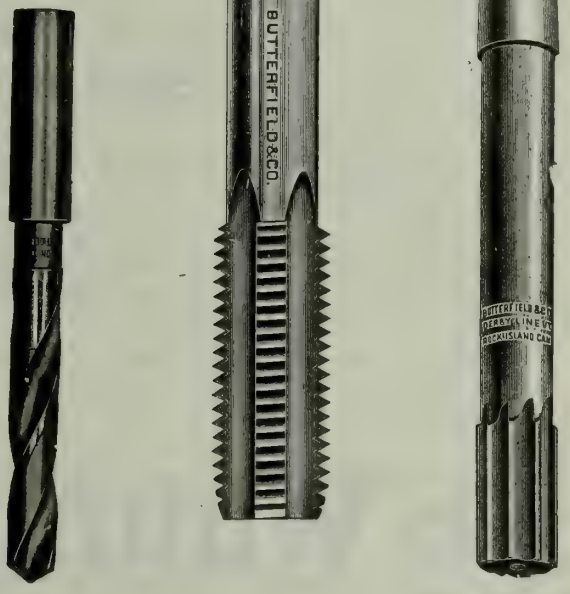

**Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.**

**Your Jobber Can Supply You**

## NORTH BROS. MFG. CO.

**PHILADELPHIA, PA.**






# Butterfield

## "Toolmakers to the Canadian Mechanic"

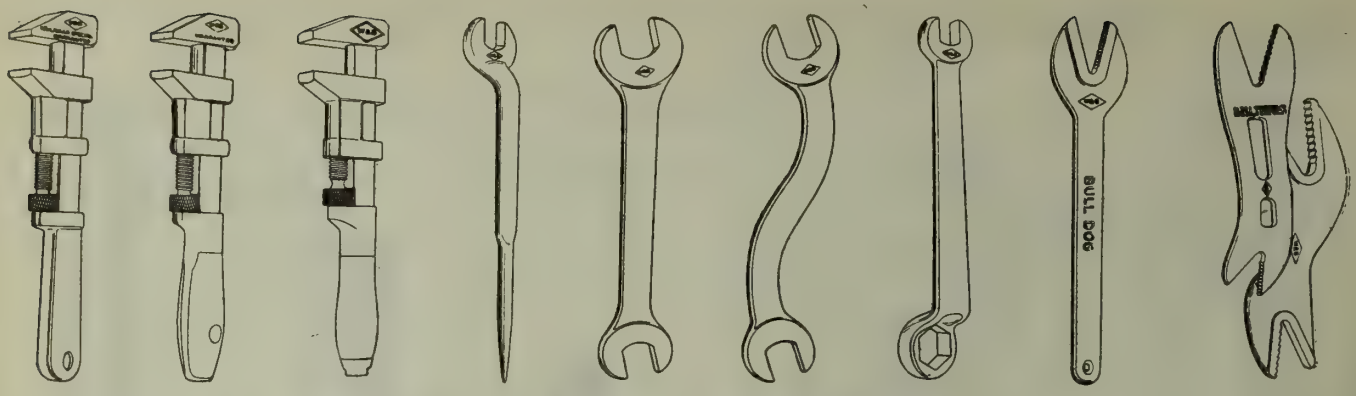
Butterfield tools are a standard of the shops. Machinists everywhere know them, prefer them, depend on them. Experience has taught the accuracy, reliability and speed attainable with Butterfield products.

While the mechanic is convinced of the value and benefit of Butterfield tools in his work, the executives are no less so. These rapid, accurate tools are a direct stimulant to production. The influence of increased production on the prosperity of your community is directly reflected in your business.

Butterfield for increased, profitable, permanent business.

## Butterfield & Co., Inc.

**Rock Island, Quebec**



# Sell the Full Line

It always pays to have the one right tool for the particular need of your customer. You wouldn't think of offering a monkey wrench to a structural iron worker, or a construction wrench to the garage man. He knows what he wants, and he knows he can find it in the "W & B" line.

You'll find every requirement of machinist, engineer, structural worker, farmer, automobilist and household customer well taken care of in the "W & B" line. For 66 years every "W & B" tool has been made to the standard:—

***"Make it better than anyone else can make it, put your name on it, and stand by it"***

**The Whitman & Barnes Mfg. Co.**
**Office and Factory: St. Catharines**
**European Office: 139 Queen Victoria Street, London, E.C.**

W&B TRADE MARK

**Established 66 Years**

# Whitman & Barnes

**TWIST DRILLS — REAMERS — WRENCHES — HAMMERS**

# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.

**55-71 Amory Street**
**Roxbury, Mass.**
**U.S.A.**



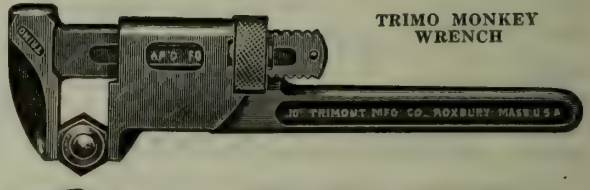

TRIMO PIPE WRENCH
WOOD HANDLE



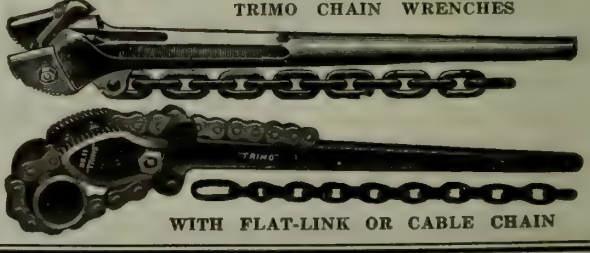

TRIMO PIPE WRENCH
STEEL HANDLE




TRIMO PIPE CUTTER

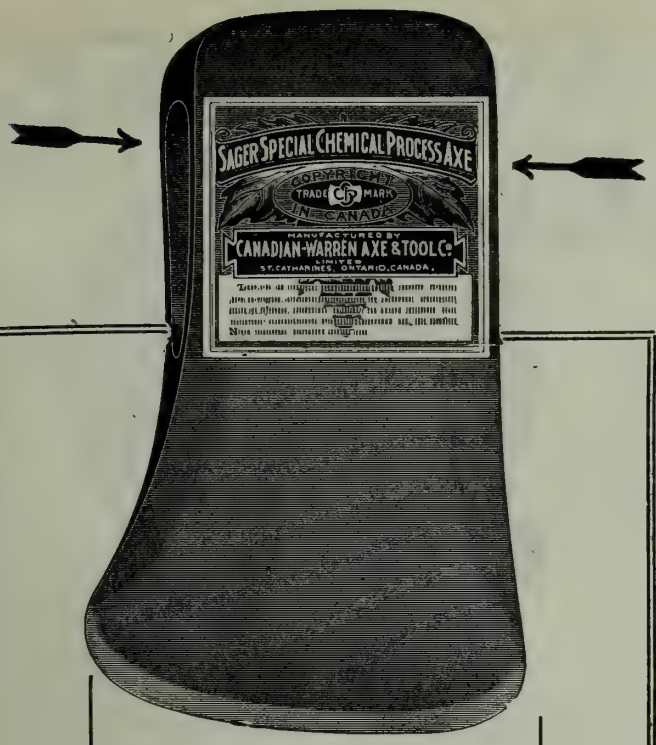



TRIMO MONKEY
WRENCH




TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

# Files with a Reputation that promotes Sales

It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by




PORT HOPE
ONTARIO



# Williams' "Agrippa" Turning-Tool Holders Set Screw Pattern

TO provide increased and abundant variety of selection in Williams' "Agrippa" line of Tool Holders, we offer this Set Screw pattern of Turning-tools primarily for those who use Cutters made of steel which has been hammered or rolled with greater variation in size than is common to usual mill practice. But for the majority of users who purchase Cutters of accurate size, we recommend the original "Agrippa" Turning-tool of Cam Pattern as being stronger, more reliable and more generally satisfactory than any other method of Cutter-fastening. Both patterns are illustrated above.

The Screws, made of a fine grade of Alloy Steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong and give the maximum efficiency obtainable from this extra type of Cutter-fastening.

Right and Left Hand Offset and Straight Shanks in stock at same prices as Cam Pattern of corresponding size.

Our Machinists' Tools Booklet will be sent on request.

## J. H. Williams & Co.

**30 Richards St. Brooklyn, New York**

**THE A. G. LOW CO., LIMITED**
**30 Pacific Ave., Saskatoon, Sask.**
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

# VOL-PEEK

# 15 Cents




## 60% Profit in this Line

**Vol-Peek** makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.
**Vol-Peek** appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.
Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

**At your jobbers or direct.**

**H. NAGLE & CO., Box 2024, MONTREAL**
**(Owning and operating Vol-Peek Mfg. Co.) Canada**




## More Profitable Lines for the Hardware Dealer




Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



## The Parmenter & Bulloch Co.

**LIMITED**
**Gananoque, Ontario**

*A Superior*

# Morrison

*Product*




like this J.M.T. Improved Injector means more sales, more profit and better satisfaction to your customers. This excellent Injector gives satisfactory service under greatly increased varying conditions; forty pounds more field is a decided advantage. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from ⅜ inch to 2 inch.

In the mechanical fields—among Engineers, Designers, Shop Executives and Mechanics—Morrison Products are thought of as a fixed standard. They are specified on practically all drawings.

**It pays to sell Morrison Products.**

**The James Morrison Brass Mfg. Co.,**
**Limited**
**93-97 Adelaide St. West, Toronto, Ontario**



## Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

# Are You Featuring These Eddy Sellers?




## EDDY'S
## Silent Five

*SILENT STRIKING NON-POISONOUS NO AFTERGLOW*

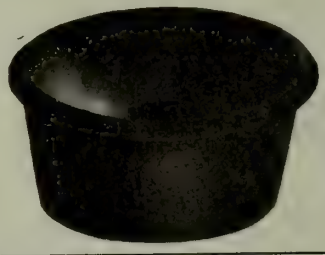
Sixty years ago Eddy's were recognized as the standard in Canadian-made Matches.

All the skill and experience of three-score years in match-making combine to make Eddy's Silent Five the most satisfactory household match. It always repeats.

## EDDY'S
## Indurated Fibreware



Washtubs, Washboards, Milk Pails, Butter Tubs, Household Pails, etc. Light, durable household utensils that every woman will appreciate. Made under the same standards of production as the famous EDDY MATCHES.



**Eddy Consumer Publicity helps you sell Eddy Products.**

**The E. B. Eddy Co., Limited** **Hull, Canada**



# 5 YEAR SOUVENIR

### *The Guaranteed Steel Range*

The five-year Souvenir combines all the best known features of the stove maker's art and sells readily on its appearance alone.

The stoves themselves are hard to improve on and you can dispose of them quickly without the slightest fear of a come-back.

The five-year Souvenir is the only range made with the fireback guaranteed for five years.

Reversible front oven flue not contained in any other range. The most economical range on fuel. Has duplex grates, large, roomy fire box, linings corrugated to add life to fire box and heating surface to oven. Plain nickel dress, easy to keep clean. Medium in price.

These many features make these ranges profitable, serviceable and absolutely satisfactory.

**Write us for prices and particulars.**

**THE HAMILTON STOVE & HEATER CO., LIMITED**
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER. WINNIPEG. MONTREAL.

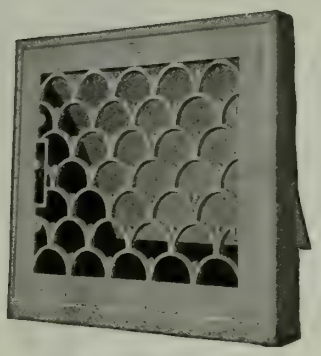
"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Registers **TUTTLE & BAILEY MFG. CO.** Registers

## We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 100
Baseboard Register

Cast Iron, Semi-Steel and all Steel.

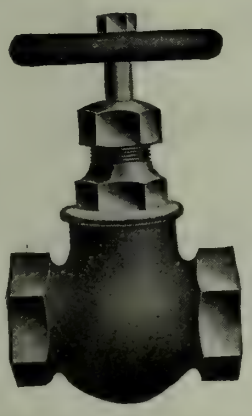
REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

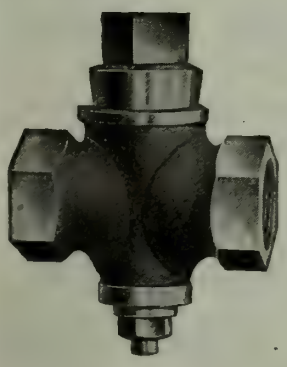
In all sizes, designs and finishes.

**IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.**

## TUTTLE & BAILEY MFG. CO. OF CANADA

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.





FIVE WORKS---OVER 3,000 EMPLOYEES

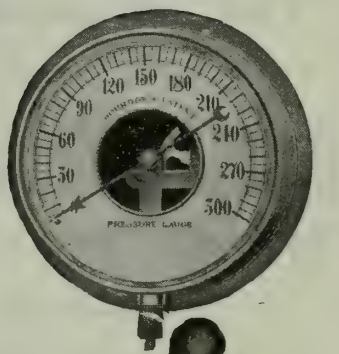
## UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





## "UBEL" POST-WAR SERVICE

**If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.**

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

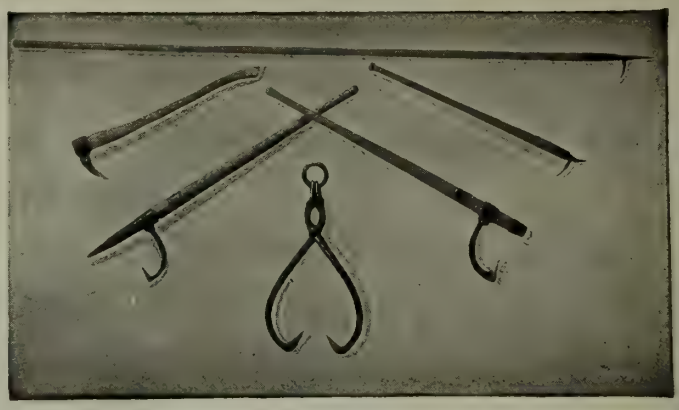
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario



# North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

*Eastern Canada Representatives for--*

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

# VARNISH

We have over 1,000 gallons of Wm. Harland & Sons Special Interior Varnish which we are offering to-day at a figure which cannot be duplicated.

| | Per gal. |
|---|---|
| Case Lots of 12 gals..... | $2.25 |
| Odd gallons ..... | 2.50 |

This offer is made subject to prior sale.

**The Ontario Plate Glass Limited**

*(Successors to Leeks & Potts, Ltd.*

112 King St., W.

HAMILTON, ONTARIO

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

**Satisfaction to Gentlemen**




**Only One Quality Made. Fully Warranted**

**Beautifully etched and finished. The most favored of our Razors. Perfect concaved and set ready for use.**

TRY THE RAZORS AND BE CONVINCED.

**GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.**

Canada Office : 140 McGill Street, Montreal

MADE IN CANADA

**Blacksmiths' Boiler Makers' Machinists'**

AND

**Pipe Fitters' Tools**

Write for Catalogue

**A. B. Jardine & Co.**

LIMITED

HESPELER, ONT.

**Manufacturers**

OF

# WIRE

HEADQUARTERS FOR

**WIRE BALE TIES**

Largest Capacity and Stock in Canada

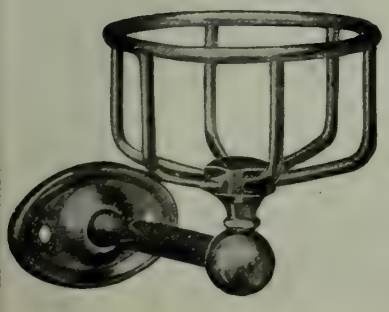
*PROMPT SHIPMENT*

**LAIDLAW BALE TIE COMPANY, Limited**

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**

Duchess and Ontario Streets, Toronto, Ontario

# DOOR KNOBS
## CHINA and GLASS

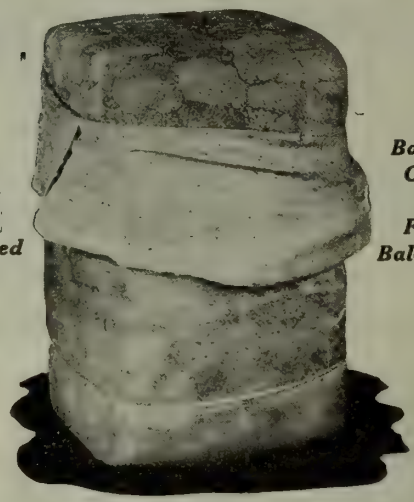
With Special Canadian
Brass Mountings



Canadian
Drawer Knobs

## JAMES CARTLAND & SON
LIMITED
BIRMINGHAM
ENGLAND
*Canadian Representative:*
GEO. H. SMITH, 118 Stair Building, TORONTO

# SPONGES
*(British and West Indian)*



*Highest Quality, Unbleached*

*Bahama Cuban and Florida Bale Goods*

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

## Evans & Co., Limited
(Importers and Exporters)
Coristine Building :: Montreal, Que

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



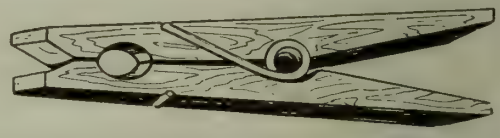
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

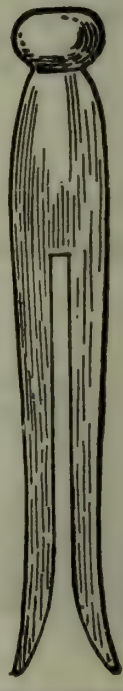
## The R. McDougall Co.
LIMITED
GALT, CANADA

## The Megantic Broom Mfg. Co., Ltd.
*Manufacturers of Brooms and Clothes Pins*





Lake Megantic, Que.



Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

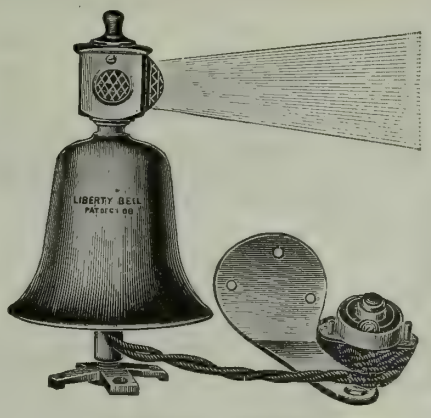
Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**

ST. THOMAS . - ONTARIO






**The Signal of Distinction**

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

## WARNS BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

### GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

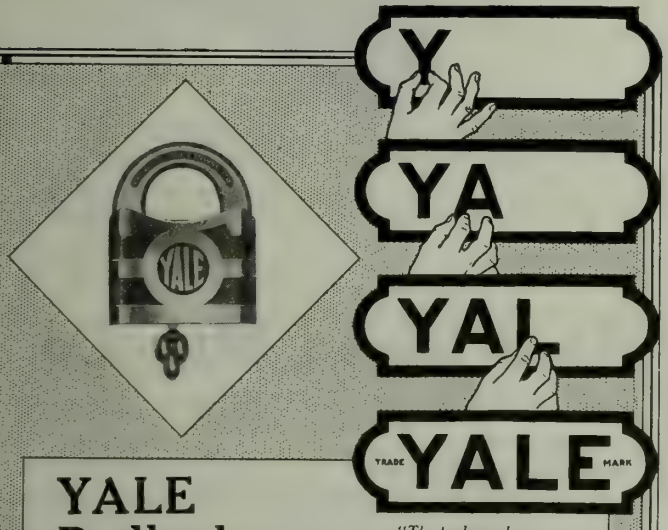
### A POLITE SIGNAL

***We have an attractive proposition for you. Write for prices.***

**THE BUNYAN MFG. CO.**

9805 MADISON AVE. - CLEVELAND, OHIO






## YALE Padlocks—

*"The trade-mark Yale helps make the sale."*

YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

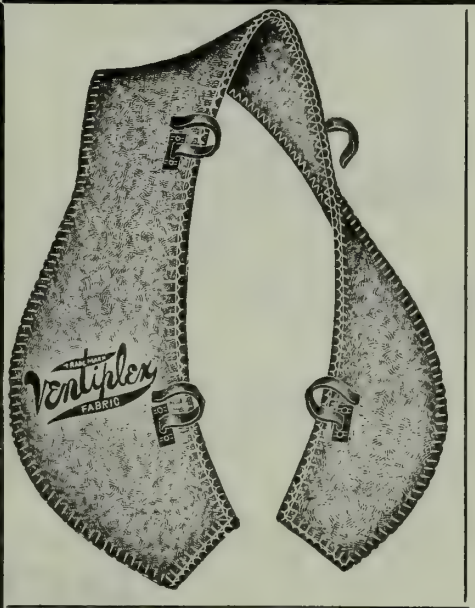
Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

*Made at St. Catharines, Ont.*

**Canadian Yale & Towne Ltd.**






# VENTIPLEX

## Collar Pads Which Give Service and Satisfaction

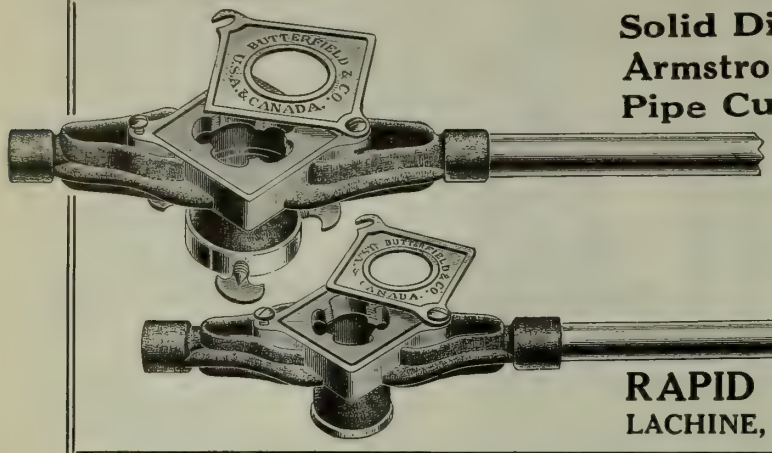
When you sell Ventiplex you have made two things, first—a satisfied customer and second—profit.

Ventiplex Collar Pads are a compound of India fibre, soft wool and hair, which gives them a thoroughly absorbent and springy nature. Ventiplex are both Sanitary and Hygienic, as they can be washed and kept perfectly clean at all times.

Do the right thing with your customers. Sell them Ventiplex whenever they call for collar pads.

**BURLINGTON-WINDSOR BLANKET CO.**

TORONTO - CANADA




**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

## RAPID TOOL & MACHINE CO., LTD.

LACHINE, QUE. Branch: IBERVILLE, QUE.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**

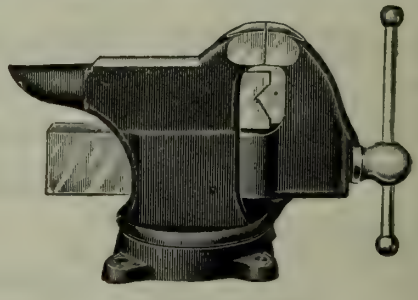



DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

## Geo. W. Reed & Co., Limited

**37 St. Antoine Street, Montreal**

# ROCK ISLAND
## VISES *A Type and Size for Every Service*



**No. 241—Autovise**

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

**Factory and Office:**

## Rock Island Mfg. Co.

**Rock Island, Ill., U.S.A.**

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



# MENDETS
*A PATENT PATCH*

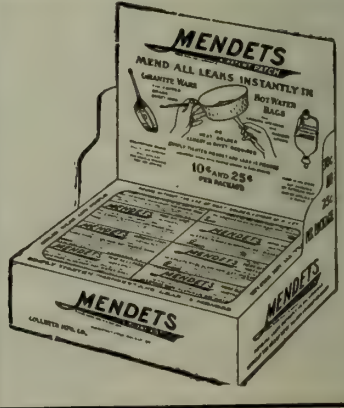
Millions of Boxes Sold

They Sell Themselves

## Collette Mfg. Company

**Collingwood, Ont.**

***Your jobber has them***



# Satinette

## Furniture Polish—Finishes with a Hard, Dry Lustre




Satinette polish sells to every automobile owner. After its use on a surface no dust adheres, making it particularly desirable for use on motor car bodies. This popular polish finishes with a hard, dry lustre, accentuating the grain and color of wood, and enhancing the beauty of furniture.

### Satinette Wall Paper and Kalsomine Cleaner

Cleans wallpaper, kalsomine, plaster, and window shades. A pleasing feature is the agreeable satin-like finish that it leaves. Packed in ideal air-tight containers Satinette never dries out or goes musty. It is well-liked, profitable to sell and the demand grows wonderfully.

**Satinette Products Manufacturing Co.**
Toronto, Canada



# ARROWHEAD SAWS

## *Vanadium Steel*

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

# You Will Sell More Waffle Irons

## If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

| | |
|---|---|
| Mop Sticks | Door Pulls and Latches |
| Meat Broilers | Coat and Harness Hooks |
| Lamp Brackets | Hammers and Hatchets |
| Quilt Frame Clamps | Cast Pliers |
| Mincing Knives | Saw Vises |
| Pulleys of all kinds | Screen Door Hinges |
| Stove Pipe Dampers | Lifters and Pokers |

And a general line of fireplace fixtures.

**Stover Mfg. & Eng. Co.**
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
.....
Name .....
Business .....
Address .....




## "TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

*Its long life proves its efficiency.*

**Tallman Brass & Metal Limited**
HAMILTON, ONT.

## This all-steel house or office safe is a winner for sales!



MANY Hardwaremen are making substantial additions to their profits by acting as our agents and taking orders for our entire line of steel equipment.

The safe shown is one of our newest products and is selling BIG. Built of high-grade furniture steel in double wall construction, lined with asbestos. Yale locks on door and drawer Ideal for home or office.

**DENNISTEEL**
*Made in Canada*

products are well known as Canada's leading line and have an established reputation. We make a wide range of—

**Steel Cabinets Steel Lockers Steel Bins Steel Shelving**
**Steel Chairs and Stools, etc. Steel Lavatory Partitions**

**ALSO**

**Ornamental Iron and Wirework**
**Commercial Wirework of all kinds**
**General Builders' Ironwork**

**WRITE FOR FOLDERS**

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

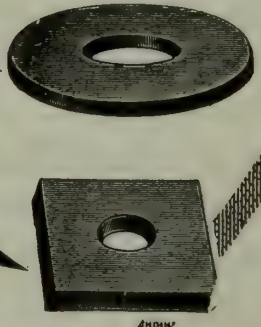
and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

**Walter Woods & Co.**
**Hamilton and Winnipeg**

## Wrought and Steel Plate WASHERS

*of all descriptions*



**Round & Square**
**Plain or**
**Galvanized**

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

*Prompt Shipment*

**Wrought Washer Mfg. Company**
**Milwaukee, Wis.**

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

# UNIMECO WROUGHT WASHERS



We manufacture a wide range of **wrought washers of every** description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
**LIMITED**
**1951 DUNDAS ST. W.**
**TORONTO CANADA**

*FISHING TACKLE*

TRADE MARK "MORRISCA"

## This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

*Our new General Catalogue is now in preparation. May we put your name on our register?*

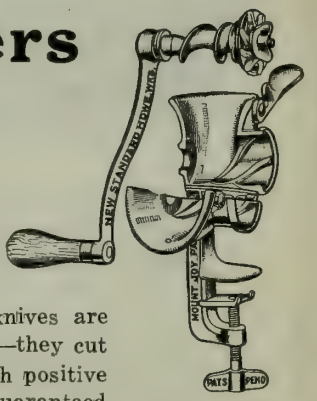
**Morris, Carswell & Co., Ltd.**

*Craftsmen in Silkworm Gut*

**118 Howard Street, Glasgow**
**Scotland** :: (Wholesale only)

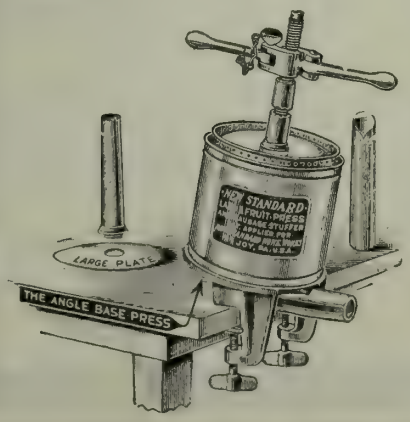
*And at Murcia, Spain* *Established 1855*

# Food Choppers and Presses




DOUBLE TINNED

New Standard Food Choppers have two particular features that make instant appeal to housewives. They open wide making them easy to clean, and their cone shaped feeders prevent tearing and squeezing. The food is fed to the knives at a regulated speed, the knives are sheer cutting, self-sharpening and non-clogging—they cut the food as fast as it's fed to them. Fitted with positive clamp that holds firm, is double tinned and guaranteed rust proof, and is made in sizes 1, 1½, 2, 3, and 4, with stuffers for size 3.




New Standard Fruit and Lard Presses are made in 2-quart and 4-quart sizes, have very few parts, are easily cleaned, and sell at about half the price of others of equal quality. We would appreciate your order for samples.

**MEHASCO**

**Merchants Hardware Specialties, Limited**
**CALGARY**

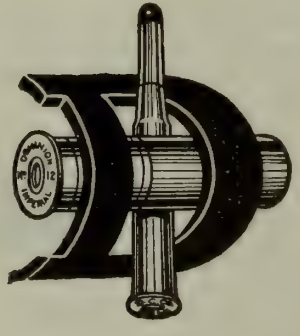


# "Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

# Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



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Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

**Order from your jobber to-day.**

## Dominion Cartridge Co., Ltd.

**Montreal, Canada**

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, OCTOBER 25, 1919 No. 43

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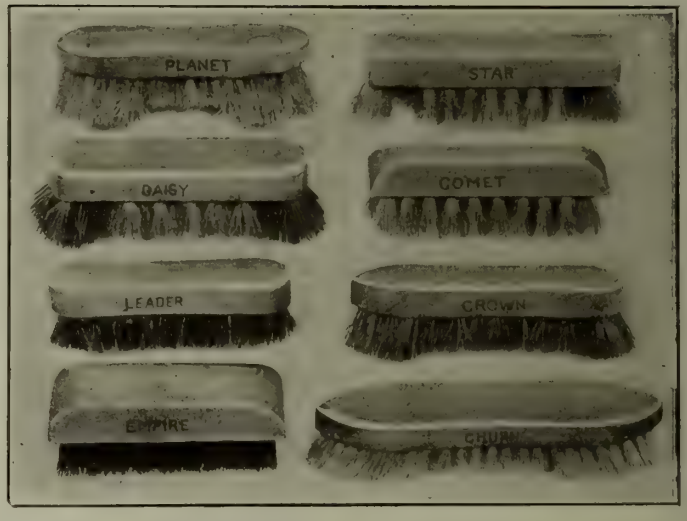
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, OCTOBED 25, 1919 ,No. 43

# Sees Big Future in Electrical Goods

## A. J. Ross, of Wingham, Keeps Fixtures Displayed in Both Windows and Right Up at Front of Store—Labor-Saving Equipment in Steady Demand Among the Farmers—Window Displays Bring Splendid Results

Based on an interview by C. E. PARSONS, of Hardware and Metal, with A. J. Ross, of Wingham, Ont.

ELECTRICAL fixtures in both windows, electrical fixtures right up at the front of the store, and electrical goods displayed at vantage points all around on the counters.

This is the way A. J. Ross, hardware merchant at Wingham, Ont., is going after electrical business, and he is getting it.

"Electrical goods of all kinds have always moved well with us," said Mr. Ross to HARDWARE AND METAL. "Take batteries, for instance. Our sales in this line alone have steadily increased until now we are handling more than 1,000 every year. We sell them to the farmers for gasoline engines, for telephone and for electric bells, and we sell them to owners of automobiles."

### Keeps Them Displayed

Mr. Ross says that the best way he knows of increasing sales is to keep your stock out where people can see it. As may be seen from the illustration on the following page, he keeps a pyramid pile of batteries, nearly three feet high out on the counter, where everyone who comes in can see them.

"Very often they would forget they wanted a battery until they got home if they didn't see them on the counter," said Mr. Ross. "When they see the batteries they buy right there and save themselves another trip."

As stated above, Mr. Ross keeps electrical fixtures displayed in both windows and right up at the front of the store, where they are the first thing people see when they enter.

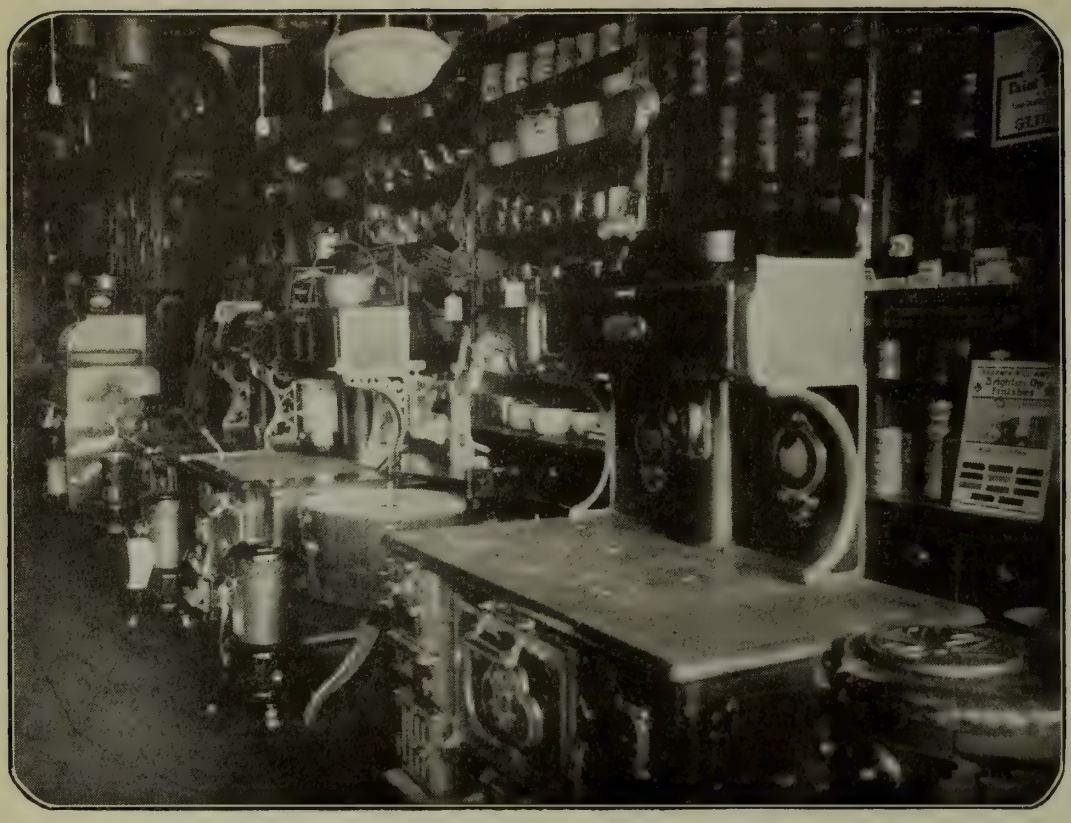
### Make a Fine Showing

"We keep our windows and the store lighted up every night until ten o'clock," said Mr. Ross. "The fixtures make a fine showing, and both the window displays and the store display bring the business. In my opinion there is a big future in the electrical trade. People want electrical equipment because it makes good. It does the work they want done and it does it quickly and at reasonable cost. The various devices are easy to operate and do not get out of order. We find that most electrical lines help sell themselves. Not only this, but they bring new customers to our store."

Last week in Wingham the ratepayers




*"Put 'pep' into your windows," says A. J. Ross of Wingham, Ont. "People like to see things and they always are interested in a window in which something is moving." In the window on the right both the electric washer and the sewing machine are constantly in action. The heater in the background is turned on and there is another just back of it on the counter throwing out heat. Just behind the washer is a battery to which is attached part of an electric bell. This taps on the glass and helps draw attention. Note the use of manufacturers' sales helps and the display of fixtures in both windows.*



*Seasonable lines are kept right up at the front in the Ross hardware. Stoves are big sellers from now on. In about six weeks Mr. Ross will have a display table filled with skates, hockey sticks and similar goods up where the stove in the right hand corner of the illustration stands.*

voted on a Hydro by-law and carried it by a big majority.

"We had a privately owned plant here before," said Mr. Ross. "Changing over to Hydro means that every home in town that had the old system in will have to be re-wired. I think we are the only people in town who can do the work, and we certainly are the only firm that has the stock from which people can select what they want."

### Enterprising Merchant

In addition to his usual stock of electrical lines, Mr. Ross, after having sized up public opinion pretty well, and making sure that Hydro was going to carry, got all ready for business by getting in a brand new stock of fixtures and connecting them up so that his display was in full swing when the voting on Hydro was on and after it carried. By means of his window displays, his store display and his newspaper advertising, everyone in Wingham district knew that Ross, the hardware merchant, could supply them with anything they wanted in electrical lines. Not another merchant in the town had anything to compare with the display that Mr. Ross arranged.

### Says It Pays Well

"It pays well," said Mr. Ross. "We get splendid results from our window and store displays, and also from the advertisements with which we back them up. We use the same position every week in the local papers. By doing that people know just where to look to see what we are offering. We know they read our ads. because they not only come in and ask for the things offered, but telephone in for miles around. In arranging our ads. we find it a good plan to use illustrations, and we always feature prices in plain figures. At certain seasons of the year when we want to make a drive on certain seasonable lines we often double or even treble our space."

### People Like Action

In discussing his window displays, Mr. Ross pointed out that people like lots of action in a window display. If there is something in the window moving they are interested at once, and stop to investigate. As will be seen from the illustration Mr. Ross has in one window an electric washer in action and a sewing machine, driven by a little electric motor for which he has the agency. The sewing machine keeps a red, white and blue ribbon going round and round the whole day long. Besides these, Mr. Ross has an electric bell at the bottom of the window attached to a dry cell. The hammer of the bell taps on the glass and this helps draw attention.

### Beats Mail-Order House

"We keep a mail-order catalogue right here," said Mr. Ross, "and if people come in and start talking about what they can get from the Toronto firm or any others, we show them just what we can do and show them also that when quality is concerned and service, the mail-order house is simply not in it with us. Take electrical fixtures, for instance. We can make a far better price on them than the mail-order firms. In addition, I tell prospective buyers that they can come into my store and see what they are getting. If they are dissatisfied at any time I am here to make it right, and they know that I mean what I say. I point out that we instal the fixtures and see that they are working perfectly, while the mail-order firm simply ships the goods and leaves the buyer to get them up as best he can. As far as mail-order business is concerned, we have no trouble at all in beating them, provided the buyer will give us a chance before he orders."

### Uses Show Cards

Mr. Ross says he gets excellent results from a liberal use of show cards. They are read, he says, by the public with interest, and help in emphasizing points he wants to bring to their attention. Show cards are used all the time, not only in the windows, but around the store, and new ones are constantly being written. The colors are not always the same. Some are green, some red, some black and some two colors.

Another stunt Mr. Ross does which brings results is to change every week or so the large electric advertising globe shown on the illustration of the counter display. One week it may feature glassware, another week stoves, another week paints. Mr. Ross tries to keep this little advertising stunt strictly seasonable. It takes only a few minutes, he says, to repaint the globe, and pays well for the work.

### Steadily Growing

"We are selling five times as much auto finish as we did a couple of years ago," said Mr. Ross. "We worked up this trade by keeping our stock on display, by advertising and by getting in touch with local car owners and with a local painter who makes a specialty of this work."

Mr. Ross was one of the hardware men who quit handling gasoline because he says there is not enough profit in it.

"If other merchants want to sell gasoline on such a small margin," he said, "they are welcome to the business."

### Stoves Sell Well

Mr. Ross is well satisfied with his trade in stoves. His sales run from 75 to 100 each year, and he finds it a steady business. From now on, as will be seen from the illustration, stoves are given a prominent place in the store as the most seasonable line. The stock is kept in A1 condition, the stoves being carefully cleaned and kept looking their best. This is an important matter, Mr. Ross says, not only in regard to stoves, but in regard to stock generally. The average customer does not like to buy goods that look as if it were neglected or had been in stock for a long time.

### Getting Business

Stoves are frequently sent twenty miles out into the country. "Very often," said Mr. Ross, "a farmer's wife will come in and ask about a stove. We have our stock out where she can look the stoves over carefully and investigate all she wants to. We try not to do too much talking, but as a rule we are kept busy answering the questions the woman wants to know, and also emphasizing this or that point about the stove, and telling her how it works, that it is economical on fuel and so on. We find that people who are buying stoves want a nice looker, and insist on a good finish, and many of them want stoves that will burn either wood or coal. Price is not the big consideration now. The buyer wants something that is going to look well and give good satisfaction. Generally the woman comes in first and gets all the information and then brings her husband along to get his views before closing the deal. We aim to give good service in our stove department, and all stoves sold are not only delivered, but are shut up and left in operation.

### Will Take Old Ones

"If a woman comes in and says she has an old stove and wants to know if we will take it on a deal for a new one, we tell her, certainly. We get many stoves in this way, and never have any trouble in turning them over. Very often we make as much out of selling the old stove as we did out of the new one. I think it is good business. We also get many repairs to look after."

In connection with his stove department Mr. Ross has arranged a special section on the second floor, where all second-hand stoves are kept on display. They are kept in good shape and looking nice also. Mr. Ross has installed an elevator at the rear of the store for convenience in handling both new and second-hand stoves. They can be brought down or taken up to the second floor without any of the heavy work of lifting in a few seconds.

### Summer Stoves, Too

Summer stoves are also a good line with Mr. Ross. His sales of these, he states, averages 35 to 40 every season. He gets this business by keeping them prominently displayed during the summer months, by advertising and by window displays.

In addition to the trade he is doing in electric washers, Mr. Ross sells every year about forty hand-power washers.

"We find it good business to run advertisements about our washers every three or four weeks," said Mr. Ross. "The washing machine business is a good one. People all over the country are wanting to get away from the drudg-



*These fixtures are right up at the front of the store. When they are turned on at night they make a splendid display. Note the pile of batteries in a pyramid on the second counter, also the display of bulbs and flashlights in the case in the foreground. Also note the "Strictly Cash" sign just behind the proprietor's head. The electric heater on the counter is kept going. Under the show cases in the foreground is a display of stains and small cans of paint for household use.*

ery of washing. In many places where they cannot get electricity, we sell washers that will connect up with a gasoline engine. I am looking for the washing machine trade to grow steadily. We find that every machine that is sold means sooner or later the sale of another. Customers who get them are so well pleased that they advertise our business for us. Women frequently come in and tell up they were over calling on Mrs. So and So, and she showed them the washer she had bought from us and they wanted to find out about one just like it."

**On Cash Basis**

As will be seen from the printed card just behind Mr. Ross' head in the picture, he conducts his business on a cash basis. Cards bearing the words: "Strictly Cash," are placed at various points in the store.

"It is the only way to do business," said Mr. Ross. "There are, of course, occasional instances in which it is advisable to grant a little time. In such cases we arrange for a time for settlement and keep to that. No 'carry' accounts for me. The small ones eat themselves up in no time, and generally speaking, such accounts mean a lot of time and trouble to collect, and are a lot of work to keep track of. The people of Wingham and the farmers in the district are prosperous. They can pay cash and there is no reason why we should not do a cash business."

**Tinware Moves Well**

Mr. Ross says he turns his stock of tinware six times a year. He keeps it neatly and attractively arranged in the store and frequently uses display tables. Window displays and advertising complete the combination that brings results in the shape of steady turnover.

As might be expected in a district where mixed farming is carried on, Mr. Ross finds a good sale for farming tools. Price, he says, does not count with the farmers. What they want is an article they can get results with and keep on getting results.

"It is funny how people will remember a store," said Mr. Ross. "Last summer I was out about fifteen miles in the country, and turned in to a farm where I saw a garden party was being held. While going around I met a man I did not know, and when I told him who I was he said: 'Well, now, I got the best fork at your store that I ever bought anywhere.' The chances are he told fifty or more of the farmers around his section at one time or another about that fork. I do not want any better advertising than I can get from a customer who is satisfied."

**Dollar Day Sale**

The merchants of Wingham hold an annual Dollar Day sale, and Mr. Ross says he has found that it produces good results. He takes an active part in the campaign that is put on.

Another method that he uses to increase his stove sales is to put on a demonstration. This year he will hold a 1-day demonstration on November 9, and is already preparing for it by special advertising.

Flashlight sales, he says, are growing steadily, and he attributes this to the fact that he has regular window displays and that they are constantly on view in the glass show case near the front of the store. Sales for this year will pass the 150 mark, he states.

**150 Pairs of Mitts**

From now on mitts will be in demand and in accordance with his policy, Mr. Ross keeps them out where they can be seen.

"People are demanding a better quality of mitts than they used to," he said. "They are willing to pay a good price for a good article. We sell about 150 pairs every season."

There are many car owners in and around Wingham, in fact, out in the country districts about fifty per cent. of the farmers now own autos.

"It makes a big difference to business," said Mr. Ross, "especially on Saturday nights. They come in here for miles around, and some nights the store is so crowded that it is hard for any more people to get in."

Mr. Ross says that the telephone is also a splendid medium for getting business. By means of it and his advertising, he reaches out into a rich area for ten or fifteen miles around Wingham. One thing he tries to insist on is prompt delivery of all phone orders. People, he says, appreciate this and come back again.

**Paint Sales Good**

The paint department in the Ross hardware store is located right up at the front on the right hand side as one enters. It is supplemented by another section for stains and small stuff right under the show cases at the front on the left, as shown in the illustration.

"We have had perhaps the best paint season in our history," said Mr. Ross. "The farmers in this section are good farmers. They realize the value of protecting their implements and buildings, and they buy paint liberally. I find that the women are buying more paint every season for various little jobs about the home. Every time anyone comes in for paint we always tell them about the brushes they need, and we find that they appreciate our advice. Our brush sales are increased in this way."

**Shows at Fair**

Mr. Ross has had displays at many of the annual fall fairs held in Wingham, and usually has a tent in which are exhibited stoves, washers and other lines. He says he gets in touch with a lot of prospects in this way and frequently closes sales right on the spot. Business, he says, has been excellent, and he is looking for it to be better than ever. The one trouble, he says, is often to get enough goods to sell.

# National Hardware Association Discusses Many Trade Problems

## Electrical Washers So Popular Manufacturers Are Now Six Months Behind With Their Orders—Situation in Regard to German Toys

MANY important matters in connection with the hardware trade were discussed at the annual convention of the National Hardware Association, and the American Hardware Manufacturers' Association, which closed at Atlantic City on Saturday.

Horace Disston, of the Disston Saw Works, Philadelphia, said that lower prices would appear impossible until labor and material conditions become stabilized.

"German toys were nothing but junk and are now off the American market, and will not reappear for some years," was the report of A. K. Trout, member of a toy firm in New York. "American toys are more practical, better made and now almost exclusively command the American markets. Cheap German labor may dump some toys on the market here, but the American public has become educated to the better grade of goods, and in the future can overcome any competition."

**No More German Cutlery**

"German cutlery controlled 75 per cent. of the American trade before the war," said Charles Frockwell, of Meriden, Conn. "It has disappeared and is not a factor, nor will it be for some time. Tariff protection will help hold the American market."

Electrical washers have become extremely popular with housewives and the result has been that the trade is six months behind in delivery, was the report of Raymond Marsh of Chicago.

**Want Cheaper Postage**

Reduction in letter postage from two cents to one cent was discussed. The subject was presented by George T. McInters, head of the National One Cent Postage Association of Cleveland, Ohio. He pointed out that to-day the cost of letter delivery was four-fifths of one cent and that with the increase in volume through reduction this fraction would be further reduced and bring a satisfactory profit to the postal administration.

**Lower Production**

In the convention of the American Hardware Manufacturers' Association, Charles W. Ashbury of Philadelphia, president, rapped labor. "Labor has fallen off to 40 per cent in efficiency and wages have increased 100 per cent. or more," he declared in his annual address.

"It seems to be the slogan of disaffected labor to do as little as possible and collect as much as possible. Labor unions have a place to fill and in their

Continued on Page 43

# How I Increased My Razor Business

## Practical Plans Followed Out Successfully Resulted in Store Manager Deciding to Have at Least One "Shaving" Window Every Month—How About Trying This Out in Your Own Store?

By A. H. ILLSEY




LOCATED in the busiest part of the busiest city in Alberta, I felt that it was worth while to try out the effectiveness of one of our display windows, featuring "Shaving Supplies Only." In a nutshell, the experiments were a success and to such an extent that the manager decided we must have at least one "shaving" window every month.

We had two windows, and for the various classes of goods we endeavored to retain a certain window—for cutlery, silverware and the finer goods, the one to the right of the entrance. This had the advantage of getting passersby to anticipate finding a certain type of goods in that particular window, and I believe that this was good business and a sound policy. Then, too, it gives the window dresser a "more at home" feeling when handling that class of goods. It may, indeed, make the operation of window dressing more speedy.

### The Most Important Thing

Without question—and always—my background was the most important element of my windows. Not only so; the longer time spent on them—the backgrounds—generally speaking, the better and surer were the net results—the greater the cash register receipts. And I have yet to learn of a conclusive argument that will discount the value, yet, the absolute necessity of paying close and careful heed to the points of background building.

Results considered—and after all, these are the things the management is looking for—the money spent on materials for making backgrounds is well spent and will generally prove to be an investment, and not an expense. "What shall I get and how much do you want me to spend on material?" I said to the manager one day. His reply was: "Use your own judgment; it's up to you." With this free scope to proceed, I used by best judgment and purchased materials accordingly.

### A Typical Backing

Since I started out to tell how a a "Shaving Supply Window" was dressed, I will outline one of these that "brought the fellows in" and made the cutlery department the envy of the department managers elsewhere in the store.

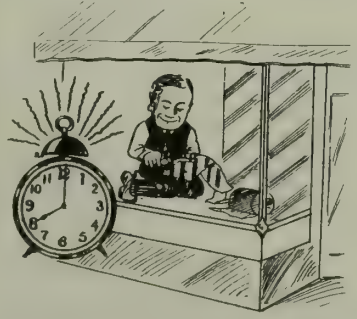
Proceeding to the wholesale paper warehouse I selected a variety of crepe papers, and among the shades secured were yellows, orange, greens, purples, blues, reds, white and black. For the background of this window I used, as a color scheme, red and white.

Cleaning out the window with the help of my assistant, I took a pair of scissors and cut the rolls of white and red crepe paper into three widths of about five and a half inches each. Beginning at the top—about heigh height, and using small tacks—but quite often pins—(and which had the advantage of being invisible and easily removed for subsequent use)—I worked out a diagonal scheme that eventually made the background an excellent imitation of a huge barber's sign. This had a double advantage. In the first place it attracted curious folk passing the store, and who wondered what a "fool" scheme I was working out. In the second place, when the window was dressed, I had a setting for my shaving materials and tools that was unique and decidedly suitable.

### Placing the Materials

I always removed the previous display from the window the first thing in the morning. The store was opened at 8 a.m. and I started right in, with my assistant, to clear the decks for the new showing. The dismantling did not take very long and my one central idea was to get the background in readiness with as little delay as possible. I, of course, worked this designing out mentally beforehand, and yet I did not spoil the effect desired by rushing matters unduly. In point of fact, between supervising my department when customers were numerous, and proceeding with my window, it was often well along in the afternoon before the goods were actually placed where I wanted them. and my best displays kept me (after I had written the price and other cards) until closing time—6 p.m.

I used a mechanical shaving display in



the centre of the back, and this was worked through a clock mechanism and rewound as required. This was a good feature and commanded attention.

The use of pedestals of wood, of heights ranging from twelve inches to four feet, afforded us the effective employment of plate glass shelves. These were covered with crepe paper of the white and red color scheme, and on the shelves were placed razors—usually one type only on each shelf. Placed here and there on the floor of the window and alternated they were excellent in giving effectiveness to the whole display. Two or three artificial palms here and there also appeared to good advantage.

Other shelves were used for lotions, soaps, stroppers, and extra blades.

### Two Important Helps

It should be remembered that the pulling value of any hardware window display may be greatly enhanced through the use of dealer helps freely supplied by many manufacturers. In this particular type of window I employed litho-



graphs, huge cartons, cut-outs, etc. These were pinned to the background and interspersed to the best advantage. When the window was taken out these were carefully preserved for further use, and it is remarkable how frequently these helps may be employed if care is taken to preserve them, and keeping dirt and light away from them.

Our large stock and extensive assortment of razor strops enabled me to make a splendid background through their use, also. These were suspended usually from the highest line of the solid part of the background, and frequently huge V's of these, for effect. With two or three dozen of these the whole effect was greatly improved. Price tickets were freely used.

What were the results?

Well, the management insisted that we must have a monthly display of shaving supplies. The effects were readily noticeable, and sales of shaving brushes. soaps and powders, safety and regular razors, blades, strops and stroppers, and blade sharpeners and hones were stimulated. One of the helps was that of bringing in grosses of safety blades to be sharpened as well as of regular

(Continued on page 43)

# How to Arrange Your Advertising

## Always Consider the Point of View of the Customer — Many Firms Always Feature the Price in Plain Figures—Use of Proper Illustrations is Important

SOME merchants have a gift in the matter of laying out advertisements, and in saying exactly the right thing to catch the public attention. There are others, and undoubtedly this is by far the larger class, who find the make-up of an advertisement one of the difficult tasks, a task that for that reason is often relegated to some spare minute that is hoped for, before the actual need for the writing of the advertisement arrives.

As a matter of assistance to those who find it difficult to get anything to say to introduce themselves, or their store or their goods to the public, the following may prove useful, and a perusal of the advertisements reproduced offer suggestions that are practical, and may be adopted with profit in arranging your own copy.

### Start A "Drive"

Advertise one thing at a time if your space is limited. You will leave a definite impression that way. People know you sell other things, and if you do that you will stand as good a chance as the biggest store in your community.

Your strongest line of display should be at the top of your advertisement—or a little above the centre. And your headline should be strong enough to give an appearance of strength to the top of your advertisement.

### Use A Good Margin

Use a good margin every time. It is not a waste of space. Margin is breathing space for type. It sets out your message. It makes your advertisement stand out from the page. It makes your message easier to read when it is noticed. It forms a frame for your type picture.

Some of the most notable advertising successes in the country have been built up on small space. A small advertisement intelligently planned is worth two large ones constructed on the principle of the dominance of big space.

But simply a promiscuous use of white space is worse than none at all; scattering it all around without any consistency will retard rather than aid the readability of your message.

### Keep Them Short

Keep your headlines short, or they won't be headlines. Six words is the golden length. And always make sure that you get some gray into your advertisements by writing a bit of matter between your headline and your ite

Making an advertisement attractive is important; but what is advertised is much more important than how it is advertised. That's why so many good looking "ads" fall down—and why so great a number of apparently inartistic advertisements bring results.




*Note the way the salestalk is introduced in this ad. and the prominence given to prices. The illustration is half the size of the original ad.*

### Get Customer's View

Desirability and seasonableness are half the battle. Take the customer's side when selecting merchandise to be advertised. Many stores work themselves into a frenzy trying to force unseasonable or undesirable merchandise—its only claim for publicity lying in the store's desire to be rid of it.

Don't spend money telling about the unattractive side of your store. A bargain once in a while isn't a bad thing for a store, but you can go on doing it day after day—legitimately—and make money. And you can't get people to think you are in business for your health.

Some one once said: "Advertising is used too much as a cathartic and too little as a food." There's a lot in that. Use advertising to tell of the finest things in your store—not of its least desirable.

### Must Use Judgment

The man who has the proper merchandising perspective of a store is the most valuable factor in that business, and if that store's publicity is successful he is the man to whom most of the credit for increased business should be given. The difference between merchants is the difference between their merchandising perspective. The real advertising man—and often he is the proprietor himself—knows what to play up, and which department ought to take a back seat for the moment.

### What People Wanted

If you have seen a "homely" advertisement, and found out later that the store than ran it had a big day's business, you can bet your life that there was something in that advertisement that supplied a human want. The designer of that advertisement might have gotten his types mixed—but he evidently had the big thing right; he advertised what people wanted—and his message carried conviction through its earnestness, even if it broke the laws of artistic display.

### Tell Them Something

Before displaying an advertisement effectively make sure that your message is right; that you are telling about something that people want—rather than what you want to get rid of. Making an advertisement good-looking won't add pulling power to a message that lacks incentive to move the readers to action. The reader wants to know "What is in it for me?"—and you'll have to write from his side of the fence.

### Consider This

Too many advertisements are planned by artistic standards alone. That is not to be construed as an attack on perfectly displayed advertisements. It is meant to point out that little things are often allowed to outweigh the big considerations in advertising. The most beautiful advertisement in the world




*Everybody just now is interested in keeping warm. In case electricity is not available this ad. suggests the oil heater. Note featuring of prices in larger type.*

will fail if the wrong merchandise is featured.

### Has An Advantage

Did you ever stop to think that the bigger a business gets the harder it is to maintain the personality that attracted its first following? Smaller merchants have a much simpler advertising problem than the big store. When the proprietor of a smaller store signs his name to his advertisement his public can see his very person loom up in front of them as they read his message. They know him personally and if he stands for something in his town his word is powerful and his waste circulation, due to folks who are skeptical of advertisements, amounts to virtually nothing.

### Don't Try Frills

Above all be yourself in your advertising. Don't pose, be natural; talk about your merchandise instead of about yourself.

The use of "boxes" can be overdone, too. A box here and there in an advertisement will emphasize and direct attention to those items which you want brought out. But all boxing is no boxing.

### Use of Borders

The principal function of the border is to unify the various elements of your advertisement—to hold it together. It should not attract atention to itself. The border is to an advertisement what a frame is to a picture. You want folks to look at the picture—not at the frame.

The border must blend with the type picture. It must be in keeping with the thing advertised, and in "tone" with the rest of the store. If the border is the the first thing you notice in an advertisement it was not chosen with discrimination, and it is detracting from the message. You are not selling border: attention should be concentrated on what you are saying.

Don't be afraid to study the ads. of other merchants and of the department stores, as you can often get many excellent ideas that you may adopt.

### Illustrations Are Always Useful

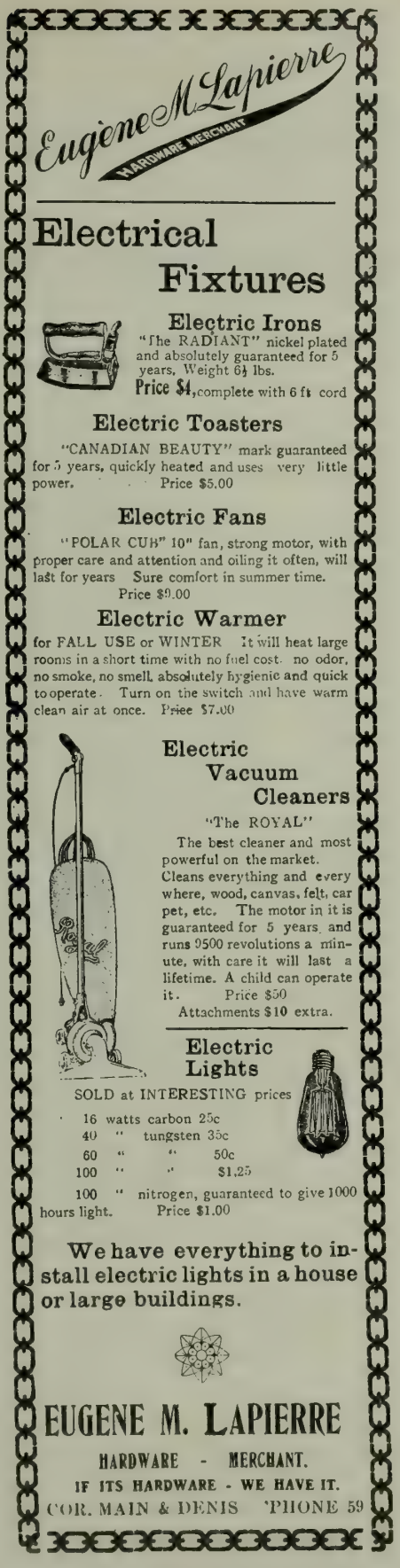
Especially if the cuts are good. They brighten up an ad and people always like to see a picture of what is offered. They also like to know the price, and many of the best firms in the country invariably feature the price in larger type than the body matter.

## HOW I INCREASED MY RAZOR BUSINESS

(Continued from page 41)

razors to be honed and repaired. Indirectly it helped sales of pocket cutlery.

"And to boost the sales all around a large space was taken in the daily papers for the following day, calling attention to the lines we sold, giving prices and inviting an inspection of the window display. It should prove a winner, this regular monthly display, everywhere."




*Each week Eugene LaPierre of Buckingham, Quebec, uses the two right hand columns of the front page of the local paper. He is getting splendid results from advertising of this kind. The illustration is about half the size of the original.*

## NATIONAL HARDWARE ASSOCIATION

Continued from Page 40

places are an advantage, but when radicals gain control they are a menace."

A resolution adopted at the closing session of the convention commended the refusal of the Steel Corporation to deal with "labor agitators" and also endorsed the "twelve points" of the Industrial Conference in Washington. The following declaration was forwarded to Judge Elbert H. Gary:

"Whereas, groups of irresponsible, professional agitators, having no present productive vocation, and without the approval of many of the employees concerned, are forcing their uneconomic propaganda into factories in which said agitators have never been employed, demanding of the employers that their employees shall be represnted by said agitators in any negotiations between said employers and their employees.

"Whereas, a controversy between the United States Steel Corporation and the representatives of certain labor organiztions has culminated in a labor strike, seriously affecting the steel industry, and

"Whereas, the reasons underlying the positions assumed by the respective parties have been made public by current comment in the newspapers. Congressional investigations and otherwise, and the issues appear to be of special interest in general and to this association in particular; now, therefore, be it

"Resolved, that it is the sense of this association that the employers in this instance appear to be not only justified in, but should be commended on account of the position assumed against the demands made by professional labor agitators and so-called representatives of labor, to the end that what we believe to be a great majority of its honest, loyal and capable employees (whom we understand are not in sympathy with the agitation which has forced this issue) may be permitted to continue unmolested the present mutually satisfactory working conditions and relations with the industry in which so many of them enjoy a financial or stock owning interest."

Frank H. Payne, of Greenfield, Mass., was elected president of the Manufacturers' Association. In his speech of acceptance Mr. Payne said that one of the first duties of all employers was to see that al the employees were American citizens, either by birth or naturalization.

Robert H. Tremain, of Ithaca, N.Y., was re-elected president of the National Hardware Association, comprising the jobbers, and T. James Fernley, of Philadelphia, was re-elected secretary-treasurer of this association for his twenty-sixth term.

## Would Restrain Govt. From Selling Razors

Interesting developments are occurring in the suit brought by the Auto Strop Safety Razor Co. for an injunction restraining agents of the Government from reselling their product.

The history of the case commenced with the purchase by the Dominion Government of 7,000 razors for distribution among the troops. Some were not distributed and were later placed in the hands of Kelly & McKenzie for resale. These agents have already disposed of $4,500 of the stock to druggists and other, and have been met by an action by the Auto Strop Company, which claims damages and an injunction on the allegation that the purchaser of a patented article has no right to resell it.

As a counter action, the defendants moved before Chief Justice Mulock for an injunction restraining the company from circularizing the trade to the effect that they have no right to resell. The motion was adjourned.

# EDITORIAL COMMENT

"SIX days shalt thou labor," says the Bible. "Five" is the plan of the miners. By the way, have you got your coal supply in?

* * *

YOU have got to climb if you want the view. The man who sticks too close to small details gets in a rut and loses sight of what is going on around him.

* * *

HARDWARE merchants are looking for a record Christmas trade this year. Are you busy with your plans for window displays, holiday advertising, stock arrangement and so on?

## *ONTARIO ELECTION RESULTS*

THE people of Ontario have spoken and the result has occasioned a good deal of surprise. Not for a long time have the prophets been so much at sea regarding what would happen. The result may well be the handwriting on the wall in regard to what is coming when a Federal election is held and a good many of the members at Ottawa are sitting up and taking notice. Of particular interest perhaps to the greatest number of people in the Province, aside from the liquor question, is the Hydro-Electric situation. The defeat of Sir Adam Beck, who for twenty years now has been one of the most prominent figures in provincial affairs, came as a shock and a surprise to many. Sir Adam, in one of his closing election addresses, stated, that in the event of defeat, he would at once tender his resignation and take it as a mandate from the people that his usefulness was at an end and that they did not wish him to carry on any longer. In view of the fact that he has Hydro development projects under way in various parts of the Province that will cost $35,000,000, much hangs on his decision as to whether he will continue or not. His successor, Dr. Hugh Stevenson, does not come to office untrained. For many years he has been in public life as a member of the Water Commission, the Public Utilities Commission, and as Chief Magistrate of London. He has been especially interested in electrical matters and during his election campaign declared emphatically, that if elected, a progressive Hydro policy could be carried out. He held that Hydro was big enough to carry on without Sir Adam Beck and that Sir Adam was not essential. There is no doubt, whatever, regarding the demand for more and more electricity. All over the Province people are demanding the extension of power lines. Hardware merchants are keenly interested in this as it means a large amount of business. Another old standby to fall at the polls was Hon. Finlay Macdiarmid, the Provincial Minister of Public Works. The question of highways had a lot to do with his defeat. He stood for the provincial highways scheme. The average farmer took the attitude that good roads in the country districts are of far more importance than highways connecting the large centres. It was more important, the farmer believed, that he should be able to reach his nearest market town over a good highway than that millions should be expended on a road which would connect the large cities and which would be largely used by "sports," meaning generally auto tourists. To make matters worse from Mr. Macdiarmid's standpoint, he failed to secure the provincial highway for the only city in his district, St. Thomas. Instead, it was to pass through London en route to Windsor and his constituents did not like this. Another aspects of the general situation is the strength of the United Farmers. They are not strong enough to do anything themselves, but whichever side they support holds the balance of power. It looks generally as if Ontario was in for some radical changes in policy and just how these will affect the business situation remains to be seen.

## *PROTECTING THE PEOPLE*

THE jury which investigated the recent tragedy at Ottawa, in which seven people lost their lives by being asphyxiated by illuminating gas, returned a verdict recommending that the building permit by-laws be amended so as to cover gas inspection. It seems a pity that seven lives had to pay the penalty before the authorities discovered that their by-laws were lacking and yet all over Canada the same laxity exists. There are scores of municipalities in which laws aimed to protect the lives and health of the people are not enforced. There are possibly hundreds of places in which either antiquated laws or no laws at all exist. Hardware men are vitally interested in the homes of the community in which they live and in making these homes better, and in securing better by-laws which will make for more comfortable and safe homes they are doing an excellent work. Those in touch with the situation in many districts, state, that there is urgent need for better by-laws. Hardware men may well lend their

efforts towards securing the enactment of these laws and then seeing that they are enforced. In the Ottawa case, seven lives were lost because a faulty building by-law did not cover the inspection of gas pipes and the settling of the house cracked a pipe. In many other communities there may be no law to cover this very point and other lives are in jeopardy. There is little question that in many places buildings that are a menace to the whole community because their poor construction makes them a danger from fire exist. If this problem and the dangers that exist from insanitary buildings or dangerous buildings continues to be nobody's business nothing will be done. If business men and citizens work together they can quickly remove these menaces and build communities that will be better in every way.

### *THE INDUSTRIAL PROBLEM*

THE vital point about the industrial problem is not the rate per day or week, but the rate per unit of production. Efficient labor is worth high wages. But the man who demands high wages without giving efficient production in return not only injures himself but numerous other people. Suppose for instance, he is making a hardware line. If he gets high wages for poor work he increases the cost of hardware. That means that the man who lives in Halifax or Winnipeg or Vancouver or any other place in the Dominion has to pay more for his stoves, or his nails, or his tin pans, or whatever the line may be. He will be forced to demand more for his own labor and then up goes the cost of whatever he is making to the man who is making hardware. This thing has been working out all along the line until everyone has been hit and it has not been good for business. Business has been good but it would have been better if this condition had not prevailed. There is little question that hundreds of thousands of dollars' worth of building is held up. Any number of individuals have been holding back buying in the hope that things would be cheaper. The average employer knows that it is to his interest that his employees shall be well paid. The higher the wages the higher the purchasing power of the people, but the employee has an obligation to be efficient. Unless he realizes this, he is going to injure business and himself eventually.

### *HELP STOP THIS*

"SEPTEMBER, 1918, $917,286; September, 1919, $1,940,272." This is not a comparison of high cost of living figures, although it looks like it at first glance. It is simply a comparison of the fire losses of Canada last month and in the same period a year ago. The loss has more than doubled in spite of the efforts being made to check them. when, as is the case just now, Canada's fire loss per capita is the highest in the world. What is the answer? Careful investigation shows that practically all of the fires are directly traceable to carelessness, and that the big losses are almost always in the factories and stores. Fires in homes are obviously not the cause of the huge figures. It is in the stores and manufacturing plants where stocks of goods running into thousands and hundreds of thousands are stored that the losses fall. The problem, then, is up to the merchants and manufacturers, and if they can stop careless employees from throwing away lighted cigars and cigarettes, and from looking into gasoline tanks with lighted matches, and dropping matches into piles of rubbish they will have taken a long step towards eliminating the fire danger. One of the most prolific sources of bad fires seems to be rubbish piles in cellars and back yards. Watch these and do not allow old paper, excelsior, packing cases, etc., to accumulate. Remember, they make a fine bonfire and it takes very little to start them. Keep your premises cleaned up. It sounds easy, but the figures show that it is not. Every hardware man and every merchant in Canada can do his share to stop the fire ravages and it is a duty to do it.

### *THE RETAILER CRITICIZED*

THE Montreal *Star,* in a recent editorial, slates the Retail Merchants' Association for its opposition to the methods of investigation adopted by the Board of Commerce.

"It has seemed to the *Star* for some time that the Association is inclined to labor under the delusion of persecution. If the retail merchants of Canada have been more closely quizzed than has any other class of Canadian business men in the Government's endeavor to throw some light on the cost of living puzzle, it is only because their business gives them special information the Board requires. As a class they have not been the victims of more loose accusations of profiteering than others.

"As a matter of fact, the Association has been badly advised from the start in its attitude of opposition to the Government's inquisitorial methods. Because it did not approve of the constitution of the Board it objected to giving evidence before it; it still protests against being examined by the Board, and, at the same time, it wonders why this refusal is misunderstood by the public."

While the *Star* is ready to admit that "the retail merchant is no more guilty of profiteering than any other member of the community," it sees in its attitude to the Board of Commerce an excuse for the contrary belief.

Granting a judicious attitude of mind on the part of the public, this contention might be correct. Unfortunately it is impossible to believe in such an attitude, and the public takes the Board of Commerce investigation as an accusation of guilt and certainly there is little in the methods that the Board has adopted to date that would tend to disabuse their minds of such an impression.

# EVENTS IN THE TRADE

## Business Changes

Dundalk, Ont.—Russell and Simmons have purchased the hardware business of Russell Bros.

Fusilier, Alberta.—S. Sundvaal has purchased the hardware business of Nelson Bros.

Rockhaven, Alberta.—K. Robertson has purchased the hardware of R. J. Nelson.

## Obituary

The death occurred at St. Gabriel de Brandon, Quebec, of Ulric Rock, hardware merchant.

The death occurred at Hamilton, Ont., of Adam Clark.

The death occurred at Lindsay, Ont., of Richard Sylvester, of the Sylvester Mfg. Co. He was 74 years old.

Raoul Lavasseur, formerly manager of the old L. J. Surveyor retail hardware at the corner of Craig and St. Lawrence Streets, died at his home in Montreal. The late Mr. Lavasseur was a young man and his demise was unexpected by many of his friends.

## New Firms

Collingwood, Ont.—R. H. Breeze, who formerly conducted a hardware business at Collingwood, Ont., has opened a hardware store at 816 Danforth Ave., Toronto, Ont. D. B. Ritchie purchased the Collingwood business.

## Personals

Peter Gordon, manager of the Imperial Oil Company's branch at Saskatoon, has been transferred to the West Toronto branch as manager. He will be succeeded by C. S. Griffith.

George W. Ecclestone, hardware merchant at Bracebridge, Ont., was returned as member for Muskoka electoral district in the Provincial elections, held on Monday. His majority was over 200.

## Trade Notes

Wm. Strachan, hardware, Ottawa, Ont., is discontinuing business.

The Universal Batteries Co. has started work on a new factory at Brampton, Ont.

The Art Lamp and Shade Mfg. Co. has been registered at Montreal by Morris Bernstein.

The Northern Aluminum Company of Toronto will commence work shortly on a new factory to cost $350,000.

E. W. Taylor & Sons have purchased the wholesale and retail oil business of Walter W. Scane at Chatham, Ont.

A by-law submitted to the ratepayers at Wingham, Ont., in connection with the Aero Cushion Inner Tire and Rubber Co., of Ontario, Ltd., was carried and the firm will commence operations about November 15.

## Montreal News

A. W. Pole, of McArthur, Irwin, Ltd., was a recent visitor in Toronto.

John Irwin, of McArthur, Irwin, Ltd., was in New York during the week.

Bedard Freres have taken over the hardware store formerly conducted by A. Goyette at 22-26 St. Denis Street.

H. J. Balmer, representing the American Pad and Textile Co., Chatham, was this week a visitor to Montreal.

Mr. Bliss, advertising manager of Oneida Community, was in Montreal recently.

J. L. Huston, of the Miller Lock Co., Philadelphia, is expected to visit Montreal next week.

F. E. Harris, of F. E. Meyers & Co., Ashland, Ohio, was in Montreal during the past week.

C. D. McDowell, of H. D. Smith & Co., Plantsville, Conn., is expected in Montreal next week.

The East-End Hardware has disposed of its business on 1919 Masson Street to Lauzon and Trudeau.

A. Tanguay, formerly with Lewis Bros., Ltd., has joined the sales force of A. Ramsay & Son Co., Ltd.

Mr. Isaacs, of Hornsells, Ltd., Bridport, England, called on the Montreal trade in the interest of his firm.

Arthur Telfer and Fred Hanson, of the J. H. Hanson Company, journeyed to Atlantic City to take in the sights and the big hardware convention.

Chas. Crawford, of Crawford & Co., Warsal, England, is in Canada at present with a line of chains made by his firm.

Fabien Ltee., Wellington Street, are at present making extensions to their store which will afford them increased space for showing accessories and wallpaper.

Alfred Goyette, retail hardware merchant, Mount Royal Avenue, is making an extension to his store. This will afford Mr. Goyette greater accommodation for his wallpaper and paint stock.

## Western News

David Miller of the Costing Department of Wood, Vallance, Ltd., Winnipeg, has received his Military Medal and Ribbon from the British War Office.

Wood, Vallance bowling team is going strong, having won all three games in the last competition. The team is now at the top of the list in the Commercial Bowling League. Some very valuable prizes are offered in the competitions, including an electric vacuum cleaner and a cabinet of silver.

Edward Goodwill, vice-president of Thos. Davidson Mfg. Co., Montreal, spent a few days in Winnipeg recently, and declared that business has been active. He was in conference with R. W. Robinson, Winnipeg, manager of the company.

According to recent reports "Don" Ferguson, manager of Wood, Vallance Auto Accessory Department, who is away on a shooting expedition, will require a number of flat cars to bring home his bag of ducks.

## Incorporations

The Canadian John Wood Manufacturing Company, Limited, head office Toronto, capital $200,000, plans to manufacture and deal in range boilers, galvanized goods, barrels, containers, etc.

Prest-O-Service, Limited, head office Montreal, capital $50,000, plans to manufacture and deal in auto supplies.

The Economical Refrigerator Manufacturing Company, Limited, head office Montreal, capital $100,000, plans to manufacture and deal in refrigerators and furniture.

Thermos Heating Systems, Limited, capital $600,000, head office Montreal, plans to manufacture and deal in hot water systems, steam boilers and heating equipment.

National Iron & Steel, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in iron and steel goods.

Dolomite Products Company, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in goods and wares and also carry on a general smelting and refining business.

The McLagan Furniture Company, Limited, capital $600,000, head office Stratford, Ont., plans to manufacture and deal in furniture, phonographs and wood products.

Walter Fields Auto Service, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in auto accessories and autos.

### CORNWALL HARDWARE MAN CELEBRATES GOLDEN WEDDING

CORNWALL.—Alex. and Mrs. Jarvo, of Cornwall, celebrated their golden wedding anniversary here, and the function was made very enjoyable by the attendance of a large number of direct descendants.

Mr. and Mrs. Jarvo entered the matrimonial ship in October, 1869. To join with them in the happy event of celebrating their fifty years of wedded life were three sons, John, Austin and Alex. Four daughters also were present, Mrs. Browne, Mrs. Mallett, Mrs. McAlear, and Mrs. Ross. Adding to this number twenty-four grandchildren and eight great-grandchildren, the happy company had reason to make merry in no uncertain manner.

Mr. Jarvo has been actively engaged in the hardware business in Cornwall for the past twenty years. Previous to this he was connected with Henry Turner. The assembled descendants presented their happy parents with a loving-cup, suitably engraved with the family name.

### WILL PLAY FOR CUPS DURING WINTER

The Montreal Wholesale Hardware Hockey Association is now in process of undertaking reorganization. It will be recalled by some that there has been no activity since the beginning of the war, and as the boys desire to "supple up," the trophies which they hold will not be played for this season, but will be contested for the year following.

At a meeting held recently the above decision was agreed to and the trophies donated by the Gillette Safety Razor Co., Ltd., the Fuller Cup by the Canadian-Fairbanks-Morse Co., Ltd., and one by the St. Marys Wood Specialty Co. (now held by the James Walker Hardware Co.), will then be open for competition. This delay will afford the huskies an opportunity to "polish up."

### TRADE COMMISSION CITES SPONGE DEALERS

"Loading" sponges with such weight-increasing substances as glucose, molasses, epsom salts, sand, or lead, to deceive and defraud the public by falsifying their weight is charged against twenty-five sponge concerns in complaints of unfair competition which have been served on them by the Federal Trade Commission.

The concerns are charged with purchasing "raw" sponges in Florida and other places, transporting them to their places of business and there "loading, doping and saturating them" with the intent of selling them by the pound at fictitious weights. They are also charged with "knowingly and deceptively" purchasing and reselling "loaded" sponges.

Consumers, the complaints point out, cannot readily distinguish between unadulterated and doped sponges.

The concerns were directed to file answers with the commission at Washington, November 15.

## Stewart & Wood, Limited Purchased by Montrealer

A. W. Poole, of McArthur, Irwin, Ltd., has purchased the stock of the Wood interests in Stewart & Wood, Ltd., giving him majority stock holdings in the company. It is announced that Mr. Poole has also purchased from the Wood estate the office, store, and warehouse buildings at 82-84 York Street, occupied by Stewart & Wood, Ltd.

It is understood that there are to be practically no changes in the executive officers of Stewart & Wood, Ltd., under the new control, but that Mr. Poole will shortly sever his connection with McArthur, Irwin, Ltd., and move to Toronto to take an active interest in the management of the company.

E. T. Dean, managing director of



*A. W. POOLE*
*Of McArthur Irwin Ltd., Montreal. Who is moving to Toronto.*

Stewart & Wood, Ltd., who has been associated with the business for years, and is largely responsible for its development, will continue to be closely identified with the management of the company's affairs.

Stewart & Wood, Ltd., is one of the old established paint jobbing houses in Canada, and has held for years a strong position with the trade in the distribution of paint products. It was established in 1884 as a partnership by the late Robert E. Wood, and the late Jas. Stewart. Following the death of Mr. Stewart and Mr. Wood the partnership was suceeded by the present company, incorporated under Ontario laws in 1917 with a capital of $100,000.

### REPORT A ROYAL TIME

The Montrealers who journeyed to Atlantic City last week, report that the treatment accorded them by the National Hardware Association of the United States was of a royal character. Those attending from here were Colonel Robert Starke, H. P. Seybold, J. W. Richardson, R. Terrill, Arthur Telfer and Fred Hanson.

It was one of the best conventions on record, it is stated, in point of attendance, the delegates numbering three hundred more than those of a year ago.

### NO PROSPECT OF PLATE DELIVERY IMPROVEMENT

At the present time the prospects are not bright for an early easing of the plate situation. All sheets are very firm and in many cases HARDWARE AND METAL understands that premiums are being paid for supplies. It is stated that there are fair stocks of plate in Canada at the present time, but that the failure to maintain shipments from U. S. mills to the trade here has caused a sharp upturn in the undertone. It is more than probable that there will be no redress of consequence this fall, and one large Montreal importer stated that it would in all probability be January or February before shipments would be resumed.

### CONDITIONS AT SHEFFIELD

Firms at Sheffield, England, are, owing to general conditions, getting farther than ever behind with orders. Discussing the situation a recent report from Sheffield says:

Trade development in this district is being checked by the strike of moulders, as the engineering firms are indisposed to order in view of the probability of having to close their works. Overseas inquiries and orders, however, are being received in increasing number, and the tone in this department is distinctly healthy. Unfortunately, the turnover of nearly all the firms is being kept within limits by the inability of the mills to keep pace with requirements. In numerous cases the operatives are working better than formerly, and a considerably greater volume of business might be done if materials could be obtained more freely. Prior to the war Germany was a considerable purchaser of the best brands of Sheffield tool steel and steel for making high-quality razors and knives. Former users in Germany have sent inquiries to makers respecting a resumption of business, but it is impossible to trade while the mark remains at its present value. Sheffield steel is more than double its pre-war price, but it would cost the Germans to-day four times the current quotation. The unsatisfactory conditions of rail and sea transport are a serious hindrance to the expansion of trade.

### A PECULIAR ACCIDENT

William Weber was electrocuted at Neustadt, Ont., when a piece of eavestroughing which he was handling came in contact with a hydro-electric wire.

Weber was helping William Meyer, tinsmith, on a job at the Neustadt Creamery. Weber was on the ground and the full charge passed through him. He was handing the troughing to Meyer who was on the ladder. The latter was unhurt.

## Many New Devices At Electrical Show

Visitors to the electrical show, which closed last week in New York, were impressed by the multitude of new devices all aimed to make life easier, or make work easier. The efficiency and wide range of application of electricity as a servant was never more fully demonstrated. The show served to give an idea of the size and scope which the electrical industry has assumed. It is growing larger every day and any number of sanitary and heating engineers who have been handling various electrical lines, fixtures, irons, washers, vacuum cleaners, etc., may be interested in some of the devices shown. There were machines for milking cows, making ice, hatching chickens, stimulating the growth of plants, reducing weight, growing hair, removing hair, pulling teeth, washing clothes, counting money, operating typewriters, and almost everything one could imagine.

Among the brand new electrical innovations shown were a machine which both washes and dries clothes in the same tub, an attachment which provides steaming hot water from the cold water faucet, and a carpet washer which cleans, restores color, and kills germs at one operation.

Among the feature exhibits were the electrical dairy with six thoroughbred Guernseys and Holsteins which were milked at half-hourly intervals, the milk passing from the cow's udder and through the cooling process to the bottle without once coming in contact with the air; the electrical hospital and therapeutic display, the modern electrical apartment, the electrical bakery, the motion picture theatre, and others, all in actual operation.

### CONDITIONS IN THE GERMAN TOY INDUSTRY

According to a report in the Berliner Boersen Zeitung, the Nuremberg toy industry is suffering from the effects of labor disputes.

During the war, and even up to the present, the industry had to use many substitute materials which have been entirely unsuitable for toy manufacturing. Now that trade has been resumed with most of the world, Germany finds that the market for toys, especially in Canada, is not what it used to be.

From reports coming from Germany, it appears that American buyers of German toys have thus far confined their efforts to the completion of shipments of toys purchased before the United States entered the war, but the shipment of which to America was prevented as a result of blockade regulations. American toy houses appear to have been making practically no effort to resume their import trade from Germany. However, two of the largest toy houses in New York have just sent American representatives into Germany.

## Manufacturers Were Welcomed at St. John

Following a meeting of the Canadian Manufacturers' Association held in St. John, N.B., to discuss various business matters, the members were tendered a banquet at the Union Club. W. S. Fisher, of the hardware firm of Emerson & Fisher, was chairman and proposed the toast to "Our Guests." In discussing the work of the Canadian Manufacturers' Association, he pointed out that it was the intention of each member to increase his own business and at the same time promote the interests of his fellow manufacturers and of Canada generally. The manufacturers, he said, can promote Canadian business in a very vital way and the more that members did in the way of placing "Canada first," the better it would serve their own interests.



*W. S. FISHER*

*Of the hardware firm of Emerson & Fisher who presided at banquet to Canadian Manufacturers held in St. John, N.B.*

Mr. Fisher is second vice-president of the Canadian Manufacturers' Association, having been honored by being elected to that office at the annual meeting.

### MONOPOLY FOR ELECTRIC LAMPS

By a royal decree recently issued, the Italian Government has established a monopoly in the electric lamp trade. This may have serious effects as far as a Canadian firm, who were going after business in this line, is concerned.

In the opening words of the decree a monopoly tax is instituted, fixed at 25 per cent. of the selling value. Practically, this is a consumption tax to be paid by the users of electric lamps. The administration of this tax is placed under the General Direction of Monopolies for lamps manufactured in Italy. The tax on imported lamps will be collected by the customs authorities.

Factories in Italy turning out 10,000 or more lamps annually will pay the tax on actual production and sales. A manufacturer producing less than 10,000 lamps in a year will pay a fix sum based on his assumed output as that may be estimated by the monopoly administration. All manufacturers must make detailed and frequent reports on their production.

Importers of lamps will pay the tax at the time their goods pass through the customs. A declaration of value made by the shipper must accompany each consignment of imported lamps, in addition to a copy of the full set of selling documents.

The work of American producers to secure the imposition of a protective tariff on graphite may have important effects on the development of the industry in Canada. Canada has a splendid supply of graphite that is said to be as good for general commercial use as that imported from Ceylon, the chief source of supply of many countries.

## Flashlight Sales Increasing Steadily

### Nice Line For Hardware Merchants to Handle—Numerous Accidents With Gasoline, Showing People the Danger of Using Matches Carelessly

MONTREAL.—Lucien Payette, of 228 City Hall avenue, went to look for a gas leak in his cellar with a lighted match this morning. When he came back to earth he was lying beneath a pile of bricks and debris which had once been his home. Constable William Viens, of No. 4 station, pulled him out of the wreckage, and also recovered Mrs. Payette from what remained of her bedroom. The pair were then taken in an ambulance to the General Hospital, where the man was found to be suffering from severe burns and bruises, and was detained, while the woman, after being treated for minor injuries in the outside department, was able to return to her ruined home.

The explosion which resulted from the contact of Payette's lighted match with the gas which filled the cellar from a leaking pipe, demolished the south wall of the house from the basement up to the second floor and hurled the bricks through the windows of neighboring houses.

ACCIDENTS like the above, and fires caused by people looking into gasoline barrels or automobile tanks with matches to see if they were full, have been occurring almost every day or two. Some of them have result-

Continued on Next Page

# Hardware Clerks of St. John, N.B., Hold Banquet and Dance

## President Morris Declares This is Only the Beginning of a Series of Get-Together Affairs That Will be Held During the Coming Months

The members of the St. John Hardware Clerks' Association celebrated their growing strength Tuesday evening with a fine banquet and dance in the big dining hall of Bond's Cafe. About 150 members attended, and the affair proved a distinct success. The organization was instituted last April, but has steadily increased and gives promise of a most healthy future. An excellent menu was provided at Tuesday night's banquet to which ample justice was done by those present.

Charles O. Morris, president of the association, occupied the chair and gave a brief but interesting address in which he referred to the start of the organization, its growth, and its objects. He predicted that the banquet was but the beginning of a series of social functions which would provide pleasure for all the members and be a means of bringing them together happily and enjoyably throughout the winter. He proposed the toast, "The King," which was honored in music. In reply to the toast to "Our Guests," Miles E. Agar and H. Horton were heard in neat addresses. "The Ladies" was proposed by R. M. Bartsch and in behalf of the forty or so who were present, as well as the general body of their sex, replies were made by Miss Fitzmaurice, of W. H. Thorne & Co., Ltd.; Miss Rogers, of T. McAvity & Co.; Miss Hazlett, of S. Hayward & Co., and others.

There were several bright and pleasing musical and vocal numbers, including a solo by Cyril Moore; bell solo, Walter Bagnell; reading, Arthur McCloskey; solo, A. C. Smith; duet, R. J. Carson and F. J. Punter; solo, John Stenhouse; musical selection, P. C. Johnson, and piano solo, H. C. Dunlop. Victor Lee was accompanist for the evening.

Under the direction of Hedley T. Sheraton, as floor manager, an entertaining programme of dances was carried out, bringing to a close a most enjoyable and successful gathering. The officials of the organization are C. O. Morris, president; H. D. Sullivan, vice-president, and R. A. Willett, secretary-treasurer.

# New Tariff Rulings Will Affect Several Hardware Lines

TARIFF changes which become effective immediately, and which affect several hardware lines, have been made by the department at Ottawa. Rulings are as follows:

File No. 78579.

Tariff status of clothes wringers when imported attached to washing machines. Declared that washing machines operated by mechanical power, with which wringers are combined, forming a permanent part thereof, are dutiable under tariff item 453.

The duty on these under item 453 is: British preferential, 15 per cent.; intermediate, 25 per cent.; and general, 27½ per cent.

File No. 97711.

Flexible conduit, consisting of cotton core, round which is wound paper twine, the whole covered with braided fabric and saturated with tar or asphalt, and used to protect insulated wire, dutiable according to material, as a manufacture of cotton under tariff item 537.

Tariff under item 537 provides: 25 per cent. British preferential, 30 per cent. intermediate and 35 per cent. general.

File No. 99000.

Castings, iron or steel, in the rough as taken from the mould, item 453; castings, iron or steel, machined in any manner, not being integral parts of machinery or otherwise provided for, tariff item 454; whiffletrees and neck yokes dutiable according to material; clevises, iron or steel, dutiable under tariff item 454.

Tariff under item 454 is: British preferential, 20 per cent.; intermediate, 27½ per cent.; general, 30 per cent.

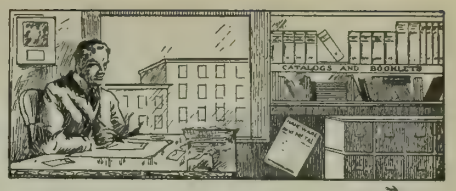
### FLASHLIGHT SALES INCREASING STEADILY

Continued from Page 48

ed seriously, causing loss of life and property.

All these troubles are unnecessary. A flashlight eliminates all possibility of danger, and the hardware merchant has some real talking points in pushing sales.

The flashlight trade is increasing very rapidly, because hardware merchants are keeping them in their windows and well displayed in the stores and are talking about them. A flashlight is indeed in most homes because of its convenience and practical utility. They are easy to sell and lend themselves readily to window, show case or store displays.




### THE GLIDDEN COMPANY

The Glidden Company of Cleveland, Ohio, Canadian branch, Toronto, has just issued a color card in which are shown the shades of prepared paints they manufacture, with full directions regarding their use. Copies will be sent to readers of HARDWARE AND METAL upon request.

### DOWSWELL, LEES & CO., LTD.

A twenty-page booklet just issued by Dowswell, Lees & Co., Ltd., of Hamilton, Ont., is designed for distribution to prospective buyers of washers and wringers. It is well illustrated and lists the various lines of washers manufactured by the firm, also the wringers. Copies will be sent to readers of HARDWARE & METAL upon request.

### CHRISTMAS SALES HELPS

Northern Electric Company, Montreal, have prepared a special Christmas folder printed in four colors—attractively made up and will be sent to their dealers and arrangements will be made to imprint their name and address. With this, they are arranging to forward to their dealers photographs of window displays. New show cards with the company's vacuum cleaners and electric sewing machines have been designed for this Christmas campaign.

### BISSELL'S PEERLESS DISPLAY

Bissell Carpet Sweeper Company of Canada, Limited, Niagara Falls, Ont., have produced an unusually attractive feature in the form of their Peerless Co-operative display for show windows. It is a nine-color lightograph reproduction of a $300 painting, made of heavy cardboard "cutout," which when set up is about 7½ ft. wide by 4½ ft. high, making an imposing background. The centrepiece, a girl's figure, is a separate piece, and is used with a real carpet sweeper. The Bissell Company are furnishing these gratis with one dozen or more sweepers.

### J. H. WILLIAMS & CO.

J. H. Williams & Co., makers of superior drop-forgings and drop-forged tools, with works at Brooklyn and Buffalo, N.Y., have just issued a catalog—4 x 6—160 pages—fully illustrating and describing their standard stock specialties. These include several lines of new goods, viz.: "Agrippa" Turning-Tool holders, set screw pattern; "Agrippa" Boring-Tool Posts, "Vulcan" Forged-Cutter Tool Holders, and several new assortments or sets of Drop-Forged Wrenches.

The book contains, also, a description of the drop-forging process in very simple, non-technical style for the benefit of those not conversant with its details.

# THE CLERKS DEPARTMENT

## Houston Lowe Tells About Importance of Selecting Proper Assistants

### President of Lowe Brothers Company Says That During the Fifty Years He Has Been in Business He Has Learned Three Very Important Things That Make for Success

FOR fifty years Houston Lowe has been one of the heads of Lowe Brothers Company, of Dayton, Ohio. For ten years he has been president of the company. His story of three important things he has learned, as told by Mary B. Mullett in the "American Magazine," is as follows:

To have been fifty years in one business and never actively engaged in any other, to have been from the beginning a proprietor, to have started with a local concern, not in a great city, and to have built it up to be a nation-wide business, to have lost money at first—a good deal of money for those days—and to have achieved unusual prosperity, this is the record made by Mr. Houston Lowe, president of the Lowe Brothers Company, of Dayton, Ohio.

**Three Reasons**

Out of that experience Mr. Lowe has learned three great lessons about business. And, by the way, he has very decided ideas not only about learning, but also about teaching, in business.

The organization of which he is the head holds an annual convention of its salesmen, which is conducted somewhat like a school, with daily lectures and talks. The men are there to learn from others what they know. But a man is expected, also, to teach others what he knows.

Mr. Lowe takes his turn at talking. And in these informal talks, most of the things he says—aside from the technical aspect of his business of making paints and varnishes—come under the head of one or more of those three lessons.

**Strong Convictions**

For example, at the most recent of these conventions, he spoke on two of these favorite subjects, in the course of a single brief talk to his men. You understand, he does not "harp on" these themes insistently and narrowly. It is merely that they are such strong convictions with him that they inevitably come to the surface of his thoughts. In this case, he said:

"I do not look upon this paint business as altogether a money-making business. It is more than that. It should be a man-making business. And not a one-man business, either.

**Must Have Head**

"Every organization must have a head; this organization has a head—whether a good one or a bad one is for you to judge. But at least I feel that I have had head enough to select a wonderful lot of lieutenants, or colleagues, or assistants—call them what you may—and I am proud of the men who work with me."

That is the first of the three great lessons he has learned—the importance, not only to the business but to him personally of the men in it.

"Some years ago," he said to me, "I read a book, Horace Fletcher's 'Menticulture,' which helped me a great deal. In it he discussed the necessity of getting rid of worry and anger. I was telling someone about it a long time afterward and casually announced that I followed the book's injunction and 'got rid of worry.' Not unnaturally, my friend demanded with some impatience:

**How to Do It**

"'But how?'"

"'Well,' I said, 'I got rid of worry by getting rid of the men who were causing the worry. I had some associates at that time who did not inspire me with either confidence or liking. On the contrary, I distrusted them and was irritated by them. Yet I had felt that in certain ways they were necessary to the business and that I could not risk letting them go.

"'But when I got to thinking about worry and realized that those men were at the bottom of nine-tenths of my worry, I decided that my peace of mind was as necessary to the business as they possibly could be—and it was vastly more necessary to me. So I got rid of the men who were a thorn in my side, filled their places with those I could trust and like, and it proved to be as good a thing for the business as it was for me.'"

**A Serious Matter**

This question of choosing men is a serious one with every employer; for not only should it be the aim of a business to "make men," but the men of an organization, from the one who is the head of it to the ones who may seem the least important, do make the business! Therefore, the matter of choosing them is a vital one.

"The quality I look for most keenly from my very first encounter with a man—or with a boy or girl either—is sincerity," says Mr. Lowe. "I like a man who looks me in the eye, and who does it because it is the natural expression of a direct and honest personality, not a trick he has tried to acquire because he thought it was a good one.

"You can tell the difference. The eyes themselves may be held steady; but there is something in them that wavers and shifts if the act is not natural to the man.

**Look for Character**

"One must always look for character in choosing men, for there are two things which count in a healthy man's work: character and knowledge. He can, to a certain extent, acquire both, but knowledge is gained more easily than character.

"One of my old classmates in New Haven, Professor A. J. Dubois, once defined character as 'right action become habitual through the voluntary exercise of the will.' In that sense, character, good or bad, is formed by everyone. And I like a man who seems to be forming his character by making 'right action habitual.'

"Another thing about choosing men is this: Pick at least some men who are the complements of your own temperament. For instance, I am inclined at times to be over-enthusiastic. My wife has been a wonderful help to me in that respect. Her calm judgment has often served as a necessary brake on my impetuosity. I am sure that many men will say they owe much to the fact that their wives have supplied the quality they themselves lacked—calmness, if they were too hot-headed; optimism, if they were pessimistic; humanism, if they were too much taken up with hard materialistic aims.

**Many-sided**

"For the same reason, a business organization should be a many-sided one. If an executive is very conservative, and chooses only conservative men to work with him, the business will suffer, because it will lack the eager enthusiasm which a few alert and progressive men would supply.

"If an executive who is impulsive and very optimistic surrounds himself with other men who are as impulsive as he is, there is danger of their pace becoming too rapid, their decisions too hasty. They need a few cautious conservatives, men who weigh things carefully and who even instinctly look for trouble. An organization, to be efficient, should be well rounded and well balanced.

**Different Training**

"Different kinds of training fit a man for different kinds of work. For example, college men are valuable in certain positions; but I have found in my own experience that they seldom make good salesmen.

"It seems to me the reason they do not succeed in that line is that they have what may be described, for want of a better word, as too much 'humility.' That sounds startling, but what I mean is this: Their training has made them too much inclined to feel that there are several sides to any proposition; probably because of this they are inclined to hold back when it comes to selling anything.

**Has One Idea**

"The good salesman does not walk all around a proposition and hesitate and give way. He has one idea, an enthusiastic belief in what he is selling and, based on that belief, a conviction that his customer ought to buy it! But the college man has been trained to allow other men to decide their affairs for themselves. That is part of the 'ethics' of college life. So when he comes to selling goods he is likely to go on letting the other man—in this case his customer—decide for himself. And as it is the instinct of most customers to begin by saying they don't want a thing, the student accepts that refusal as final.

**Mutual Goodwill**

"Here is another thing about this man-making phase of a business: There must be not only mutual confidence but mutual goodwill. There is something fundamentally wrong with an organization if any considerable number of the men in it are disloyal to one another, self-seekers, jealous of the credit another man wins.

"For forty years, my brother and I were partners in our business, until his death ten years ago. The application of the principle 'in honor preferring one another' kept us clear of friction in all those years, some of

them very trying ones. We never had a single serious difference.

### Co-operation is Basis

"It cannot be too often repeated that business is done now, and should always be done, on the co-operative principle. 'No man liveth to himself alone.' We must serve others if we expect to be served.

"As employers, our first aim was to secure workmen of character and ability. Then we tried to keep their interest in their work, first, by giving them steady employment, even when it would have been to our immediate advantage to let them go temporarily; second, by giving them an equitable wage; third, by calling for reasonable hours of labor; and, fourth, by trying to provide comfortable and attractive surroundings.

"I consider those four things essential to the success of any business concern. And in addition, we tried to interest our workers in the basic principles involved in treating our men as intelligent human beings, tried to make them think.

### Chance to Think

"I might better say that we gave them the opportunity to think; for I believe most men are glad to be something more than mere machines. Certainly 'workmen of character and ability,' the kind we wanted, are glad of such a chance. We have given prizes for ideas. The quality of any product is largely dependent on the spirit of those who make it. The very best way to improve a product is to improve the organization behind it.

"The proof that our people like to be treated as human beings is in the permanence of their stay with us. A list of those who have been with us more than ten years would comprise a very large portion of all our employees. Several have been with us thirty to thirty-five years."

This is the first of the three lessons Mr. Lowe's half-century of experience has taught him—that the aim of a business should be to make men and not merely to make money.

In the talk above quoted he put also the principles of the second lesson when he said to his salesmen:

### The Big Thought

"The big thought I should like you to carry away from here is this: First, it is your business to sell. That is understood. But what is it you are to sell? Why, you are to sell paints, varnishes, and so on. Yes, of course. But these things are merely instruments. The fundamental thing is that you are to sell ideas; ideas of beauty, of health, of economy, of prosperity, of service.

"Other men, in other businesses, should sell the same ideas. They may be handling shoes, or china, or motor cars, or furniture, or anything else. No matter what it is, they ought to be selling ideas, just the same as you should. The only difference between them and you is that you sell those ideas through the medium of paint. They sell through the medium of their own products. A man's selling methods should be based on this idea of the satisfaction that his commodity can produce.

### Must Have Ideals

"Here is another important thing: A business is always built around certain ideals. They may be good ones or bad ones; but they they are always there. And every idea in that business must bow to those ideals.

"If the ideal around which a business is being built up is one of mere selfish money-grabbing, the ideas used in manufacturing and selling will surely bow to this ideal. You will find that business honeycombed with ideas of cheap labor, cheap production, swollen profits—all of them ideas for furthering selfish gain.

"On the other hand, if the central ideals are faith, happiness, and service, the ideas permeating that business must and inevitably will be those of honesty, integrity, confidence, quality, a contented and loyal organization, and customers who are well served and satisfied."

### Proprietors' Choice

In his talk to me, Mr. Lowe emphasized this point. "The conviction that every business is built around certain ideals, good or bad," he said, "is one of the strongest beliefs I possess. Every proprietor chooses, consciously or unconsciously, the ones to which his business ideas, and therefore his business methods, will bow.

"If I were an employee, I should ask myself what were the ideals of the firm for which I was working, and whether I wanted to make them my ideals, too.

"An employee perceives very shrewdly what are the guiding principles in the organization of which he is a part. Sometimes the employees recognize these principles more clearly, or at least more openly, than the proprietor does.

"The head of a business may try to deceive himself about his principles; but the employees have no such temptation. They are not responsible for those ideals. They did not formulate the principles on which the business is being conducted—but they see the practice, and they have no illusions about it.

### Should Be Basis

"As I said before, this belief that every business is built around certain ideals should be a fundamental principle of a man's business creed. This is what I mean when I talk to our salesmen about 'selling ideas through the medium of paint.'

"I tell them they must not think merely of selling so many cases of paint or of varnish. They must think what this paint or varnish is to accomplish! Because it improves the appearance of a home, or an office, or a building, they must sell their prospective customer the idea that paint means Beauty. Because cleanliness is sanitary, they must sell the idea that paint means Health; because it preserves the surfaces, they must sell the idea that paint means Economy. Cheerfulness, brightness, color—these make a pleasing environment; therefore, paint may actually mean added Happiness. People are attracted to a store, or a theatre, or even to a church, if it is well painted and artistically decorated; and for that reason paint means Prosperity.

### Must Give Service

"If the central ideals of a business are not those of service to the customer, but are those of getting the most and giving the least in return, it would be difficult for its salesmen to use such selling points as I have outlined above. And the same thing would be true in the producing end. If the idea is not one of service, the whole process of manufacturing would be governed by ideas of cheapening the product unwarrantably in order to swell the profits. That is why the ideas of a business always bow to its ideals."



*The Price of Clothes*

*First Rustic—"It looks like Bill was going to marry that there widder."*

*Second Rustic—"Well 'e might do worse. Her first 'usband left an uncommon good overcoat."—The Bystander, London.*

### Study Your Business

The third lesson which Mr. Lowe has learned is the importance of studying one's business. "When I was graduated from the Sheffield Scientific School of Yale, fifty years ago," he said, "I had received certain benefits from my college experience; but a knowledge of the value of study was not the greatest of them. I had learned decidedly more from men than from books. Those years at the university had formed my character more than it had formed my mind. I think that is true of most college men.

"This forming of characters is, of course, a vitally important thing. But it was not until ten years after leaving college that I realized that character is the foundation for a building—not the building itself. At least, that is true in business.

"A man may be upright and honorable, fair to his employees, honest in all his dealings, lofty in his ideals of service, and yet fail to succeed in his work or his business. Character alone will not keep the sheriff from his door.

### Knowledge Essential

"When it comes to building an enduring edifice on that foundation of character the thing a man needs in addition is—knowledge. He must know his work, whatever it is. By just so much as he increases his knowledge of it, that which he builds becomes broader and bigger and more substantial.

"I was thirty-five years old before I learned this lesson. When I did, I began to study. By this time we were making progress in our business. We have already settled on our ideals, had determined that they should be ideals of service. That automatically required that we should consider quality first.

"We passed through periods of doubt and uncertainty, periods when we were tempted to lower our standard because we were losing money. It was then that I realized that something besides the best of intentions was necessary to success in business. In our case, expert technical knowledge was the essential thing—and I set to work to acquire it by devoting my leisure hours for years to study and to the conducting or directing of laboratory experiments.

### Investigated Closely

"I made scientific investigation of the raw materials which are used in the making of paints and varnishes. I studied the surfaces to which they are applied: the effect on them of different climates, the influence of different weather conditions at the time the painting or varnishing was done, the relative importance of the different 'coats,' from the priming one to the finishing one, the comparative results of various methods of mixing.

"For example, one of the subjects I found I had to consider was the use of paint on steel. Any exposed steel surface must be painted in order to prevent rust. In the case of railway bridges, to cite only one instance, the question of painting is a vital one. In order to know my subject, I made a study of the processes of steel manufacture. In that investigation I traveled extensively.

### An Important Gain

"The important gain from this research was the knowledge I could bring to the problems of my own business. The study of how to preserve steel began with the steel itself—but it ended in paint. That was where I 'came in.'

Continued on page 64

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### UNIVERSAL AMMETER

The Universal P. V. Ammeter, manufactured by the Roller Smith Company, 233 Broadway, New York, is furnished with a full supply of mounting screws, nuts and washers. The manufacturers




*Ammeter*

claim that the outstanding feature of this instrument is the universal application to all makes of cars, all types of lighting and starting systems and all voltage systems. It is said that this instrument will operate under any conditions, it having been particularly designed for cranking circuit use. It is flush type, black finish with a range of 30-0-30 amperes. The diameter of the body is two inches, and the diameter of the hole required in the dash is 2 1-16 inches.

### TIRE TOOL

The Case tire tool, manufactured by the Motor Necessities Company of Winnipeg, for use on clincher tires, does away with the heavy labor involved in the removal of tires. It removes the tire an inch at a time, it is stated, without stretching or tearing the fabric, and

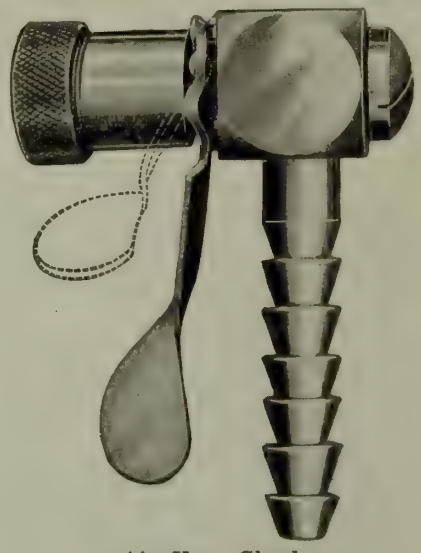


*Tire Tool*

works from the hub with a lever on the ground doing all the hard work through scientific principles. One of the features of the tool is the forcing away of the bead from the rim when stuck on. This is easily done with either of three different methods. The Case tire tool, the manufacturers claim, is ideal for quick work in cold weather, and insures proper tire care without labor, as no force is required.

### AIR HOSE CHUCK

The "Lox-On" air hose chuck, manufactured by the Automatic Safety Tire Valve Corporation, 1765 Broadway, New York, is a decided advance, it is stated, in construction of heavy duty air hose chucks for air stations and garage purposes, especially designed where air tanks are used. The rubber washer does not come in contact with the tire valve stem until compressed by drawing the lever. This prevents wasting of air, which is so common with various makes of air chucks. The check valve inside of the "Lox-On" chuck cannot be jam-

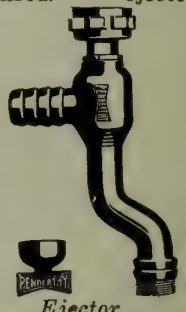


*Air Hose Chuck*

med and made inoperative, as this is prevented through the construction of the nose of the chuck. The "Lux-On" chuck will not go down over the tire valve beyond the shoulder of the valve. The "Lox-On" chuck is guaranteed not to leak. It is claimed it will materially reduce the cost of current now used in replenishing air which is actually wasted and does not go into the tires.

### WASHING MACHINE EJECTOR

A washing machine ejector for household use is being manufactured by the Penberthy Injector Co., Ltd., Windsor, Ont. The manufacturers state that the device is designed to transfer water or other liquids from pumps, washing machines, wash tubs, cellar pits, or any place where there is an accumulation by means of ordinary water pressure. No electrical, steam, or other operative power is required. The ejector takes the




*Ejector*

maximum amount of water from the tub or pump with the minimum amount of water operating the ejector. It is stated that it is a very handy device to have around the house, saving much back straining and lifting. The ejector is made of aluminum, has no loose parts and nothing to get out of order, does its work quickly and efficiently, and will last a lifetime.




Diamond and Hyde, Belleville, Ont., successors to Wm. McGie, plumbing. Will you inform us who manufactures Marine Hotel Ranges, or where we could secure repairs for same?

You would require the number or trade name in order to get repairs. The Wrought Iron Range Co., 149 King St. West. The Gurney Foundry Co., Ltd., 500 King Street West; the McClary Mfg. Co., 177 King Street West, all of Toronto, and many others, manufacture marine hotel ranges.—Editor.

Galt, Ont.—Fraser Hardware Co., Galt Ont.—Will you give us the address of Black Bros., manufacturers of cabinet clamps?

This firm's address is, Black Bros. Machine Co., Mandota, Illinois, U. S. A. —Editor.

Cronk & Buchanan Hardware Co., Guelph, Ont.—Will you in form us where we can procure Syrup Gravity Testers?

The Taylor Instrument Co's., 110 Chuch Street, Toronto, Ont., supply these.—Editor.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

PRICE changes are numerous again this week and almost without exception are upward. Carborundum products show one of the heaviest advances, the new quotations being 25 per cent. higher than former figures. Clothes pins move up ten per cent., screen doors about seven per cent. and screen windows the same.

Advances are also shown in the prices of roller skates, crumb sweepers, apple picker baskets, round shank jobbers' drills, auto coaster waggons, japanned hitching rings and Jellstone.

Ingot metals are reported firm.

Spot linseed continues very scarce. Prices are firm, but within a week or two easier markets are looked for. Turpentine prices are holding unchanged. Deliveries are only fair and advices from the South are to the effect that factors are holding back looking for higher prices as supplies generally were never known to be so scarce.

# MONTREAL MARKETS

MONTREAL, Oct. 23—Advances for the week are recorded for toilet clippers and there also has been an increase in the price of Trimo wrenches. Carborundum sharpening stones are also marked up. The undertone of the stove and ware market is decidedly strong, plates being hard to get delivery of and making it necessary to cut in on spot supplies extensively. Pig lead is also higher and this may affect the price of solder—which has strengthened already this week—and also manufactured lead products. Cotton rope is very firm and may be marked up. Pig iron prices have moved up about $2 per ton. Plates and sheets, particularly tinplate and Canada plate, are much firmer, with increased prices made effective for galvanized sheets which are now getting scarce. Spelter and antimony are marked higher. The only declines of the week are those for low-priced locks made by Canadian manufacturers and an easier market for ingot copper. Trade is manifestly active.

## *An Increase Made For Toilet Clippers*

**Montreal.**

CLIPPERS.—An advanced basis has been made effective for "Columbian" toilet clippers. The No. 0 are advanced from $30 to $36 per doz., and the No. 1 from $28 to $33.

## *Sharpening Stones; Hose Couplings Up*

**Montreal.**

STONES, COUPLINGS.— Advanced prices are in effect for carborundum sharpening stones. Some of the important changes are as follows and indicate an increase of about 12½ per cent.: No. 115, doz., $18.20; 117, $18.20; 121, $13; 142, $7.80; 180, $10.40, and No. 78, $10.40.

Cast brass hose couplings are also marked higher, the increase being about 15 per cent. Half inch size are now selling at $2.25 per doz.; ¾ at $2.30, and 1 in. at $4.40.

## *Some Locks Lower; One Line Wrenches Up*

**Montreal.**

LOCKS, WRENCHES.—A decline approximating 5 per cent. is announced for various makes of Canadian low-priced inside lock sets.

Advanced prices are in effect for Trimo wrenches, the following net prices now prevailing: 6 in., doz., $14.40; 8 in., $17.20; 10 in., $20; 12 in., $26.50; 15 in., $34.50, and 18 in., $46.

## *Much Stronger Tone Marks Stoves and Wares*

**Montreal.**

STOVES AND WARES.—The present situation regarding stoves and ranges, heaters, etc., is decidedly strong as far as prices are concerned. Labor has much to do with a firm price undertone, but, of course, the steel plate outlook has more just now. It is not improbable that prices will go higher ere long.

In the various wares made of plate, tendencies are strong. If the makers are confronted with the necessity of paying a premium on supplies required, it is also possible that increases will be registered on some of these lines ere long.

## *Coal Oil and Lubs.; Gasoline Unchanged*

**Montreal.**

COAL OIL, GASOLINE.—With no actual price change for either coal oil or gasoline, or for lubricating grades, the market conditions are continuing quite satisfactory. Movement is fairly active, and supplies are fully adequate to take care of the trade needs.

Motor grade gasoline is selling still at 33c and coal oil, as to grade, at 22-25c per gallon.

## *May be Higher Prices For Various Cotton Rope*

**Montreal.**

ROPE AND CORDAGE.—The tendencies are very firm on all lines of cotton rope and the market may advance at an early date. One of the firming factors is that of excessive rains in the producing centres, this making the sellers rather apprehensive. In the meantime the undertone is very, very strong.

Manila and sisal rope are steady. The market on raw material is such as to have justified a continuance of the former base prices, it is pointed out, but competition has been keener of late, resulting in more or less price cutting. Base prices are: Pure manila, per lb., 31c; British or Beaver manila, 27c, and sisal, 23½c.

## *Pig Iron is Firmer; Iron and Steel Steady*

**Montreal.**

IRON AND STEEL.—No declines are likely for iron and steel bars. The pig iron basis has been stronger in the South and prices increased about $2 per ton. The outlook is for a maintained price basis just now and mills are quite busy with orders required immediately. The iron and steel outlook is encouraging for an active fall selling.

IRON AND STEEL

| | |
|---|---|
| Star finish machinery steel | 3 30 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond toe steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *Soaring Are Prices On Plates and Sheets*

**Montreal.**

SHEETS AND PLATES.—"It may be that higher prices still will prevail," said HARDWARE AND METAL last week, and this forecast has now been realized in that decidedly higher prices are effective for galvanized sheets. The basis is becoming distinctly a nominal one, in that supplies are scarce and in some instances a premium is being paid to obtain stock. Little improvement is looked for and markets will perhaps continue to strengthen.

The same conditions are true regarding Canada plates and tinplate.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 65 | 6 40 |
| 12 gauge | 5 70 | 6 35 |
| 14 gauge | 5 75 | 6 50 |
| 16 gauge | 5 85 | 6 65 |
| 18-20 gauge | 6 30 | 6 35 |
| 22-24 gauge | 6 35 | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 28 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 9 10 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 9 00 |
| 26 gauge | .... | 8 75 |
| 24 gauge | .... | 8 15 |
| 22 gauge | .... | 7 75 |
| 18 and 20 gauge | .... | 7 75 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *With Pig Lead Higher May Soon be Mark-ups*

**Montreal.**

LEAD PRODUCTS—Bar solder prices have advanced one cent per lb. with a steadily firming and higher market for pig lead, and with some reporting more or less difficulty in obtaining their needs, it is expected that there will be an advance in the price of manufactured lead products. It may even be that solder will be marked up higher still. In the meantime the trade is quite satisfactory, although this could be greater.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq., ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 37½ |
| Solder, strictly, lb. | .... | 0 33 |
| Strictly, commercial, lb. | .... | 0 32 |
| Solder, wiping, lb. | .... | 0 30 |
| Solder wire (8 gauge)— | | |
| 40/60 | .... | 0 36 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 17 |
| Do., broken lots | .... | 0 18 |

## *Metals Are Ruling On Steadied Basis*

**Montreal.**

OLD MATERIAL.—The market is really featureless this week. Sales of small lots of old scrap are being made, but beyond the moderate movement entailed in this selling few round lots are disposed of. The tendencies are rather steady, but manufacturers do not appear to be in the market just now for a great lot of stuff. Old copper, brass, rubbers, etc., are unchanged.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 15 | 0 15¼ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Malleable scrap (ton) | .... | 15 00 |
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | .... | 21 00 |

## *Copper is Weaker, But Lead, Antimony Higher*

**Montreal.**

INGOT METALS.—Lead markets are firming steadily and the trade is quite concerned. There also has been a firming of the basis for antimony and spelter, while copper is weaker. Tin is unsettled.

COPPER.—Weakness has developed in this and prices are marked down, 24½c per lb. being quoted this week.

TIN.—The market is more difficult to define, the quotations being somewhat erratic. Local prices are a bit lower at 58c.

LEAD.—Jobbers and importers are anticipating more difficulty in getting requirements. The undertone is not only firmer, but prices are marked up to 7¾c per lb.

SPELTER.—A stronger feeling is manifest in this and the local price basis, while unchanged, is firm at 10c per lb.

ANTIMONY.—One-quarter of a cent per lb. is added to the price this week, making the quotation 10¼c.

ALUMINUM.—A steady but limited demand obtains for this and prices are unchanged at 34c.

PIG IRON.—Firmer, with a nominal basis of $50 per ton still quoted.

# TORONTO MARKETS

TORONTO, October 23—Advances have been made in a number of lines and the general tendency is for firm markets. Scarcity of goods continues to be one of the troubles of hardware merchants.

New and higher prices have been named on carborundum products, which are up 25 per cent.; clothes pins, which advance ten per cent., screen doors and some makes of hand saws.

Advances in ingot metals and in agricultural wrenches, and brooms would occasion no surprise.

There is a seasonable demand for glass and putty. Prices are unchanged.

Linseed oil continues to be scarce, but prices are holding steady. Turpentine is in good demand at former quotations.

## *Clothes Pins Advance 10%*

**Toronto.**

CLOTHES PINS.—These have advanced and are one of the woodenware lines previously predicted by HARDWARE AND METAL to reach a higher level. The reason is given that there is a smaller quantity of lumber cut compared with normal times. Labor is offered so many other opportunities at higher wages that in order to produce manufacturers are required to meet the higher wages, with the inevitable result. The present quotations are $1.20 per gross f.o.b. Newmarket.

## *Kasement Dore Prices Announced*

**Toronto.**

KASEMENT DORES.—New prices for 1920 have been announced for Kasement Skrene Dores, complete with hardware, Skrene Dores, with hardware, as follows: Black wire, No. 1, 2 ft. 6 in x 6 ft. 6 in., $2.75; 2 ft. 8 in. x 6 ft. 8 in., $2.80; 2 ft. 10 in. x 6 ft. 10 in., $2.85; 3 ft. x 7 ft., $2.95. No. 2, 2 ft. 6 in. x 6 ft. 6 in., $2.85; 2 ft. 8 in. x 6 ft. 8 in., $2.90; 2 ft. 10 in. x 6 ft. 10 in,, $2.95; 3 ft. x 7 ft., $3.05. No. 4, 2 ft. 8 in. x 6 ft. 8 in., $3; 2 ft. 10 in. x 6 ft. 10 in., $3.05; 3 ft. x 7 ft., $3.15 each.

Complete with hardware sets: If galvanized wire is desired on above the extras are as follows: 2 ft. 8 in. x 6 ft. 8 in., 30 cents each; 2 ft. 10 in. x 6 ft. 10 in., 35 cents; 3 ft. x 7 ft., 4 0cents. Extension bottoms, 45 cents each. Doors are packed six in a crate.

## *Carborundum Products Advance 25 Per Cent.*

**Toronto**

CARBORUNDUM.—Prices have taken a jump of approximately 25 per cent. and are recorded in the form of a higher list rather than a change of discount. The advanced price of raw material and higher price of labor is said to be the main factor in bringing about the new price.

## *Hand Saws and Saw Vises Advance*

**Toronto.**

HAND SAWS.—Some makers have advanced their prices on hand saws and saw vises, due, it is said, to the scarcity of steel, also to the high cost of skilled labor. Prices vary considerably. The present price represents an advance of from 5 to 10 per cent.

## *Agricultural Wrenches May Advance*

**Toronto.**

AGRICULTURAL WRENCHES. — These are very firm and jobbers would not be surprised to see a higher price go into effect. The demand for this line is very heavy and some find them hard to procure.

## *Brooms Unchanged; May Advance*

**Toronto.**

BROOM CORN VERY FIRM.—There does not seem to be a possible chance of a decline, in fact it is expected that prices are more liable to advance. The corn crop is in condition to market and corn in the field is selling at $300 to $320 per ton in some localities. It is claimed that the length is too long and therefore too much is cut to waste. This with the scarcity and higher prices paid for labor, it is said, is the cause for the firming of the market and the possibility of an advance in the near future.

## *Stoves and Wares Still Hold Very Brisk*

**Toronto.**

STOVES AND WARES.—This line is remarkably brisk and jobbers are puzzled just how to handle the business which is pouring in from all over the country. It is stated that merchants held back their orders this year to a large extent, thinking, no doubt, that the price would decline, but it has been remarked that the decline will not come this season, in fact some look for a higher market. Some manufacturers state they would not be surprised if the situation turned, cut very badly, and think when the first cold snap comes the rush will be excessive, and merchants and jobbers alike are not nearly prepared to meet it. Capacity business is being handled now, said one manufacturer, and predicts a probable famine when the cold snap reminds the private individual and consumer who needs the goods but has put off buying till the eleventh hour. Most manufacturers have refrained from taking advantage of the situation and have not advanced their prices although it is impossible to predict what the near future will bring.

## *Sheathing, Dry and Tarred, Very Unsettled*

**Toronto.**

SHEATHING, DRY AND TARRED. —This is very unsettled, and in some instances very scarce. It seems the shortage in this line is causing great inconvenience from the manufacturer down to the consumer. One of the causes given is that scrap paper in sufficient quantities is almost off the market, in fact HARDWARE AND METAL was informed that several paper box manufacturers were closed down, being unable to secure sufficient scrap paper. Although prices are firm there is no change at present.

## *Whiting Reported Very Scarce*

**Toronto.**

WHITING.—The better grades are reported very scarce, some manufacturers having difficulty procuring sufficient for their own use.

## *Lead and Zinc Products Firm*

**Toronto.**

LEAD AND ZINC PRODUCTS.—These are firm, owing, no doubt, to the advance in lead and the general scarcity of other goods. Trade is good with the market showing a stronger tendency. Prices are quoted as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 6 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Sheets, Black and Galvanized, Scarce*

**Toronto.**

SHEETS, BLACK AND GALVANIZED.—With the steel and iron strike well in hand producers are giving serious consideration to the effect of a possible suspension in the coal fields. Auto manufacturers of cars and parts are constantly in the market for bars and sheets and other rolled products for early shipment, for which premiums are paid. Some sheets and wire are being shipped overseas at a premium of three to five dollars per ton. Jobbers state their stocks are very low, in fact some are exhausted, and claim there is an urgent demand. It is expected a large volume of this year's business will be carried into the first half of next year. The following lists are more or less general owing to so many firms quoting different prices according to their situation. One jobber stated to HARDWARE AND METAL that he had received a shipment of English galvanized sheets and believes it to be one of the first shipments of English sheets since English shipping has been resumed. Quotations are as follows:

**BLACK SHEETS—**

| | |
|---|---|
| 14 gauge | $5 40 to $5 45 |
| 16 gauge | 5 50 5 60 |
| 18-20 gauge | 6 05 6 15 |
| 22-24 gauge | 6 10 6 20 |
| 26 gauge | 6 15 6 30 |
| 28 gauge | 6 25 6 45 |
| 3-16 inch plate | 4 90 6 25 |
| ¼-inch boiler plate | 4 40 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | $8 05 | $8 90 | $8 00 | $9 25 |
| U.S. 28 | 7 75 | 8 30 | 7 60 | 8 55 |
| U.S. 26 | 7 45 | 7 90 | 7 30 | 8 20 |
| 22 and 24 | 7 30 | 7 70 | 7 15 | 8 00 |
| 18 and 20 | 7 15 | 7 50 | 7 00 | 7 80 |
| 16 | 7 00 | 7 25 | 6 85 | 7 60 |
| 12 and 14 | 6 90 | 7 05 | 6 70 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Steel and Iron Bars Show a Stronger Tendency*

**Toronto.**

STEEL AND IRON BARS.—More progress has generally been made in restoring former activities in the steel and iron industry. Strike interruptions have practically ceased to be regarded as a major factor in the iron and steel production in certain localities. Prices on steel and iron bars remain very firm, with a tendency to advance. Mills are securing very large orders for iron and steel at present. Ship work is calling for large tonnages, and European buyers are coming into the market for large quantities. Following are the present quotations:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 60 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Boiler Tubes Are Firmer*

**Toronto.**

BOILER TUBES.—These are very firm owing no doubt to the great scarcity of skelp. Producers cannot procure these strips, it is said, and a higher price may be the outcome. Following are the present quotations:

| | Per 100 feet | |
|---|---|---|
| **BOILER TUBES—** | Seamless | Lapweld |
| 1 inch | $27 00 | ..... |

| | | |
|---|---|---|
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Scrap Materials Still Unchanged*

**Toronto.**

SCRAP MATERIALS. — Are much firmer. The industrial disturbance and innumerable strikes, lockouts and embargoes have acted depressingly in all directions and choked off the expansion that should be in full play by this time. It is expected scrap metals will remain until further advances in new metals are scored. No large orders are placed, dealers claim, consumers apparently living from hand to mouth, showing the conservatism of caution caused by the prevailing unrest. Following are the present quotations:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 12 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red Brass | .... | 0 15¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 1½ |
| Automobile tires | .... | 0 03 |

## *Lead Prices Higher; Other Ingots Firmer*

**Toronto.**

INGOT METALS.—Are very firm with a strong tendency to advance. The car shortage continues to be a factor, while the production appears to be restricted. The producers generally find it hard to meet the wants of regular customers. Considerable warehouse business is being contracted. All eyes are turned on the coal situation, and if the miners actually call a strike it will not be hard to predict what will happen to the present prices.

COPPER.—This is in good demand although the European situation is very disappointing. It was the general belief in the trade that European manufacturers would buy immense quantities of copper immediately after the armistice was signed. Labor troubles and unfavorable credit developments seemed to have co-operated to defer such buying. It is said copper-producing interests view the future outlook with great confidence and are preparing to supply the biggest demand of all time. The present quotations are from a basis of 26 to 27 cents.

TIN.—Tin is much firmer, although most industries have been retarded by the strike and buyers have not been so anxious to contract for futures. The opinion prevails in the trade most future requirements have only been very lightly covered and a return to normal operations should cause more active buying with the natural result of higher prices. Present quotations are 59 to 60 cents per pound.

SPELTER.—This still remains unchanged although higher prices are looked for. Business is showing more improvement.

LEAD.—The lead market is strong and selling at a slightly higher figure. Consumers are showing a disposition to lay in supplies of lead, and dealers also are taking more interest in the market, it is said, giving more strength to the situation than it has had for some time past. The quotation at present is 8 cents per pound.

ALUMINUM.—The demand is not heavy although a fair quantity is being handled. The price is firm at 34 cents

ANTIMONY.—Continues firm, and an advanced price is looked for. The present selling is 10 cents per pound.

# LONDON MARKETS

LONDON, October 23—Numerous advances in prices are shown this week and among the lines which have moved to higher levels are: screen doors and windows for spring booking, auto coaster waggons up 12½%, corn brooms up 50 cents a dozen, crumb sweepers, apple picker baskets, japanned hitching rings, roller skates, round shank jobber drills and 20th century Jellstone. There is a general tendency for prices to be firm and shortage of goods in many lines continues.

There is an active demand for builders' hardware, roofing, roofing shingles, nails, oil and electric heaters, stoves and stove accessories. Plans for more new houses and for other structures are being prepared all over the district and indicate continued activity in the building trades. Business is reported excellent throughout the district and collections good.

## *Screen Doors, Windows Advance 7 Per Cent.*

**London, Ont.**

SCREEN DOORS, WINDOWS.—Screen doors and windows for spring booking show an advance of seven per cent. The quotations are as follows:

Doors—No. 1, $18.62 per dozen; No. 2, $23.00; No. 21, $27.82; No. 3, $30.40; No. 6, $31.70; No. 8, $32.80; No. 9, $39.50.

Screen Windows—No. 12, $3.64 per dozen; No. 12½, $4.12; No. 1, $3.53; No. 13, $4.02; No. 14, $4.28; No. 14½, $4.55; No. 15, $4.92; No. 16, $6.80; No. 2, $4.71; No. 3, $5.14; No. 4, $5.51; No. 5, $6.05; No. 6, $6.53; No. 7, $7.01; No. 8, $7.55; No. 9, $8.30; No. 10, $10.17.

## *New Price Named On Crumb Sweepers*

**London, Ont.**

CRUMB SWEEPERS.—New and higher quotations have gone into effect on Onward crumb sweepers, the new price being $2.75 each.

## *Auto Coaster Waggons Up 12¼ Per Cent.*

**London, Ont.**

AUTO COASTER WAGGONS.—A big advance has been made in auto coaster waggons, the new list prices being up 12½ per cent. Quotations are as follows: No. 00, $50.60; No. 01, $89.65; No. 1, $108.15; No. 2, $119.55; No. 3, $132.35; No. 4, $150.85 dozen, less 35 per cent.

## *Corn Brooms Are Up 50 Cents a Dozen*

**London, Ont.**

CORN BROOMS.—Prices on corn brooms show an advance of fifty cents a dozen, the new quotations being: No. 8, $11.50; No. 7, $10.00; Parlor, $8.75; XQ, $6.75; Factory, $9.00 per dozen.

## *Apple Picker Baskets Are Revised Upwards*

**London, Ont.**

APPLE PICKER BASKETS.—A new and higher price has been named on this line, and quotations are now $6.00 per dozen.

## *Reduction is Shown in Lath Yarn Prices*

**London, Ont.**

LATH YARN.—A reduction is shown in the quotations on lath yarn, the new price being 23½ cents a pound.

## *Higher Quotations on Hitching Rings*

**London, Ont.**

JAPANNED HITCHING RINGS.—A new and higher price has been named on these goods, and quotations are now $1.15 per dozen.

## *Advance is Shown in Roller Skates*

**London, Ont.**

ROLLER SKATES.—Higher prices have been named on roller skates, the new quotations being: No. 3 Union, $1.35 per pair; No. 5 Union, $2.75 per pair.

## *20th Century Jellstone is Up a Cent a Pound*

**London, Ont.**

20TH CENTURY JELLSTONE.—An advance of a cent a pound has been made in this line, the new prices being:

white, 14 cents a pound; tints, 15 cents a pound, less 40 per cent.

## *Round Shank Drills Have Been Advanced*

**London, Ont.**

ROUND SHANK JOBBERS' DRILLS—A new price of 35 per cent. off list has been named on these goods.

## *Active Demand For Wire Nails*

**London, Ont.**

WIRE NAILS.—No change is shown in the prices of wire nails. There is an active demand and indication that business will continue brisk. Quotations are on the basis of $4.70 base for wire, and $4.75 base for cut nails.

## *White Lead in Oil Remains Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—There is a good sale for white lead in oil. Quotations are unchanged, the figures being: Pure, tons, $16.35 per 100 lbs.; less tons, $16.70; Elephant, $16.95 per 100 lbs.; less tons, $17.30.

## *No Changes Shown in Glass or Putty*

**London, Ont.**

GLASS, PUTTY.—Both glass and putty are selling well. No change is shown in the quotations, which are as follows:

Glass—Single Diamond, 30%; Double Diamond, 30%; Cut Lights, 10%.

Putty—Standard, 100-lb. drums, $6.80 per 100 lbs.; 25-lb. drums, $7.05. Pure, 100-lb. drums, $9.30; 25-lb. drums, $9.55.

## *Linseed Oil Prices Are Ruling Steady*

**London, Ont.**

LINSEED OIL.—Seasonable sales of linseed oil are being made. Prices show no change, and are as follows:

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrels, gal. | $3.15 | $3.18 |
| 3 to 5 barrels, gal. | 3.14 | 3.17 |
| 6 to 9 barrels, gal. | 3.12 | 3.15 |

Less barrels, add 10 cents gallon.

## *Demand is Brisk For Turpentine*

**London, Ont.**

TURPENTINE.—Good sales of turpentine are reported. Prices are holding unchanged at the following quotations: $2.45 imperial gallon; $2.44 imperial gallon; $2.55 imperial gallon.

# WINNIPEG MARKETS

WINNIPEG, October 23—Price changes during the past week again show a general advance on all lines affected which include oil stones, oil cups, valves, galvanized sheets, black sheets and tinned copper, and many important advances in other steel lines will no doubt be reported shortly, due to the prolonged strike of the steel workers which will seriously deplete stocks, despite the fact that many of the mills report that they are running with their full staff, in fact deliveries are already showing up in lines of heavy goods, especially galvanized sheets, which are bringing premiums for delivery.

Business in general is reported to be very good and orders for Christmas trade are now moving forward, while such lines as lanterns, stoves, etc., are in good demand.

## *Prices of Drills Due to Advance*

**Winnipeg.**

DRILLS.—Prices on drills of all kinds which have held firm for some time past are due to advance in the near future, as manufacturers have stated that owing to increased cost they will have to advance selling prices. No mention is made as to how much the increase will be, but it is expected to be at least 10 per cent.

## *Pike Oil Stones Up 10 to 15 Per Cent.*

**Winnipeg.**

PIKE OIL STONES.—Following the recent advance made by the manufacturers new prices are now effective on Pike oil stones, and show an increase of from 10 to 15 per cent. above previous quotations. The following are to-day's ruling prices on a few of the more familiar lines:

Washeta Oil Stones—No. 1 x 6 in., 42c; 7 in., 48c; 8 in., 60c each.

Lily White Oil Stones—No. 1 x 6 in., 78c; 7 in., 90c; 8 in., $1.20.

Washeta Mounted Oil Stones—No. 1, 6 in. x 2 in., 65c; 7 in. x 2 in., 75c; 8 in. x 2 in., 90c each.

Quick Cut Oil Stones—4 in., 18c; 6 in., 30c; 7 in., 36c.

Queer Creek Oil Stones—7 in., 30c.

India Combination Oil Stones—No. 1½, 7 x 2 in., $1.50; No. 29, 6 x 2 in., $1.25 each.

Medium Combinaton Oil Stones—No. 1½, 7 x 2 in., $1.25; No. 29, 6 x 2, $1.00 each.

India Axe Stones—No. 60, 60c each.

## *Penberthy Valves and Oil Cups Are Higher*

**Winnipeg.**

PENBERTHY VALVES, OIL CUPS. Based on factory quotations new prices are now ruling on Penberthy valves, oil cups, etc., showing advances of from 5 to 10 per cent., due to the increase in wages and raw materials. To-day's prices are as follows:

Oil Cups, Safety—No 400, $1.50; 401, $1.75; 402, $2.00; 403, $2.50; 404, $3.00 each. Salute—No. 551, $1.30; 552, $1.40; 553, $1.50; 557, $3.70.

Sancho Oil Cups—No. 601, $1.20; 602, $1.40; 603, $1.55 each.

Sultan Oil Cups—No. 652, $1.90; 653, $2.65; 654, $2.65; 655, $3.00; 656, $4.05; 657, $5.25.

Penberthy Regrinding Angle Valves—¼ in., $1.21; ⅜ in., $1.38; ½ in., $1.76; ¾ in., $2.42; 1 in., $3.08; 1¼ in., $4.40; 1½ in., $6.05; 2 in., $9.65 each.

Compodisk Angle Valves—¼ in., $1.10; ⅜ in., $1.25; ½ in., $1.60; ¾ in., $2.20; 1 in., $2.80; 1¼ in., $4.00; 1½ in., $5.50; 2 in., $8.75.

Penberthy Regrinding Globe—¼ in., $1.21; ⅜ in., $1.38; ½ in., $1.76; ¾ in., $2.42; 1 in., $3.08; 1¼ in., $4.40; 1½ in., $6.05; 2 in., $9.65.

Compodisk Regrinding Globe—¼ in., $1.10; ⅜ in., $1.25; ½ in., $1.60; ¾ in., $2.20; 1 in., $2.80; 1¼ in., $4.00; 1½ in., $5.50; 2 in., $8.75.

Penberthy Regrinding Hor. Check Valves—¼ in., $1.21; ⅜ in., $1.32; ½ in., $1.43; ¾ in., $2.09; 1 in., $2.86; 1¼ in., $3.96; 1½ in., $5.50; 2 in., $8.25.

Compodisk Hor. Check Valves—¼ in., $1.10; ⅜ in., $1.20; ½ in., $1.30; ¾ in., $1.90; 1 in., $2.60; 1¼ in., $3.60; 1½ in., $5.00.

## *Galvanized Sheets Up 30 Cents Per 100 lbs.*

**Winnipeg.**

GALVANIZED SHEETS.—Prices on galvanized sheets, which have held very firm for some time past, show an advance during the week of 30c per 100 lbs. While stocks are reported very low and very little prospect of geting further deliveries till after the 1st of the year, and should the steel strike continue for a lengthy period deliveries will naturally be further delayed. To-day's ruling prices are given herewith on both black and galvanized sheets.

Galvanized sheets—10¾ oz., $9.70; 28 ga., $9.30; 26, $9.00; 24, $8.85; 22, $8.85; 20, $8.70; 18, $8.70; 16, $8.55 100 lbs.

Black sheets—28 ga., $7.80; 26, $7.70; 24, $7.65; 22, $7.65; 20, $7.60; 18, $7.60; 16, $7.00; 14, $6.90; 12, $6.85; 10, $6.80 100 lbs.

## *Plain Tinned Copper Up 10 Cents a Pound*

**Winnipeg.**

PLAIN TINNED COPPER.—Plain tinned copper also shows an advance during the week of 10c per lb., due to market fluctuations, and is selling to-day at 65c a lb.

## *Turpentine Prices Are Holding Firmly*

**Winnipeg.**

TURPENTINE.—Turpentine prices still hold firm at the reduced prices established last week, which showed a reduction of 20c per gallon, and from present indications no further decline is expected. To-day's market prices are given as follows: Barrel lots, $2.50 gal.; ½ barrel lots, $2.53 gal.; 5 gallon lots, $2.55 gal.; 1 gal. lots, $2.55 gal. Plus the usual extras for containers.

## *Linseed Oil Holds at Former Figures*

**Winnipeg.**

LINSEED OIL.—Linseed oil prices show no change during the week, holding firm at former quotations, which are given as follows: Raw linseed oil, $2.75 gal.; boiled linseed oil, $2.78 gal.

# PITTSBURGH MARKETS

PITTSBURGH, PA., Oct. 23.—The iron and steel strike continues to wane and employment and production at the blast furnaces and steel mills continue to increase, but the rate of change continues to be a very slow one. Production even now is only about 60 per cent. of normal, taking the iron and steel industry as a whole.

When the manufacturers as well as all, or nearly all, outside observers have felt since the first few days that the strike could not possibly win, it seems strange that after four weeks of strike men should be returning to employment so slowly. The common if not universal theory is that the strike leaders have been bolstering up the strike by promising their representatives in the field, and the strikers themselves, that something favorable to the cause of the strike is going to come from the labor conference at Washington, which assembled when the strike had been in progress for two weeks.

It is altogether improbable, however, that there will be any action of that sort at Washington. The resolution introduced by the labor representatives, for an investigation of the steel strike by a committee of six, is probably buried. The resolution recognizing collective bargaining has had an irregular course, but if adopted it would not help the steel strike particularly.

Just how the strike leaders themselves view the strike is not known. Their claims from day to day are usually that they "are holding their own," which is not a strong claim to make, since holding their own would be quite insufficient to enable them to win the strike when they have considerably less than half the industry tied up. If they believe the reports sent them from the field they consider the strike stronger than it is, for some of the reports that the manufacturers have seen are absurd exaggerations, but it is not probable that the leaders really believe these reports. The leaders seem to be concentrating their energy in efforts to hold meetings in the Pittsburgh district. They approached Pittsburgh city council to investigate the Mayor's refusal to sanction meetings in the strike districts, but council would not take the matter up. The city administration allows meetings in certain portions of the city, where there are no strikes, but refuses to permit meetings near mills that are affected by strikes, on the ground that disorder would likely result. Through their attorney, Rubin, they approached the Sheriff of Allegheny County, who made a very vigorous reply, charging the strike leaders with preaching revolution and with being outsiders who came into the country to make trouble, and whose departure will prove very welcome.

### Employment and Production

In the general Pittsburgh district in the past week each day has seen a little more employment, on the whole, at mills affected by the strike. Of men employed the great majority now are new men, there being only a few strikers. The result will be that of the mills being fully manned with some of the former employees left out. It is thought that many of the new men taking employment in the Pittsburgh district are from Youngstown and other points that are closed, or nearly closed, by the strike.

Donora and Monessen, at the head of the Monongahela Valley, the most important part of the Pittsburgh district, were closed entirely in the early part of the strike. For two weeks the mills have been open and men have been returning to work, but at a very slow rate. The large mills near the foot of the valley ran fairly well even at the height of the strike, and are doing better from week to week, but of the four largest steel mills only one is fully manned even now. The others are short by perhaps 15 per cent. on an average. Nearly all the blast furnaces attached are operating, but are not producing full tonnages. Nine Edgar Thomson blast furnaces are operating, against eight just before the strike, and three on the third day of the strike.

A fortnight ago this report gave a summary of the strike from the geographic standpoint. The strike was strong at certain detached points, including Buffalo, N.Y.; Johnstown, Pa., and Pueblo, Colo., and then there was a sharply defined strike belt dividing Western Pennsylvania, which has been running moderately well from, the west, which has been running at various rates. This belt comprised the Wheeling district, the Mahoning valley and Cleveland, making almost a continuous line north and south. There was speculation as to where in this strike belt the first marked break would occur, as everything in it was closed, blast furnaces, steel works and finishing mills. That question has been answered in the past ten days, the break occurring at Youngstown, the centre of the Mahoning Valley. The break, however, has not proved to be a sharp one by any means. There is nothing like a stampede. After the first blast furnace resumed it was fully a week before there were five operating, although there are 27 in the Mahoning Valley, and 22 of them were operating just before the strike. These furnaces operating are two of the Youngstown Sheet and Tube Company, and one each of the Republic Iron and Steel Company, Carnegie Steel Company and Brier Hill Steel Company. Each of these concerns is operating a few open-hearth furnaces in a more or less limping way, while one has a Bessemer converter in operation, and all the mills are doing a little rolling. Altogether, the production is too small to make it worth while to attempt a guess at the percentage of normal represented, but at any rate, there is a start, and the start has not been accompanied by any disorder to speak of. If there had been stronger forces available to the civic authorities for protection the return of the men would doubtless have been more rapid. As the principal works of the Carnegie Steel Company are located elsewhere, that company has trailed behind in the matter of attempting to resume, feeling that the local interests should take the lead.

Production of steel in the industry as a whole is between 55 and 60 per cent. of normal, representing a gain of only a few per cent. from the low point, probably not more than about 5 per cent. gain. Employment is somewhat greater, in point of percentage, than production, as the working forces are not well organized or balanced in the mills that are subject to strike.

## Unveil Bronze Tablet To Honor Fallen Heroes

A most impressive unveiling of a solid bronze tablet, erected to the memory of the employees of the Sherwin-Williams Company who fell in the Great War, was consummated on Wednesday morning at the head office in Montreal.

In most appropriate terms the managing director, Mr. W. S. Fallis, referred to the boys who had paid the supreme price, and in particular, mentioned those with whom, as their employer, he had been particularly brought into contact with. It had been his to bid them farewell when they left and to wish them safe return, but this was the first occasion, he said, when he was called upon to preside at an unveiling of this nature. Referring to the sacrifices made by ancient patriots, Mr. Fallis thought it but fitting that a worthy generation to follow should emulate the example of those who had shed their life's blood unflinchingly. In the earlier days, when to join the forces suggested adventure, it was probably not so serious a matter to sign up, but as the war continued and the risks were magnified, it required great sacrifice to go "over there" and fight, that liberty might be secured to the rest of us. We should be ready to make sacrifices, as we can, too.

With bared heads, a large aggregation of salesmen, in the city for their annual convention, as well as the sales and office staffs, stood at attention as the tablet was unveiled by Mr. Fallis, and the Last Post sounded by two buglers. The following names appear on the tablet: Alexander Anderson, George Clark, Amie Corbeil, F. Harold Denovan, Charles H. Goodyear, Bannard Greaves, Lewis Luck, Gilmour G. Lydiard, Richard McCall, William Ore, Tom Pritchard, James Rowse, Henry Short, John G. Taylor.

### WILL BRING STOVES UNDER THE PROFITEERING ACT

An additional schedule of articles to be brought within the scope of the Profiteering Act is being prepared by the British Board of Trade, and is expected to include gas meters, stoves, toilet articles and fountain pens.

# Plan To Stop Alleged "Cut Rate" Practice of Canadian Railways

IMPORTANT action to offset alleged "cut-rate" practices by Canadian railways was taken at Washington this week in amendments submitted to the Cummins Bill in the Senate Committee on Interstate Commerce. It is aimed to remedy the situation existing in regard to through rates on traffic passing over railroad lines partly in the United States and partly in Canada. The difficulty is one of long standing and over which the Interstate Commerce Commission has been able to exercise no power of regulation under existing law.

By the proposed change in the law, roads in the United States are to be prohibited from participating in the continuous or interrupted transportation of passengers or freight with Canadian rail or water carriers unless the latter abandon "cut-rate" practices in unfair competition.

### To Control Rates

These amendments are designed to control the foreign rate through control of the carrier operating within the jurisdiction of the United States, thus effecting that which Congress has long attempted as the basis of insuring equal rates for Canadian and American carriers coming into competition for the carriage of domestic merchandise of the United States in bond or otherwise through Canada. The Interstate Commerce Commission has been wholly unable to control that part of a rate which attaches to the carriage in the foreign country, even though the merchandise may be moved under carrier's bond which would certify it to be a through shipment.

### To Prevent Lower Charges

The amendments are planned to insure that in moving passengers or property involving extra territorial transportation the carriage rates of the foreign carrier shall not be lower than those prescribed for American carriers by rail or by water, and for the purpose of preventing unfair "cut rates" by foreign uncontrollable carriers in competition with the control in the rates of American carriers.

In testimony given recently before the House Interstate and Foreign Commerce Committee, William L. Clark of Seattle, Wash., representing the Pacific Steamship Company, stated that "the Grand Trunk Pacific Railway Company, in which over $170,000,000 of Canadian Government funds are invested, had declared its policy in competition with United States interests to make rates from Prince Rupert to Alaskan ports one-third less than when carried by American steamship lines from United States Pacific ports."

### Maintained Unprofitable Rate

"This differential made by the Grand Trunk Pacific from Prince Rupert," explained Mr. Clark, "had not long been in effect when the Canadian Pacific Railway Co., without the publication of tariffs, applied a similar rate to all shipments originating at points east of Medicine Hat, Manitoba, or principally to the United States-Alaska business. There is no local freight business between Prince Rupert and Alaska, and necessarily any water rate named from Prince Rupert is a rate to be used in connection with the rail rates. We may assume, therefore, that an unprofitable water rate was for the apparent purpose of reducing the cost of through transportation below that point where American steamer lines, dependent upon earnings for continued operations, could compete for the business, a course which would result, as would the practice of the Canadian Pacific, in eliminating the American competition.

### Alleged Discrimination

"The inability of the I. C. C. to exercise control of or to influence extra territorial rates such as these opens the way to discriminations between shippers of American merchandise between two points in American territory through Canada and permits Canadian lines to proffer to the larger shippers combination rates which would give them a very decided advantage over their less favored competitors. The I. C. C. tried in 1916 to make a complete inquiry into the Alaska steamship rate situation, but the Canadian lines failed to appear at the hearings in response to the summons of the commission, nor did they submit their steamship or other tariff. In their rate making they hold themselves immune from United States legal interference on the ground that their cut rates are extra-territorial and not within the jurisdiction of the United States."

# Thinks Tin Container Supply Will Meet the Demands

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, states that the tin container outlook, while serious, is such as to give promise of the present season's needs being met. Naturally, under the existing difficulties in procuring tin plate, the outlook is not rosy, and stocks are being heavily depleted as a result of slow and curtailed deliveries.

It was pointed out in these columns some time ago that tinplate might be procured from the British mills this fall but difficulties have arisen to at least curtail the allotments coming forward. Mr. Whittall, asked as to the amount of plate received from this source, stated that there was practically none. This has thrown the demand entirely, as far as they are concerned, upon the United States mills and with the recent labor strike in the producing centres, matters have been involved and deliveries held up.

### No Increased Prices

"We have made no advance in prices, and have been taking care of our customers well," said Mr. Whittall. "We have also been supplying outside customers with their requirements. The demand this year for tomato containers has been very heavy, and this has taken a great portion of the supplies. Now that this demand is over, the call will be for apple cans. There is the biggest crop on record in Nova Scotia and we expect a large demand for cans from there."

Speaking of the effects of the steel strike, Mr. Whittall said that recent advices to them had been more encouraging. The men were gradually losing out, and improvement was becoming manifest right along. The wages paid the workers in the plate mills were very large, some of them drawing as much as $20 and even $30 per day. It was not a matter of wages that they were wanting adjustment on as much as recognition of the unions. Mr. Whittall believed that they would not get their wish.

## SEES HIGH PRICES FOR A LONG TIME YET

The world must expect a higher level of prices for a considerable time as a result of currency inflation, and the immediate problem to be attacked is the financing of exports from the United States, said A. C. Bedford, chairman of the executive committee of the Chamber of Commerce of the United States and chairman of the Board of Directors of the Standard Oil Company, in an address Saturday night welcoming the delegates to the International Trade Conference at a banquet at Atlantic City.

The delicate machinery of international commerce, which had been growing slowly through centuries, has been disrupted by the war, Mr. Bedford said, and now, nearly a year after the end of the war, the nations are still far from a free interchange of commodities.

The speaker said further inflation of currency must be accepted as a fact for the present, and will yield only to gradual remedies.




# Bombing Firms Who Don't Advertise

## The Merchant Who is so Indifferent to Sales Possibilities as to Neglect Telling the People About the Paints He Has to Offer is Missing Chances to Make Some Real Profits

LAST week we referred, in this column, to the necessity of sledge hammer advertising for the man who does not realize the value of painting his property and who neglects doing so.

Scarcely was the ink dry on the last copy off the press, when it was proposed that a few bombs be prepared for the paint man who does not advertise, to the man who does not use paint.

Which provides a target for the other barrel of our gun.

There are such an infinite number of chances for advancing paint sales in every community and no excuses why every paint man should not advertise his line that it is difficult to know what presentation of the case should be made to arouse interest and action on the part of an indifferent dealer.

In fact, if the writer were to lift the limit on the language that might be used to characterize some forms of merchandising seen throughout the country, the editor would say that it was scarcely fit for print.

But perhaps we can illustrate the point by telling the story of the general store merchant and the coal scuttle.

### Hard To Get Action

He was one of those general store men in the back country where matters move along when necessity actually pushes them into action. He was lying full length on the counter with his head resting on a pile of horse blankets. A customer strayed into the store and disturbed his reverie with a request for a coal scuttle. Raising his foot, he pointed with his toe to one dangling from the rafter. "Help yourself," he commanded. Then after a short reflection he added, "Perhaps you'd better not take it; it's the last one I've got and I'd have to order some more."

The extent of some merchants' advertising almost makes one feel that they are afraid their stock would move from their shelves and they would have to order more. Turnover, profits, time and everything else are apparently no object.

### Other Lines Also

This does not apply alone to paint and varnish advertising, it characterizes the moving of all other lines.

Is it any wonder that the mail order houses have made inroads upon the trade of our rural communities? You can bet your bottom cent that they took into account this indifference of merchants in smaller communities and acted accordingly. This does not refer to the larger variety of stock which these houses are better able to carry. It refers to the business in everyday, staple necessities which have been and are now the stock-in-trade of every small town dealer. The mail order house one, two or five hundred miles away sought out the names of the people in rural communities, and not only told those people, through their catalogues, what they had to sell, but also gave them ideas which created demand for their goods.

### How They Got By

In many instances it was because the small town merchant was asleep at the switch. It was his arrangement of stock, window displays and other forms of advertising that enabled them to get away with it.

I am not speaking from hearsay, but from actual fact when I say that they sent representatives throughout the country and into the homes of the people to study what the rural population needed and wanted. How many country merchants ever went amongst the people of their own community for the express purpose of finding out what was wanted, and then bought their stocks accordingly? I venture to say there have been mighty few. Very few have ever attempted to get out a single handbill to pass amongst their customers.

### It Has Been Done

Somebody in the audience says it can't be done. I'll say it has been done. Three brothers in the southern part of Ohio had a general store situated in a town of less than one thousand population, and in close connection by trolley with a large city of several hundred thousand. By means of a small printing press, which they operated under their own supervision, they were not only able to vastly increase their business in their own community but are actually drawing people from the large city to trade with them. They are now operating a departmental store in their own little town with a rest and lunch room to provide accommodation for their out-of-town customers.

Somebody else says this is an exception. It might be if it were not for the fact that here and there we find merchants in smaller towns who realize their opportunities and go after their own local trade with definite, purposeful advertising. Quite true; such men are in the

(Continued on page 62)

# MOORE'S

## GUARANTEED PAINTS




**Sold to the consumer with this straightforward guarantee.**

**Absolutely Satisfactory or Money Refunded**

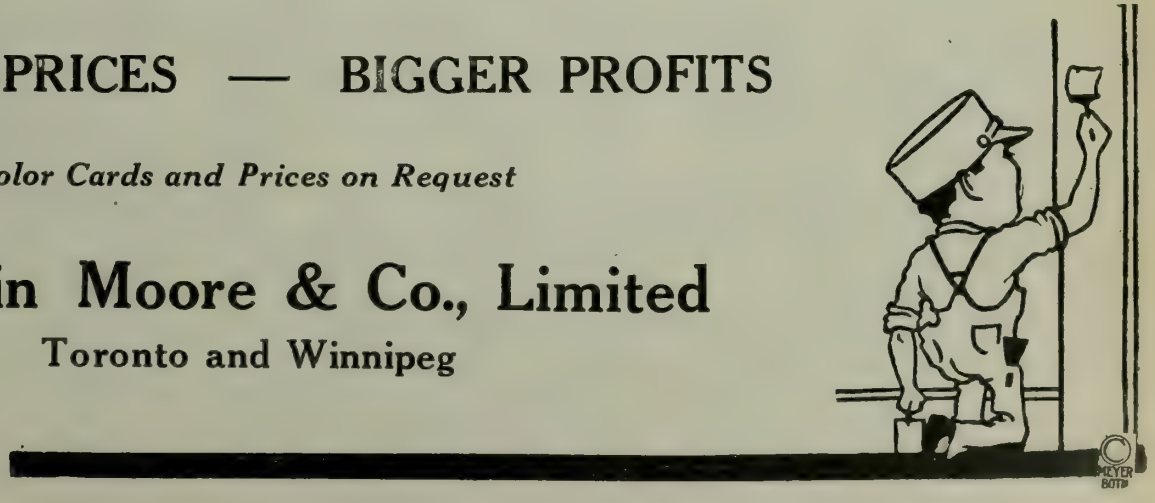
One of the many features that make an agency for Moore's Paints and Varnishes the very best.

**BETTER PRICES — BIGGER PROFITS**

*Color Cards and Prices on Request*

**Benjamin Moore & Co., Limited**

**Toronto and Winnipeg**



minority, but there is not one of them but knows the power of advertising to put them in the exceptional, profitable and enviable class.

We have wandered away from the subject of paints and varnishes, but that does not matter. There are certain broad principles of merchandising and advertising exercised by such men that make them successful whether they sell paints and varnishes, dry goods, groceries, pins, needles, tin whistles or automobiles.

**Heavy Depreciation**

However, coming home to paints and varnishes, we have pointed out time and time again on this page that Canada's property depreciation on account of lack of paint is at least 2% per annum. That in itself provides a trade opportunity sufficient for every paint man to justify the expenditure of a few dollars in advertising the necessity of paint. Further, we have pointed out that that 2% depreciation annually totals up greater than our actual losses by fire. And it is a depreciation that can be very much lessened by the greater use of paint. A little advertising could be of assistance to not only reduce this loss to our property owners but also to develop and create business.

**Up to the Paint Men**

No one can put the blame for this laxness in our small store merchandising on the Government or on the war, or any other ephemeral cause. It's right up to the men who have undertaken to supply the needs of the rural communities. Not only is it up to them to let their communities know that they carry a certain line of paints and varnishes, but to shape their advertising in such a manner that they will carry conviction as to the real economic reason for painting. Any merchant who follows the manufacturers' advertising even casually will note that the keynote of advertising is to convince the public of the benefits they will derive through the use of paints and varnishes.

**Have Other Lines**

The writer is quite aware that few hardware merchants have the inclination or would be even justified in devoting their whole efforts in advertising to paints and varnishes. They have other lines to move out of stock and into cash. Each line must receive the attention that their relative value requires and demands. But in view of the vastly increased business that can be created in paints and varnishes, and also the fact that this line has already become an important department wherever handled, it can be said there is no excuse in entirely neglecting it in some part of the advertising that every merchant should do.

**Make Liberal Offers**

Here is one of the most surprising forms of indifference that characterize the majority of paint and varnish dealers. Every paint manufacturer offers liberal means of co-operation in which he is willing to bear the largest percentage, and sometimes the total expense, of advertising. It is not exaggeration to say that not 15% to 20% of the merchants on his list will make any response to any offer that he makes. Very often the manufacturer's offer involves only an hour or so of the merchant's time to compile a list of names or tack up a few roadside signs. The experience of the manufacturer's advertising department, not counting the expense of the material used, is placed at the disposal of the merchant to increase his paint and varnish business. Yet how many take advantage of it?

**Would Almost Die**

There is scarcely an advertising man who would not almost succumb to heart failure if he received anything like a 50% response to his appeal.

The man who wilfully neglects the use of paint on his property is not the only fellow that needs to be clubbed with sledge hammer facts about painting. Any paint manufacturer will confirm this contention that the majority of paint and varnish dealers need some action-arousing bombs about the opportunities that actually exist all about them for increasing and developing the business of their paint departments.

## WILL BUILD ADDITION

Plans are being prepared and work will commence in a few weeks on a three storey addition, brick and mill construction, to cost $25,000, to the factory of Benjamin Moore & Co., Ltd., Toronto, manufacturers of paints. The new factory will be 50 x 60 feet and three storeys high.

## PAINT UP THE PAINT FACTORIES

Said an official of a city prominent as a paint and varnish manufacturing centre, according to the "American Paint Journal": "Well, I must say that some of our paint and varnish concerns are not conspicuous examples of thrift and cleanliness and civic pride. We find it hard to make them keep their premises clean enough to keep down the fire risk, and as for the appearance of their plants, they evidently don't care a whoop."

So much has been printed about the paint dealer, and the appearance of his store, that it seems the manufacturers themselves should come in for their share of the attention that the public is giving to the trade, which the public expects to practise what it is preaching.

Manufacturers of paint and varnish products whose plants and premises advertise their own refusal to believe that it is necessary to "clean up and paint up" and to "save the surface," can hardly expect their communities to take these messages very seriously.

In some industries there are concerns whose plants are pointed to with pride by the citizens because they really are ornaments and aesthetic as well as industrial assets to the community. Why shouldn't a paint manufacturing plant represent and reflect in its buildings and their appearance the spirit that is urged to prompt the public's use of its products?

## DECREASE IN PAINT EXPORTS TO CANADA

Statistics for 12-months ending July 1919, as compared with the year ending July, 1918, show a decrease in imports from the United States on all commodities from $752,810,282, in 1918, to $695,268,163 in 1919. Although paint, colors and varnish showed a decrease, it was very light as compared with other staples. U. S. exports to Canada in 1918 on these lines were $3,341,986, and in 1919, $3,262,580, a decrease of .023 per cent.

## WOODBRIDGE HEADS LITHOPONE DEPARTMENTS OF DU PONTS

Mr. S. B. Woodbridge has been made director of sales of the lithopone, dry colors and pigment division of the sales department of the E. I. du Pont de Nemours & Co.

Mr. Woodbridge was prominently identified with Harrison Bros. & Co., Philadelphia, for ten years prior to the taking over of that concern by the Du Pont concern, having joined the Harrison forces in 1907 as assistant to the general sales manager, later becoming railroad and industrial salesman. In 1916 he became sales manager for the Beckton Chemical Co., manufacturers of lithopone, and he was with that concern, which was allied with the Harrisons, when both were taken over by the du Pont Co., with whom he has been assistant director of sales in the acids, heavy chemicals, lithopone, dry colors and pigment division until promoted to his present office.

## BRIDE TO BE IS HONORED BY ASSOCIATES

Miss B. Bole, of the sales department of Benjamin Moore & Co., Ltd., Toronto, was very pleasantly surprised on Friday evening, when she was invited by her associates to be the guest of honor at a banquet held in the King Edward Hotel. Twenty-four covers were laid, and after the dinner, Mr. Fred Moore, who presided, on behalf of the firm, presented Miss Bole with a cabinet of silver. On behalf of the staff, Miss L. King made the presentation of a silver tea service. Both Mr. Moore and Miss King, in making the presentations, wished the recipient every happiness in view of her approaching marriage. The whole affair was arranged as a surprise for the bride to be, and was carried out exactly as intended. Miss Bole expressed her thanks suitably.

## MAY BE ADVANCE FOR LEAD PRODUCTS

The scarcity of adequate supplies of pig lead and the firming that has taken place in producing points of late, has very materially firmed the market for manufactured lines. It is not improbable that increased prices may be made effective at any time.

*"Selling Paint That Sells On Sight"*




*"The Right Paint To Paint Right"*

## Ramsay's Sure Sales Makers

The consumer believes in Ramsay products; knows their satisfaction-giving qualities, and seeks the store that handles them.

Loyal selling help to the trade, backed by aggressive advertising, maintain Ramsay's as sure sales makers.

# A Ramsay & Son Company

*Makers of Property Preserving Paint and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**

DISTRIBUTORS:

*Edmonton District:*
*Revillon Wholesale Limited, Edmonton*

*Calgary District:*
*The McDonald-Baker Co., 818 8th Ave., Calgary*

*The H. L. Perry Co. Limited*
*214 Princess Street, Winnipeg*
*Manitoba and Saskatchewan District*

# Steel Output May Not Get Back To Normal in Six Months

DISCUSSING the outlook in regard to steel production and prices as a result of the strike, the "American Metal Market and Daily Iron and Steel Report" says:

"While the entire steel trade, in its broadest sense, and including consumers and distributors as well as producers, is concerned chiefly with the strike and its eventual ending with the producers in full control of their properties, in other words with open shop intact, consideration of the future of steel prices cannot be avoided entirely, for that is a very interesting subject.

"Steel ingot production in August was at the rate of about 39,100,000 gross tons a year, which means that finished steel, in merchantable form, was being produced at the rate of about 2,500,000 gross tons a month.

### Production Lowered

"Since the strike began production has been curtailed by not less than 40 per cent., probably by somewhat more, and thus there is a deficiency in production of at least a million gross tons a month. The strike is playing out slowly, and even if the return to employment becomes much more rapid in the next week or two than it is just at present, the restoration of full outputs will be postponed to a later time. Working forces will be more or less disorganized and full production may not come until three months or more after the strike is ended by the return to employment of all those now idle.

### Million a Month

"With the loss of tonnage at fully a million tons a month, the gradual decrease in the loss, even the most rapid decrease that can be expected, would mean a loss altogether of more than two million tons, quite possibly as much as three million tons. Considering the relations of supply and demand that existed before the strike this will prove a very serious loss in tonnage.

"If the market were to be made purely by the law of supply and demand steel prices would advance, and by very considerable amounts, and they would easily stay up, in all probability, for a long time. The question really is to what extent, if at all, the producers will yield to the law of supply and demand. Undoubtedly there are conservative elements in the trade opposed to large advances if not to all advances.

### A Large Setback

"With normal operating conditions present prices are satisfactory and promise to yield reasonably large profits, but at best there is a large setback by reason of the strike. Production costs, per ton in the industry as a whole, are running now much higher than in August, and they were unreasonably high then for labor was not efficient. After the strike, outputs per man will be below normal, and normal conditions in the matter of output in proportion to employment will not be attained for some time. One observer sets the time at no less than six months.

"The steel producers regret the double loss, both that of the tonnage deficiency and the increased cost per ton of output, but regard the whole loss as almost inconsequential compared with the alternative the strike leaders endeavored to produce, of the men taking charge of the mills, for then all efficiency would have been lost and the cost of production would have mounted to figures it is very uncomfortable even to attempt to imagine."

## HOUSTON LOWE TELLS ABOUT SELECTING PROPER ASSISTANTS

Continued from page 51

"After fifty years in this one business, forty of which have been filled with investigation, I am still studying it and encouraging the younger men of the organization to do so.

"When I say study your work, I don't mean that this applies only to the men 'at the top.' I believe in stimulating every member of your force to think about what he is doing, no matter what it may be. It is a good thing for him and a good thing for the business. Responsibility educates and develops a man. A good many executives realize this, so far as their immediate subordinates are concerned. But if it is true of one man it is true of another.

### Get the Results

"I have often gone into the factory and said to one of the paint mixers: 'Bill, we want this to be a paint which will do this or that.' I go on and explain the particular qualities we want that special lot to have. Then I say: 'Now, I don't care how you get the results, just so you do get them.'

"I can do this because Bill himself has been encouraged to study, to think, to know the essentials of his work. He knows, too, the standards, the ideals, of the business. As I said before, your employees have no doubts on that point. And equipped as he is with his understanding of your ideals and with the knowledge which is the result of your study and his own, I contend that Bill will give you a better product, when he is encouraged to put his best thought into it and knows that he is responsible for its quality, than he would if you did not let him think about it, and took away from him any obligation of responsibility.

### Learning All the Time

"In studying the problems of my business I have talked with all kinds of men and I have learned much from some who might seem the least promising sources. I stop to gossip with a painter at work, and learn from him something that he has learned from actual experience. I find that he has some way of thinning the paint, or a trick of applying it, something that he has worked out for himself; and from it I get a hint I can make use of.

"We have heard the statement often enough that 'no one man has a monopoly of ideas,' but we don't act on that theory as we should. We do not systematictlly search for the ideas other men may have. And in the case of employees, we do not always encourage them to have ideas.

"In our organization, we try to do this by giving prizes for ideas. And the emphasis we put on teaching, as part of a man's duty, is an effort along the same line.

"If you cannot teach, you cannot succeed. The more you try to teach others, the more you will teach yourselves.

"I believe this is sound advice. A man who thinks he is expected to teach others will try to get hold of something worth passing on to them.

"I believe, too, in the value of study outside the apparent scope of your business. It is a mistake to think there is a sort of wall around your business, and that the things beyond that boundary have no connection with your work. Any man who reads widely realizes that this limitation does not exist. Out of what is called 'general reading' there very often come unexpected ideas and suggestions of definite practical value to him.

"But even more important is the effect which such reading and study have on his mind and character. The man who cannot learn from history, from biography, from the best thought of the best minds, things that will help him in his daily life, must be—but then, there can be no such man! So why try to describe him? Men have only to make the experiment to be convinced that it is worth while.

### Strong Influence

"In my own experience certain books have had a particularly strong influence on me. They are: Jevons' work on the 'Principles of Science,' and Karl Pearson's 'Grammar of Science.'

"One reason why Jevons and Pearson helped me was because they showed me that certain of the problems I had been trying to solve were insoluble. I had been working and studying over them, and was vexed and discouraged over my failure to find a way of mastering them. When I found that there was no such way, that better men than I was in that line had proved them incapable of solution, a mental burden was got rid of.

"These two books, of course, were helpful to me technically. But books in general have not only interested me, but helped me to humanize my business. Why should a man make his work a mere routine affair of materialistic facts and figures? I am constantly finding things in my general reading that give flavor and color to my thoughts about business.

### Are Missing Pleasure

"If it seems absurd to you to link up philosophy and even poetry with your 'sordid' business affairs, you are missing a great deal of pleasure and of profit. For if you are content to have your work a sordid thing, your returns from it will be only sordid; and even those will be less, I believe, than they might be if another spirit went into the making of them.

"I have spoken of the three great lessons learned in fifty years of business. Of course there have been many minor ones. For instance, it was not until we had been working for twenty years that we realized that the best success is accomplished by concentration.

"In our own case, we concentrated on certain products and adopted a definite policy with regard to them. Instead of making and handling a wide range of things we determined 'to know only the paint business and that thoroughly.' We did not branch out into other lines, and we did not try to grow too rapidly.

### Way to Progress

"The way to progress is not to measure ourselves with what we have been in the past, but with what we might have been now, and with what we may become. Only the man who is constantly looking and hoping and working for greater things can expect to see his business—or himself,—grow.

"The early years of a business may seem to show small results; but that is the natural order of things. A superstructure always goes faster, more easily, and with a more spectacular effect, than a foundation does. For with the latter you must go down—and dig! While with the former, you may go up—and attract attention."

# The Luxeberry Painter Says:



"WHEN Dad made me his business partner thirty years ago he had already been using Berry Brothers' Varnishes, Stains and Enamels for more than thirty years. Dad laid down the brush long ago, but I still continue to use Berry Finishes. They are one of the real foundation stones of my success."

It is the earned confidence in Berry Brothers' products that maintains and increases the demand for them. The smallest buyers have learned that the label of Berry Brothers is a guaranty of quality and a sure protection against inferior finishes.

*Any dealer can make his varnish trade grow by featuring Berry Brothers' brands.*

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**Hunter-Henderson Paint Co., Ltd. - - Vancouver, B.C.**
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**Marks, Clavett, Dobie Co., Ltd. - - Port Arthur, Ont.**
**Whites, Ltd. - - Collingwood, Ont.**
**Sanderson Pearcy & Co., Ltd., Toronto, Ont.**
**A. M. Bell & Co., Ltd. - Halifax, N.S.**
**Lariviere, Inc. - - Montreal, Que.**
**L. H. Gaudry & Co. - Quebec, P.Q.**
**Wood, Vallance, Ltd. - Winnipeg, Man.**
**Wood, Vallance & Adams - Calgary, Alta.**
**Revillon Wholesale, Ltd., Edmonton, Alta.**
**Townsend Paint Mfg. Co., Montreal, Que.**

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

No. 46

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Oct. 23.—Not the least improvement is to be noticed in the linseed oil situation here and it is expected that November will arrive before there is much relief. Supplies of seed are held back and by the time the crushers receive shipments and crush them it will be somewhat later before new oil is available in quantity. In the meantime, some English oil is to be had and the trade needs are being met with small lots of single barrels and less.

No change of price has been made for turpentine, and this is still moving slowly, with little surplus stocks in hand.

The varnish market is a very strong one, and prices are likely to be fully maintained. The trade movement of all lines is seasonably satisfactory.

### *No Oil Improvement But Demand Limited*

**Montreal.**

LINSEED OIL.—It will be the beginning of November, at least, many of the jobbers and at least one crusher estimate, before there will be any improvement in the delivery of flaxseed to the mills. This means, briefly, that there has been no improvement to speak of in the market situation since last week. Prices for spot oil are still maintained on their high level and there is not likely to be a lower price for a little while. In view of the fact that demand is rather light, the situation is not as acute as it would otherwise be.

| Raw— | Imp. Gal. |
|---|---|
| Single barrels | $2 90 $3 02 |
| 5 to 9 barrels | .... .... |
| 10 to 25 barrels | .... .... |
| **Boiled—** | **Imp. Gal.** |
| Single barrels | $2 92½ $3 04½ |
| 5 to 9 barrels | .... .... |
| 10 to 25 barrels | .... .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *To Get Turpentine Is Still Difficult*

**Montreal.**

TURPENTINE.—There is no turpentine excess stock here, as far as can be ascertained and the jobbers are having more or less difficulty in procuring what they need. No one is pressed to buy and some are supplying but limited quantities. Prices are steadily held without change.

| Turpentine— | Imp. Gal. |
|---|---|
| Single barrels | $2 45 $2 65 |
| Small lots | .... 2 66 |

(Packages extra.)

### *Will Be No Change Just Now On Putty*

**Montreal.**

PUTTY.—No immediate change is forecast for putty, and the trade requirements are being met promptly by the jobbers. The undertone is steadily firm, particularly with linseed oil putty. The active season is immediately ahead and movement will be greatly accelerated with the arrival of snappy, cold weather.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *Pig Lead is Higher; Lead in Oil Unchanged*

**Montreal.**

WHITE LEAD IN OIL—The market is marked higher on pig lead and some anticipate that it will go higher still. In the meantime there is a fair sale for the product and supplies are going forward quite freely, particularly to export sources. The basis is firm, but without change, the five ton quantities still selling at $15.50 per cwt; ton lots at $16, and smaller lots at $16.35 per cwt.

### *Paint and Varnish Firm; Unchanged*

**Montreal.**

PAINTS AND VARNISHES. — The undertone of the varnish market is a decidedly firm one and lower prices need not be anticipated this year. At the present time there is more or less difficulty in procuring containers and the manufacturer who may have deferred buying his requirements will now experience trouble in securing supplies, for tinplate is scarce and likely to be scarce. All raw materials are also firm and high in price.

The paint markets are steadily maintained without actual price revision. Movement is seasonably satisfactory.

## TORONTO

TORONTO, Oct. 23.—The fact that turpentine dropped a small fraction in the Southern market is no indication of the actual turpentine situation. Some importers state that the Southern stocks were hardly ever lower than at the present time. Holders are very indifferent and are inclined to hold any stocks they have as there seems to no doubt that turpentine will jump to a very high figure per gallon wine measure on the Southern market. The German requirements are said to be enormous, but, owing to the high rate of exchange on the German mark being for them so prohibitive, and also the delay of the United States Government to sign the Peace Treaty, it is said the Germans are not receiving the supplies of this commodity they will eventually acquire. To-day's quotation is $2.45 per Imperial gallon.

Linseed oil is very firm considering this year's crop being so close to its seasonable milling. Producers claim a large business is being handled, and prices are firm, although some look for an easier market shortly. Raw oil is quoted at $2.95 to $3.15, and boiled oil at $2 98 to $3.18.

Putty is going out in large volume and producers find it hard to keep up with the demand.

### *Linseed Oil Prices Are Holding Firm*

**Toronto.**

LINSEED OIL.—Linseed oil is firm, although the present crop will soon be ready to market. Producers are kept very busy trying to suply the demand. The price below is a fair price according to conditions, although a few have found occasion to quote various other prices to further their own ends. Quotations are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | $2 95 | $3 15 |
| 3 to 5 barrels, gal. | 2 94 | 6 14 |
| 10 barrels and over | 2 92 | 3 12 |
| | **Boiled** | |
| 1 to 2 barrels, gal. | 2 97½ | 3 18 |
| 3 to 5 barrels, gal. | 2 96½ | 3 17 |
| 10 barrels and over | 2 94½ | 3 15 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

### *Turpentine Market Remains Very Firm*

**Toronto.**

TURPENTINE.—The market is expected to develop very strong, in fact some expect a considerable advance very soon. Germany has as yet not been able




This agent's experience is not an unusual one—we can tell you of many B-H agents who have "made their business over" by putting up the B-H Agency sign.

May we tell you more about it? A post card will place you under no obligation.

Save the surface and you save all *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

to come in to the market on account of their high rate of exchange against her. The United States not having settled the Peace Treaty also has a bearing on the situation. Quotations are as follows:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) ..... .... | $2 45 |
| 2 to 5 barrels (barrel inclued) .... | 2 44 |
| 5 gallon lots ..... .... | 2 55 |

## *Mixed Paints Are Still Moving Well*

**Toronto.**

MIXED PAINTS.—Mixed paints are moving fairly well and manufacturers are generally satisfied with the volume of business being handled although some claim that a number of merchants are holding back orders in hope of a probable decline, which, they state, would be very unexpected.

## *White Lead in Oil Shows No Change*

**Toronto.**

WHITE LEAD IN OIL.—A fair volume of business is being handled. Quotations show no change and are as follows: Five-ton lots, $15.85 per hundred pounds; 1-ton lots, $16.35, and in smaller quantities, $16.70.

## *Glass Very Scarce; Putty Holding Firm*

**Toronto.**

GLASS, PUTTY.—The glass situation has not been relieved as yet and glass sheets of all kinds are very scarce, more particularly plate glass. The scarcity in some respects has been an advantage and will, no doubt, prove beneficial in future years, in as much as numerous merchants, who would not be induced to purchase anything but foreign glass, out of necessity were forced to buy the home product, and to their surprise and benefit found it to be a better product for less money, with better delivery. Jobbers report a very brisk demand and are often puzzled how to supply it, but manage fairly well. There is no immediate change looked for and it would be very difficult to predict which way the market will turn, as there are so many factors that have a direct bearing on the situation. London and Toronto are quoting less 30 per cent. on box glass and from 5 to 10 per cent. on cut size sheet glass. Montreal shows a discount of 20 per cent. on box glass and 5 per cent. on cut sizes sheet glass. All less 2 per cent. cash.

Putty prices are as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels ..... | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron ... | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron .... | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons.. | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels ... | 7 10 | 7 35 | 7 70 |

### NO CHANGE LIKELY FOR VARNISHES

Asked by HARDWARE AND METAL as to the tendencies of the varnish market, W. W. Ingersoll, of the Dougall Varnish Company, Montreal, stated that the undertone was decidedly firm. There is, in his opinion, little likelihood of any change in the nature of a reduction, and in fact there might be an advance in prices, although Mr. Ingersoll did not forecast that this will happen.

Among the difficulties at present is that of getting tinplate for containers, although some manufacturers have provided for their needs of the near future. All raw materials hold very high and are not likely to be procurable on a reduced basis just now. The outlook suggests that the market will be maintained on a steadily high, if not on a higher price basis.

### WILL HOLD CONVENTION NEXT WEEK

The Martin-Senour Company, Ltd., will convene on Monday morning, October 27, at the headquarters in Montreal, and throughout the week their annual convention of sales representatives, managers, and divisional heads. General Manager A. T. Black reports a full programme in prospect.

### PAINT PUSHERS ENJOY THEATRE PARTY

Tuesday night of this week was "Theatre Night" for the salesmen and employees of the Sherwin-Williams Co., of Canada, Ltd., and who have been in convention at headquarters in Montreal this week. Reports suggest that the function was very successful, and the introduction of little surprises by the vaudeville performers created much amusement when names of their associates were humorously used.

Through the courtesy of Mr. Wright, manager of the Princess, a series of slides were introduced depicting the various administrative heads and divisional managers. Slides were also used in throwing upon the screen the group photos taken on Monday.

The Glidden Varnish Co., Ltd., has opened a branch store at 327 Craig Street West, Montreal. This will be under the supervision of Leonard Mould as district manager.

# Will Ask Dominion Railway Board to Disallow Applications Made by the Carriers

## Railways Have Not Carried Out Orders in Reference to Joint Rates—Asking New Schedule of Switching Charges in Eastern Canada—All Shippers Affected by the Proposals

UP to the present the railways of Canada have failed to carry out the directions of the Dominion Railway Board in regard to joint rates. According to the ruling of the board as explained in a previous issue of HARDWAR AND METAL, the joint rates were to become effective on October 1.

The railways, instead of carrying out the orders of the board, have made application against it on the following grounds: (1) They claim that they would receive less under the joint rates ordered by the board for the same distance than they would in a single line haul; (2) They claim that the minimum charge as ordered by the board would be less than they would receive for the same distance in a minimum haul; (3) They claim that the increase in cartage and transfer charges makes the cost of transfer higher than is provided for by the board's order.

The Canadian Manufacturers' Association is opposing the application of the railways on the ground that the carriers have not carried out the board's order and also on the ground that their protest was sent too late.

The Canadian Manufacturers' Association is also taking up the question of local switching charges in Eastern Canada, ad is askig that the Railway Board disallow the tariff asked by the railways. This question was considered by the Railway Board at many hearings, and the carriers were directed to file proofs with the board naming rates on specific commodities which had been agreed to t a coference between shippers and carriers. In addition, they were to name the scale of rates to cover commodities not specified and provided for on a basis which exists at the present time at a certain rate per 100 pounds, regardless of the commodity.

The carriers filed proofs with the board as directed, but failed to carry out that part of the direction of the Chief Commissioner calling upon them to provide the special schedule of rates not enumerated in the tariff. Instead of that they continued under these proofs a basis of rates which are the same as the rates for the line haul movements from station to station.

Recently the carriers filed with the board, to become effective on November 1 a schedule slightly modifying the proposal contained in the proofs mentioned. The modification, however, was merely a reduction, as the basis is the same as that used for line haul movements.

The Canadian Manufacturers have received a number of protests regarding this and are making an official objection, asking the Board to disallow the tariff on the ground that the board had made no ruling on the matter.

The situation in both the above matters is a somewhat interesting one, and in some quarters it is thought that the railways are acting in a decidedly high-handed manner. Also there is some comment as to why the Railway Board is not taking any action in the matter.

TRADE SIMMS SET IN RUBBER MARK

# Simms Paint Brushes

## *Sold All Over The World*

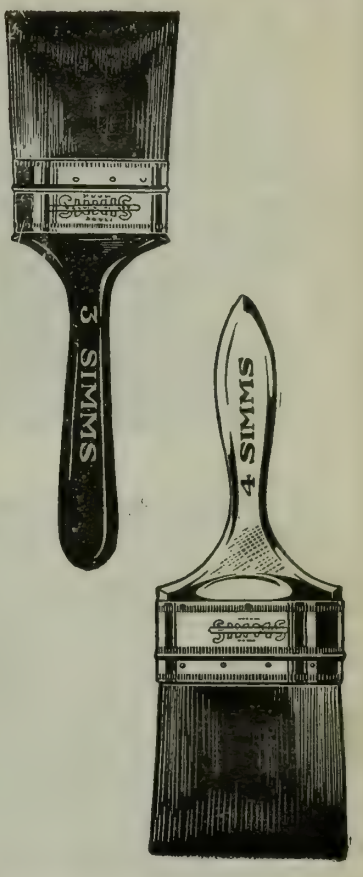
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.




**T. S. SIMMS & CO., LIMITED**

*ST. JOHN, N.B.*

**Branches: Montreal, Toronto, London**

# WROUGHT PIPE

**BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of Wrought Pipe*

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Works: Lachine, Can.

# BLACK DIAMOND FILE WORKS

**ESTABLISHED 1863**
**Twelve Medals of Award at INTERNATIONAL Expositions.**




**INCORPORATED 1895**
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**GOLD MEDAL**
**Atlanta, 1895**

**Copy of Catalogue will be sent free to any interested File User upon application.**

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

**Owned and Operated by Nicholson File Co.**

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, net list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | |
|---|---|
| No. 1, 18 x 24 in., dozen | $ 8 50 |
| No. 2, 18 x 28 in., dozen | 10 50 |
| No. 3, 20 x 30 in., dozen | 12 00 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27. 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts hexagon, tapped, add to list, $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 30 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | Net |
| No. 800 | add 5% |
| No. 838 | 5% |
| No. 808 | 5% |
| No. 804 | 12½% |
| Nos. 802, 842, 844 | 5% |
| No. 810 | add 12½% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-6 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in | 10.75 | 13.50 |
| ½ in. | 10.35 | |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.90 | 15.70 |
| ⅜ in. | 10.25 | |
| ⅝ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

| | American Proof Coil Chain B.B. | B.B.B. |
|---|---|---|
| 3-16 in. | | |
| 5-16 in. | | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3. $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

Montreal, Toronto

Casting ingot, see weekly report.

| | | |
|---|---|---|
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 77 |
| No. 7, lb. | 76 |
| Nos. 8, 9, 10, 12 | 76 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 shets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Per Box |
|---|---|
| IC, 20x28 base | $18 50-$19 50 |
| IX, 20x28 base | 20 50- 22 50 |
| IXX, 20x28 base | 24 00- 25 50 |
| IXXX, 20x28 base | 26 00- 27 50 |

F.O.B. Toronto.

### TERNE PLATES

IC, 20x28, 112 sheets ..... $20 00

F.O.B. Toronto

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

## Harris Heavy Pressure

**The Babbitt Metal That's at the Front in Efficiency & Economy**




**Order a Box from our nearest Factory**

**Our Guarantee Is Back of Every Pound of Babbitt Metal We Make**

Manufactured by
**The Canada Metal Company**
LIMITED

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HAMILTON WINNIPEG
MONTREAL VANCOUVER

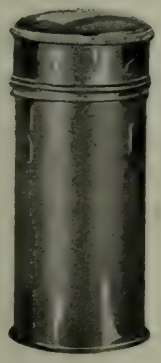
## ALL INGOT METALS

TIN, COPPER, LEAD, ANTIMONY, ZINC

THE
**CANADA METAL CO., LTD., TORONTO**

## ENAMELLED BATHS, LAVATORIES, SINKS, LAUNDRY TUBS, AND EVERYTHING FOR THE PLUMBER

THE
**CANADA METAL CO., LTD., TORONTO**



## Metal Stampings, Metal Caps and Small Metal Containers

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

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*Automobile* SKATES
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you can be doubly sure of the quality of the skates you sell.

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WESTON · CANADA

**Canada Cycle & Motor Co., Ltd.**

Montreal Toronto Weston Winnipeg Vancouver

**CLOCKS**

Big Ben ..... $3 20
F.O.B. Montreal, Toronto, London
Good Morning, each ..... 1 30
Lookout ..... 1 75
Sleepmeter ..... 1 84
Hamilton

**CROWBARS, $9.60 per 100 lbs.**

**DRILLS—**

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| 1/2 | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 3 60 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS**

See Screen Doors.
F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.
Toronto and Montreal.

**GRILLS, ELECTRIC**

Single heat, round ..... $7 50
Three heat, round ..... 8 25
F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

Can, 5 lbs. and over, cwt. $17 50
Masons, 5 lbs. and over, per cwt. ..... 20 00
Masons, 5 lbs. and under ... 22 50
Napping, up to 2 lbs. ..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 00 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

Majestic, 1 Burner ..... 7 50
Majestic, 2 Burner ..... 11 25
F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured at 5% off list.

| | Strap Doz. pairs. | Tee pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 13 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | .... .... |
| Barden Patent | 6 25 | .... .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots | .... |
| Less than case, 50c per 100 lbs. extra. F.o.b. Montreal. | |

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

| | |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 50 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 16 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 16 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $29 40 |
| No. 8, dozen | 33 00 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1½ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.




# Let this *Worthy Brand* Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

Many years' experience and continual improvement have given the Jamieson line to-day a prestige that makes it a best seller wherever paints and varnishes are sold.

We want *you* to be the Jamieson agent in your town. Drop us a postcard and we will show you how it will *pay* you to sell Jamieson Paints and Varnishes exclusively to your customers.

## R. C. Jamieson & Co., Limited

*Established 1858*

CALGARY MONTREAL VANCOUVER

**Owning and Operating P. D. Dods & Co., Limited**

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.00; 25-lb. boxes, per 100 lbs., $9.50.

London—Kegs, $9.00; 25-lb. box, $9.50.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal. | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll | |
|---|---|---|
| | Montreal | Toronto |
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 64 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 82 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 0 70 | |
| Surprise Fibre | 0 70 | |
| "Stag" Sheathing | 0 70 | |
| Tarred felt, per cwt.— | | |
| 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | 4 00 |
| Do., gray | 4 75 | .... |
| Asbestos sheeeting (per 100 lbs.) | 13½ | 0 15 |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | | 5 25 |
| Straw, sheathing, heavy, dry, cwt. | | 3 35 |
| Do., tarred, per cwt. | | 3 50 |

F.o.b. Toronto and Montreal.

**PASTE**

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

Clay—

| | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |

Rock—

| | |
|---|---|
| 7 to 8 lbs., doz. | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 45 |
| 4 gross (cartons), 4½ in. | 1 45 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in. | 38 90 | 49 73 | .... | .... |
| 3 in. | 50 87 | 65 03 | .... | .... |
| 3½ in. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in. | 76 85 | 97 01 | .... | .... |
| 4 in. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

4" and under, 80%.

4½" and larger, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy pipe, 2 to 6 inch | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

Liquid Veneer—

| | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 75 | |
| R. S. Special, 2 ply | 2 00 | |
| R. S. Special, 3 ply | 2 25 | |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |
| Panamoid, 1-ply | 1 70 | |
| Panamoid, 2-ply | 1 95 | |
| Panamoid, 3-ply | 2 30 | |
| Red Star Ready Roofing, 2-ply | 1 60 | |
| Do., 3-ply | 1 90 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 [illegible] | |
| Roofing Pitch, per cwt. | 1 20 | |

F.o.b. Toronto and Montreal.

| ROPE | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 73-76¼ |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

| SCALES | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz. |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# Alabastine

## Instead of Paint, Kalsomine or Wall Paper

Every wall is in need of some sort of finish to make it sanitary, clean and agreeable in appearance, and to do this economically, neither Paint, Kalsomine nor Wall Paper has perfectly fulfilled these requirements.

In Alabastine the consumer receives results that build permanent and profitable trade for the dealer. Just as Alabastine fulfills all the requirements of the consumer so it fulfills all the requirements of the dealer; for it is good quality, satisfactory, easily sold, profitable, protected in price and has been advertised nationally for 38 years—this year showing greater advertising than ever.




**Retail Prices, Tints and White**

65c for full size pkg. } Ontario
35c for half size pkg. } Maritime Prov. British Columbia

70c for full size pkg. } Manitoba
40c for half size pkg. } Saskatchewan Alberta

**Nationally Advertised 38 Years**

Beside the natural qualities and trade policy that benefits the dealer, a tremendous and steadily growing demand has been cultivated by simply making the consumer aware of Alabastine and its usefulness to him.

**Write to-day**

**The Alabastine Co. Paris, Limited**

**Paris, Ontario**

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright ..... 77½%
Wood, R.H., bright ..... 75 %
Wood, O.H., bright ..... 75 %
Wood, F.H., brass ..... 55 %
Wood. R.H., brass ..... 52½%
Wood, O.H., brass ..... 52½%
Wood, F.H., bronze ..... 50 %
Wood, R.H., bronze ..... 47½%
Wood, O.H., bronze ..... 47½%
Square cap ..... 20
Hexagon cap ..... 20

**Wooden Bench Screws**
Dozen ..... $7 30

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Apollo | Premier |
|---|---|---|
| 10¾ oz. | $8 00 | $8 50 |
| U.S. 28 | 7 60 | 8 10 |
| U.S. 26 | 7 30 | 7 80 |
| 22 and 24 | 7 15 | 7 65 |
| 18 and 20 | 7 00 | 7 50 |
| 16 | 6 85 | 7 35 |
| 14 | 6 70 | 7 20 |

Price on first 2 gauges of Apollo brand are for 30 in. or narrower. 36 in. wide in both gauges take an extra of 20 cents over the base price listed here.
F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $9 00 | $8 50 |
| 26 ga. | 8 75 | 8 25 |
| 24 ga. | 8 25 | 7 65 |
| 22 ga. | .... | 7 55 |
| 20 ga. | .... | 7 40 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized ..... $10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 56¾c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M..... $13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz.. | 34 50 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**TACKS** Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks.... 60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916.. 60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 35
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 15 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.
500 ft. ..... $0 22
550 ft. ..... 0 23¾
600 ft. ..... 0 25
650 ft. ..... 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**
3-ply wrapping, lb ... 0 71 -0 77
4-ply wrapping, lb. ... 0 73½-0 80
Montreal.

**WOOD TUBS**
No. 0, per dozen..... $19 80
No. 1, per dozen..... 17 60
No. 2, per dozen..... 15 40
No. 3, per dozen..... 13 20
F.O.B. Newmarket.

**VALVES** %
Compression work, standard... 35
High grade ..... 40
Fuller work, standard ..... 40
Basin cocks, No. 0, standard.. 35
Nos. 1 and 2 ..... 35
Bath cocks, compression..... 37-45
Flatway stop and waste cocks standard ..... 38-44
Roundway stop and waste cocks, standard ..... 38-44
Brass steam cocks, standard..Net list
Radiator valves, standard ..... 31
Do., removable seat .....Net list
Globe, angle and check valves. standard ..... 5-9%
Do., No. 91 ..... 3 60
Gate or Straightway ..... 7½%
Jenkins Valves .....Net List
Jenkins Globe ..... 5%
Standard Gate ..... 5%
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.75 |
| Section, ½lb., per 100 lbs. | 3.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 2.75 | 3.25 | 3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz..... $63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 40 |
| No. 10 | 5 50 |
| No. 11 | 5 55 |
| No. 12 | 5 65 |
| No. 13 | 5 75 |
| No. 13½ | 5 75 |
| No. 14 | 5 95 |
| No. 15 | 6 15 |
| No. 16 | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base..... 5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 64 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. ..... | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. ..... | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings ..... | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled..... | $124 00 |
| Household, japanned ..... | 110 00 |
| Superba, nickeled ..... | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame ..... | $36 40 |
| Aluminum frame ..... | 43 90 |
| Attachments, set ..... | 8 25 |

F.O.B. Toronto, Hamilton, London.

Barrett

# Roofing Specialties




The Standard Brand of prepared roofing from Sydney to Vancouver. Popular priced and a ready seller everywhere.




**EVERLASTIC ROOFING CEMENT**
has no equal for the resurfacing of worn out roofs.




**ELASTIGUM**
is the plastic cement for a thousand uses. Known by the painstaking workman.




**EVERJET ELASTIC CARBON PAINT.**
The best form of black carbon paint on the Canadian market.

BARRETT'S ROOFING SPECIALTIES ARE ALL PUT UP IN ATTRACTIVE LITHOGRAPHED CANS WHICH WILL LEND DISTINCTION TO ANY DEPARTMENT OF YOUR STORE. Every building in your vicinity is a possible prospect for the sale of some of Barrett's Roofing Specialties.

**EVERLASTIC RUBBER ROOFING** is our first grade "Rubber" roofing; its years of successful use throughout Canada have made it so well known that the name "Everlastic" has practically become standard.

**EVERLASTIC ROOFING CEMENT** is a black bituminous compound manufactured expressly for use on roofs. It is about the consistency of thick molasses and is liquid under ordinary temperature conditions.

**ELASTIGUM** is an elastic, tenacious cement, of pitch-like consistency, compounded on a heavy, bituminous base with non-drying weatherproof oils, pitches and fibre. It will expand and contract in conformity with the surface on which it is applied, whether the latter be metal, wood, glass or masonry.

**EVERJET ELASTIC CARBON PAINT** is a lustrous, black carbon paint that combines the qualities of low cost and extreme durability. It is a bituminous product and is elastic and adhesive; will not rub, peel or scale; will not become brittle and crack, is impervious to moisture, and can be used in any climate.

**Full details of all the BARRETT real business-getters will be sent you for a request.**

***The Profitable Coast to Coast Specialties***

The Barrett Limited Company

Montreal Toronto Winnipeg Vancouver
St. John, N.B. Halifax, N.S.

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 28-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red best bright .... | .... |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |
| F.o.b. Montreal, Toronto | |

| COLORS IN OIL, PURE | |
|---|---|
| 1 lb. tins | |
| Venetian red ..... | 22-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-35 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |
| F.o.b. Montreal, Toronto | |

| ENAMELS (white) | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 ..... | $18 75 | $22 90 |
| 26 to 34 ..... | 19 60 | 24 85 |
| 35 to 40 ..... | 20 50 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 30%; London, 30%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each .... | $0 60 |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each ..... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each ..... | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE (Ground in oil).**

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$16 00 | | $16 35 |
| Crown Diamond .... 16 00 | | 16 35 |
| Crown, Pure ..... 16 00 | | 16 35 |
| Green Seal ..... 16 00 | | 16 35 |
| Ramsay's Pure ..... 16 35 | | 16 70 |
| Moore's Pure ..... 16 00 | | 16 35 |
| Tiger, Pure ..... 16 00 | | 16 35 |
| O.P.W. Dec. Pure... 16 25 | | 16 60 |
| Red Seal ..... 16 00 | | 16 35 |
| O.P.W. English .... 16 20 | | 16 55 |
| Elephant Genuine.... 16 50 | | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt...$12 00 | | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... 13 00 | | 15 50 |
| Less quantity ..... 14 75 | | 17 00 |
| F.o.b. Montreal, Toronto. | | |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| B.-H. English, colors ..... 4 80 | |
| B.-H. English, white ..... 5 05 | |
| B.-H. English, colors ..... 4 85 | |
| B.-H. Floor ..... 4 00 | |
| B.-H. Porch Floor ..... 4 80 | |
| Crown Diamond, white ..... 4 80 | |
| Crown Diamond, colors ..... 4 55 | |
| Crown Diamond, floor ..... 4 00 | |
| B.-H. Fresconette, white..... 3 60 | |
| B.-H. Fresconette, colors..... 3 50 | |
| Moore's House Colors, white.. 5 00 | |
| Moore's House Colors, colors.. 4 80 | |
| Moore's Egyptian Paint, white 4 00 | |
| Do., colors ..... 3 85 | |
| Moore's Floor Paint ..... 3 75 | |
| Moore's Sani-Flat ..... 3 75 | |
| Moore's Porch and Deck Paint 4 90 | |
| Jamieson's Crown Anchor ... 4 30 | |
| C.P.C. Pure, white ..... 5 05 | |
| C.P.C. Pure, colors ..... 4 80 | |
| O.P.W. Canada Brand, white. 4 80 | |
| O.P.W. Canada Brand, colors 4 50 | |
| O.P.W. Canada Brand, floor.. 4 00 | |
| O.P.W. Flat Wall, white..... 3 60 | |
| O.P.W. Flat Wall, colors..... 3 50 | |
| Ramsay's Pure, white ..... 4 90 | |
| Ramsay's Pure, colors ..... 4 65 | |
| Martin-Senour, 100%, white.. 5 05 | |
| Martin-Senour, 100%, colors.. 4 80 | |
| Martin-Senour, Porch Paint.. 4 55 | |
| Martin-Senour, Neutone, white 3 60 | |
| Martin-Senour, Neutone, colors 3 50 | |
| Senour's Floor Paint..... 4 00 | |
| Sherwin-Williams, white ..... 5 05 | |
| Sherwin-Williams, colors .... 4 80 | |
| Sherwin-Williams, floor ..... 4 00 | |
| Sherwin-Williams, porch floor. 4 80 | |
| Flat Tone, white ..... 3 60 | |
| Flat Tone, colors ..... 3 50 | |
| Lowe Bros., H.S., white ..... 5 05 | |
| Lowe Bros., H.S., colors ..... 4 80 | |
| Lowe Bros., hard drying floor. 4 00 | |
| Mellotone, white ..... 3 75 | |
| Mellotone, colors ..... 3 60 | |
| Sanitone, white ..... 3 60 | |
| Sanitone, colors ..... 3 50 | |
| Maple Leaf, white ..... 5 05 | |
| Maple Leaf, colors ..... 4 80 | |
| Maple Leaf, floor ..... 4 00 | |
| Pearcy's Prepared, colors .... 4 25 | |
| Pearcy's Prepared, white .... 4 50 | |
| Barrett's Everjet Products— | |
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... 0 65 | |
| Do., ½ bbls., gallon..... 0 70 | |
| Do., 5s and 10s, gallon..... 0 80 | |
| Do., 1s (per case of 1 doz.) 9 50 | |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... 0 70 | |
| ½ bbls., gal. ..... 0 75 | |
| 5s and 10s, gal..... 0 85 | |
| Case (12 1's) .....10 50 | |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. 1 35 | |
| Crates of 6 doz., 8-oz., doz... 1 25 | |
| Crates of 12 doz., 8-oz., doz. 1 20 | |
| Crates of 2 doz., 16-oz., doz. 2 25 | |
| Crates of 6 doz., 16-oz., doz. 2 10 | |
| 1-gal. cans, gallon..... 1 10 | |
| 5 and 10 gal cans, gal..... 1 00 | |
| Barrels and ½ bbls., gal.... 0 90 | |
| Carbosota Liquid— | |
| Barrels ..... 0 55 | |
| Half barrels ..... 0 60 | |
| 5s and 10s, gal. ..... 0 70 | |
| 1s (case 12 gallons) .case... 8 75 | |
| F.o.b. Montreal, Toronto | |

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 18 |
| In kegs, about 250 lbs ..... | 0 18½ |
| In 50 lb. and 100 lb. drums | 0 19 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN. $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

| PAINT AND VARNISH REMOVER | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... | 3 00 |
| F.o.b. Montreal, Toronto. | |

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |
| F.o.b. Montreal, Toronto. | |

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkgs., white .... .. ..... | 7 80 |
| B.H. Frescota, 5-lb. pkgs., colors ..... ..... | 3 40 |
| F.o.b. Montreal, Toronto. | |

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 33 |
| O.P.W. Lion Brand .... | 0 47 |
| Old English ..... | 0 60-0 62 |
| Johnson's ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 [illegible] |
| Gold Medal .... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... ..... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |
| F.o.b. Montreal and Toronto. | |

| WHITING | |
|---|---|
| Plain, in bbls. ..... | $2 50 |
| F.o.b. Montreal, Toronto, London. | |
| Gilders, bolted, in bbls. ..... | $3 00 |

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |
| $4 extra for barrels. | |
| F.o.b. Montreal, Toronto, London | |

# CANADIAN ASBESTOS COMPANY

**MONTREAL** **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

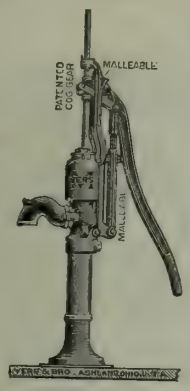
**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

**Asbestos Cements** **Blackote Rubber Roofing**

**Cotton Waste and Oakum**

*Sole Canadian Agents:*

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.




## MYERS
"HONOR-BILT"
**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service. The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

# LONDON BAR IRON

***High Grade***

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co.,**
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

**NOVA SCOTIA STEEL & COAL CO., Limited**
NEW GLASGOW, N.S.

*Manufacturers of*

**FERRONA PIG IRON**

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

**S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS
DON ROADWAY TORONTO

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.06; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke. $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin ..... Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.50 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

### CLEVISES, MALL. 15c per lb

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

Globe ..... Discount 50%

Nicholson Gen. ..... Discount 30%

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight. $9.95.

Apollo and

### IRON, GALVANIZED "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 70 |
| 28 Am. or 26 Eng. | 9 30 |
| 26 Am. or 26 Eng. | 9 00 |
| 24 | 8 85 |
| 22 | 8 85 |
| 18 and 20 | 8 70 |
| 16 | 8 55 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set..... $2 25

Mrs. Pott's No. 50, set..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |

Barn Door

| | |
|---|---|
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 50 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | |
| New Century B | |
| New Idea | |
| Snowball | |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.65.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo "A" gas engine oil, 65c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 90 |
| ½ gal. | 9 90 |

# They See The Can—
# Recall The Brand—
# *And You Record a Sale*




Stephens REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of Stephens' Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

*Suppose you write us about an agency. There's money in it.*

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER,** Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| **B. & A.—** | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 35%. Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $6 80 |
| 12 gauge | 6 85 |
| 14 gauge | 6 90 |
| 16 gauge | 7 00 |
| 18-20 gauge | 7 60 |
| 22-24 gauge | 7 65 |
| 26 gauge | 7 70 |
| 28 gauge | 7 80 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. Victor | H.& N. | Jump |
|---|---|---|---|
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 28 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William.

Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| **Perfect Handle—** | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 70 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| **Trimo—** | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 85 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen. Reliance

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

| | | | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

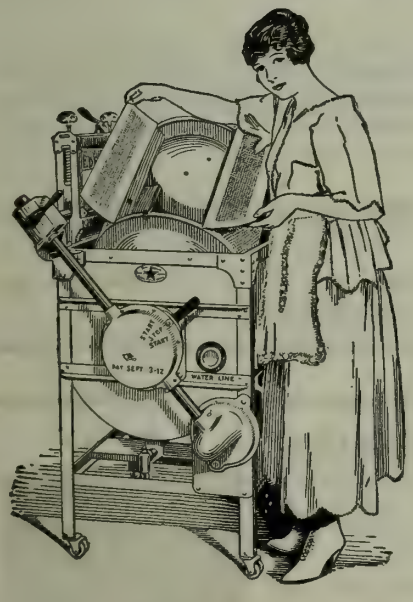
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

The Eden

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

The Eden IS THE MACHINE FOR THE LIVE DEALER

# GREAT WEST ELECTRIC COMPANY, LTD.

WINNIPEG

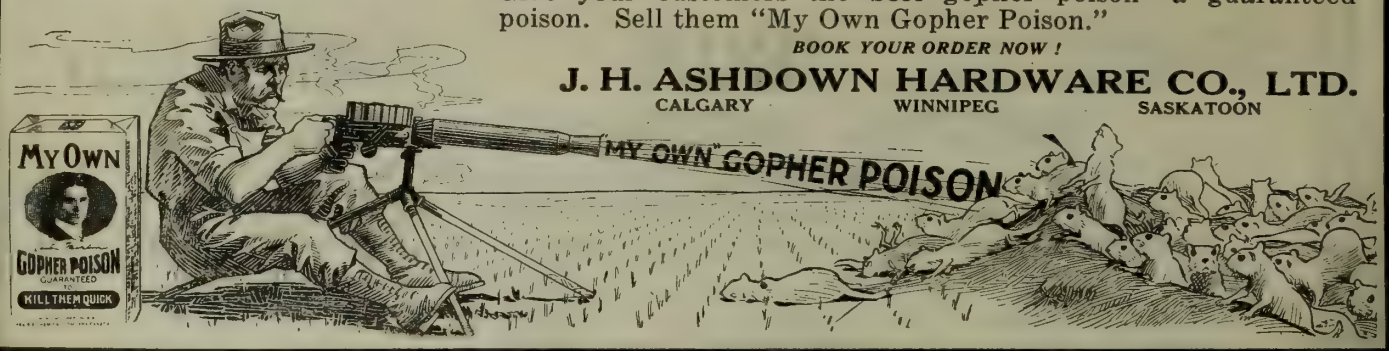
*Distributors of LACO TUNGSTEN and NITRO LAMPS*

# Dealers!

The gopher offensive is being met by the farmers with a counter attack of "My Own Gopher Poison."
Give **your** customers the **best** gopher poison—a guaranteed poison. Sell them "My Own Gopher Poison."

***BOOK YOUR ORDER NOW !***

**J. H. ASHDOWN HARDWARE CO., LTD.**
CALGARY WINNIPEG SASKATOON




## ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



**Economy Hangers have**

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

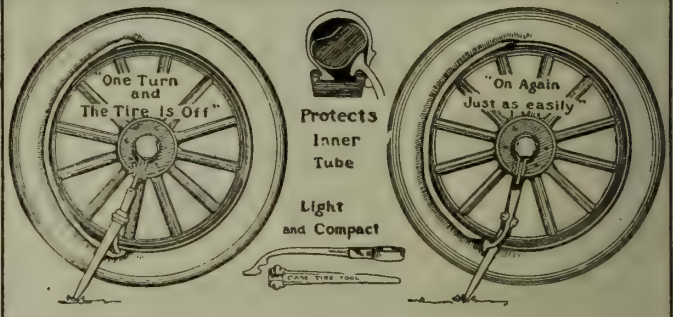
Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of
"The Economy Line"

**ECONOMY FOUNDRY CO., LTD.**
PORTAGE LA PRAIRIE, MAN.




## Handles All Clincher Tires

# The Case Tire Tool

is a new wonderful time and clothes saver. The fastest selling auto accesssory on the market. Order a large stock from your jobber because they sell fast.

DEALERS:—The Case Tire Tool offers you a wonderful sales opportunity. Write for our attractive demonstration proposition. To delay may mean someone else will get ahead of you. Mention name of your jobber.

**MOTOR NECESSITIES COMPANY OF CANADA**
231 SOMERSET BLDG. PHONE M. 2916
WINNIPEG, MAN.

MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**
**Harness Oil. Neatsfoot Oil**
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use.
Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

1869 1919

Golden Jubilee

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*

# Sporting Rifles




# Winchester, U.M.C., and Dominion Metallic Ammunition

For the Big Game season we can supply you with all the popular, well-known makes of rifles—Winchester, Remington, Savage, Stevens, etc. Your customers will want the best ammunition; reliable, dependable cartridges like Winchester, U.M.C. and Dominion Metallic Cartridge lines. In all these we can offer you dependable, salable, well-known goods.

**Ask for Catalog Number 20.**

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**Calgary WINNIPEG Saskatoon**



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**Abrasives**
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
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Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

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Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

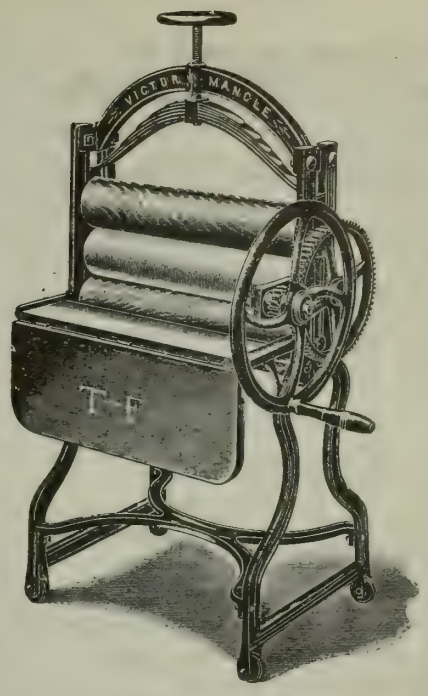
**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

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***is substantially made and a ready seller***

Progressive dealers will do well to show one of these mangles prominently on their floor. The modern housewife is ever alert in matters of household equipment and in all respects the Victor Mangle is a very desirable acquisition. You can rely on quality workmanship throughout — all castings are smooth and highly enamelled. The rolls run remarkably free and with little exertion and there is a stability about the "Victor" that makes it operate in a most satisfactory manner. Other features include the drop leaf extension table, adjustable rollers, castors on feet, and especially selected hardwood rollers. Write us to-day for prices. The Victor Mangle will surely find a ready buyer—we can quote you attractive prices.




***The Largest Manufacturers of Hardware in Canada***

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147 Prince William Street, St. John, N.B

Head Office and Works
**Guelph, Ont.**

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A rain-coat that assures protection against the worst weather. Made with the greatest care from only selected material, your customers receive an article that will satisfactorily stand up to rough usage and hard wear.

Fish brand waterproof clothing are well worth stocking—they return a liberal margin of profit besides being ready sellers.

**For particulars and prices write**

**TOWER-CANADIAN**
**LIMITED**
**Toronto Halifax Vancouver**
*"Coast To Coast Service"*

# P H

TRADE MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

## Ingersoll File Company Limited

**INGERSOLL ONTARIO**

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors.
**ASK YOUR JOBBER**

# IMPERIAL

TRADE MARK

# THE BUYERS' GUIDE

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Dr. Clark, dealing with this Municipal Loan Fund of the fifties, says of its author, Sir Francis Hincks:

> He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people, for whom he expressed and probably felt sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

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Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

**UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN.**

# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co,, Montreal.

**Fuses, Electric**
The Hasco Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
G. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co,, Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Banton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.

# Is the Alien a Menace?

IN the October issue of MACLEAN'S MAGAZINE a strong presentation is made of the reason why the people of the West are against further foreign immigration.

"The Menace of the Alien" depicts the foreign problem in the Canadian West as it exists to-day, and shows every one of us why we must Canadianize our Ruthenians, Austrians, Slovaks, and our fifty-seven other varieties before we allow any further "unrestricted" immigration.

This article is written by a member of MACLEAN'S MAGAZINE staff who has just returned from a careful, personal investigation of the situation. Shall we have a "White West?" Many Westerners are demanding it. Are the aliens to swing labor into the bosom of the O.B.U.? It is being done—and what must we do to stop it?

The "inside" story of the routing of the Drumheller miner aliens by returned Canadian war veterans is here told by MACLEAN'S for the first time. What leadership must be substituted for the O.B.U. leadership of these foreigners?

*The October issue of MACLEAN'S is a Western number in the sense that it contains many articles and stories of distinctly Western interest. For instance:*

### X "Those Pesky Farmers Out West"

*By Hopkins Moorhouse, Author of "Deep Furrows"*

They have completely upset the old order of things. No longer will politics consist of the comfortable fight between the Ins and Outs with the old party lines maintained. The grain growers on the Prairies have upset the calculations of the professional politicians and completely changed the face of Dominion politics.

### X "Fifty Years in the West"

*By Professor W. T. Allison*

A breezy and readable sketch of the business career of Winnipeg's veteran business man, James H. Ashdown.

### "Further Discoveries of New Land"

*By Vilhjalmur Stefansson*

The final and most interesting instalment of Mr. Stefansson's story of his wonderful trip of five years' duration in the Canadian north in which he tells for the first time of finding new continents in the Arctic and hoisting there the Canadian flag.

### X "The Banshee Bell"

*By Edith G. Bayne*

A bright love story laid in the mountains of British Columbia.

## *Other Splendid Features of October MacLean's*

### X "The Turmoil at Ottawa"

*By J. K. Munro*

A comprehensive survey of Dominion politics, written with complete impartiality and absolute candor. It is bright and breezy, with a knock in every line for the politicial opportunists. It plucks many tail feathers from our party leaders.

### "Spanish Doubloons"

*By Camilla Kenyon*

The start of a bright and fascinating serial story by a brilliant young writer. It is the Spanish Main brought up-to-date, treasure hunting with a background of fun and romance.

### "The Airy Prince"

*By Arthur Beverley Baxter*

A complete novelette in which is presented a bird's-eye view of England in time of war. It is one of the most brilliant stories that has been written of recent years.

### "His Majesty's Well-Beloved"

*By Baroness Orczy*

The latest novel by this popular authoress appearing exclusively in MACLEAN'S.

### "Ebb and Flow"

*By C. W. Stephens*

A strong business story laid in the province of Quebec.

*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

## *OCTOBER ISSUE* *Now On Sale At All News Dealers* *20c*

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# THE BUYERS' GUIDE

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.
**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.
**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont
**Hoes**
Ward & Payne, Sheffield, Eng.
**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.
**Horse Slingers**
Collins Mfg. Co., Toronto.
**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.
**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.
**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.
**Household Pails**
E. B. Eddy Co., Hull, Que.
**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.
**Incubators**
Collins Mfg. Co., Toronto.
**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.
**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co., Ltd., Windsor, Ont
**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.
**Iron, Corrugated**
Canada Metal Co., Toronto.
**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.
**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.
**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.
**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont
**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.
**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.
**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.
**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd. Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.
**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal
**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.
**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.
**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.
**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont.
**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal
**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes-Martin-Wilkes Co., New York.
**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.
**Lamp Chimneys**
Walter Woods & Co., Hamilton.
**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.
**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.
**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal
**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill
**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.
**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.
**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto
North American Hardware Co., Ltd., Montreal
**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto
North American Hardware Co., Ltd., Montreal, Q.
**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal
**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.
**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.
**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
**Lawn Swings**
J. E. Beauchamp & Co., Montreal.
**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.
**Lead, Black**
John Oakey & Sons, London, Eng.
**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.
**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.
**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.
**Lead Washers**
Canada Metal Co., Ltd., Toronto
**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.
**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain Conn.
L. S. Starrett Co., Athol, Mass.
**Level Glasses**
Stanley Rule & Level Co., New Britain Conn.
**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London
**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass
**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.
**Locks**
Can. Yale & Towne, Ltd., St. Catharines Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.
**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.
**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London
**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.
**Lubricants**
Canadian Asbestos Co., Montreal, Que.
**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.
**Lumber Tools**
Canadian Warren Axe & Tool Co., St Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont
**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.
**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.
**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.
**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton Can
**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.
**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines Ont
**Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.
**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
**Matches**
E. B. Eddy Co., Hull, Que.
**Mats, Rubber**
Dunlop Tire & Rubber Goods Co. Ltd. Toronto
**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.
**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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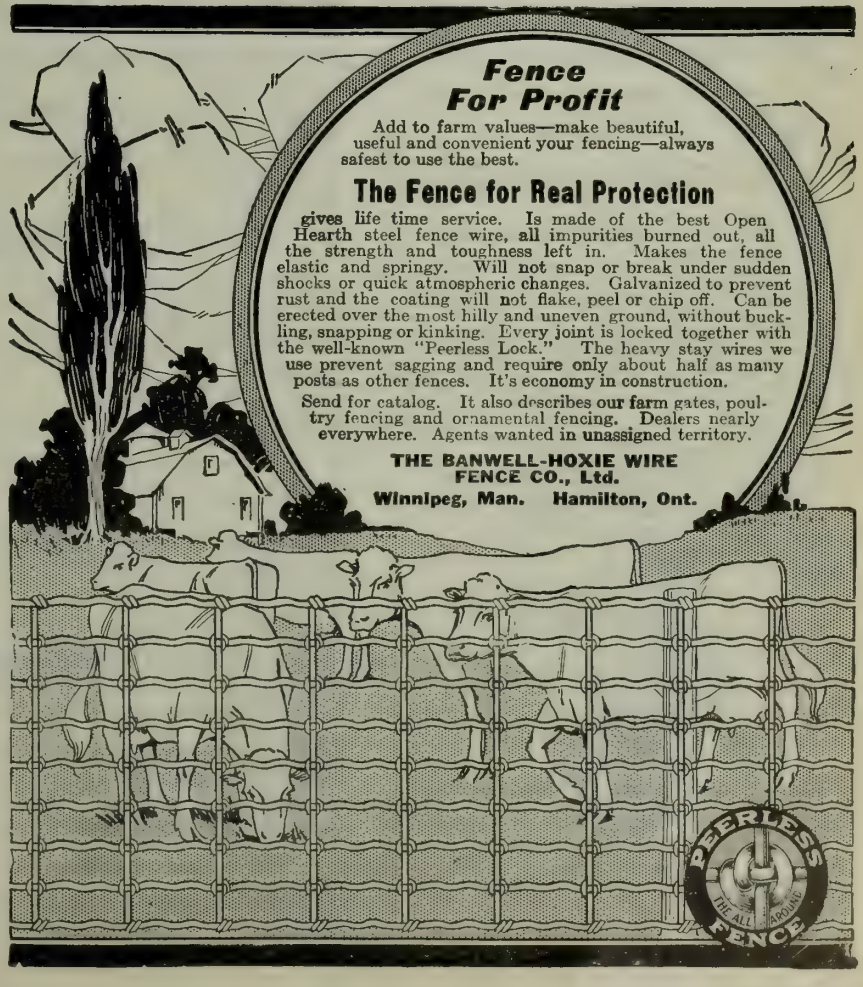
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# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.
**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.
**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.
**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.
**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hole Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.
**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.
**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
**Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.
**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.
**Paris Green**
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.
**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.
**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.
**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
**Packings**
The Canadian Asbestos Co. Montreal, Que.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.
**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 180 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.
**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.
**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaner**
The Chamberlain Desotvo Co., Toronto.
**Pipe Cutters**
The Borden Canadian Co., Toronto.
**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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**Roof & Bridge Paint**
**Flat Tone** (for walls and ceilings)
**Old Dutch Enamel**
**Decotint** (Cold Water Wall Paint)
**Porch Floor Paint**
**Inside Floor Paint**
**Marnot** (floor varnish)
**Scarnot** (for interior varnishing)
**Auto Enamels** and Finishes
**Aluminum Paint**
**Stove Pipe Enamel**
**Floor Wax**
**Varnish Stains**
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# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Rars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

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Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

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Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

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The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

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Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

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Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
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L. S. Starrett Co., Athol, Mass.

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**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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McKinnon Industries, Ltd., St. Catharines.

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T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Taylor-Forbes Co., Limited, Guelph, Ont.

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Henry Disston & Sons, Toronto.
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Victor Saw Works, Hamilton, Ont.

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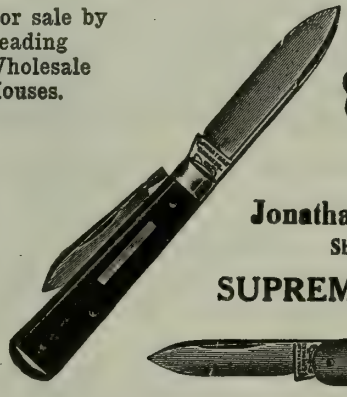
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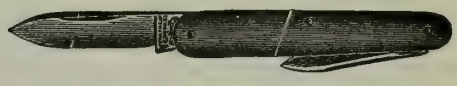


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Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

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Plewes Ltd., Winnipeg, Man.

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Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

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Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
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Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
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**Store Fixtures**
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Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

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Pratt & Whitney Co. of Canada, Ltd., Dundas.
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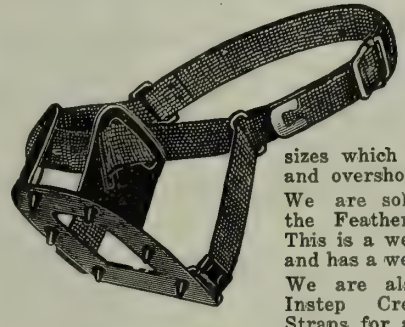


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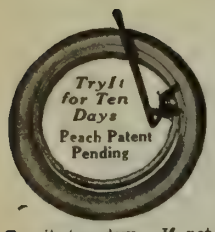
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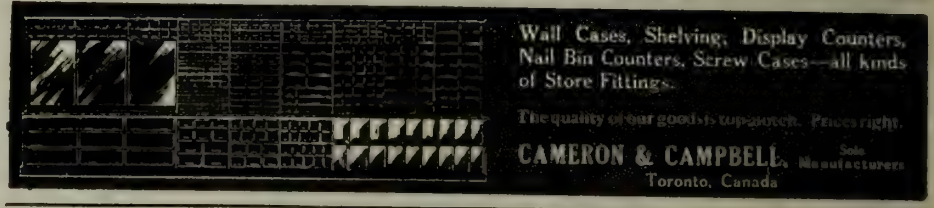
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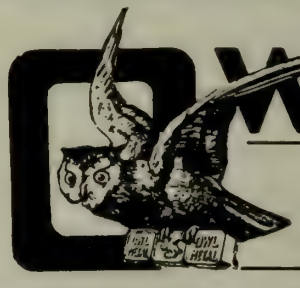
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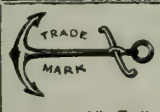
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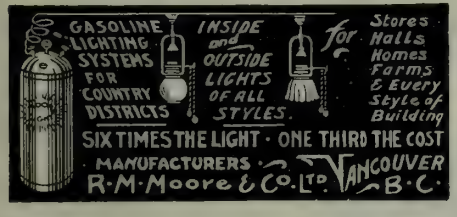
Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

We will use this space every week to offer specials to Hardware Dealers.

Watch for them every week.

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22 Victoria Square
Montreal, Canada




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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

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**A Sodered Joint is No Stronger Than Its Flux**
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*A Germantown of quality that gets big business*

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Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

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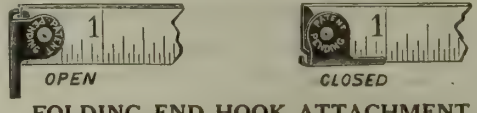
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*Made in Canada*

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

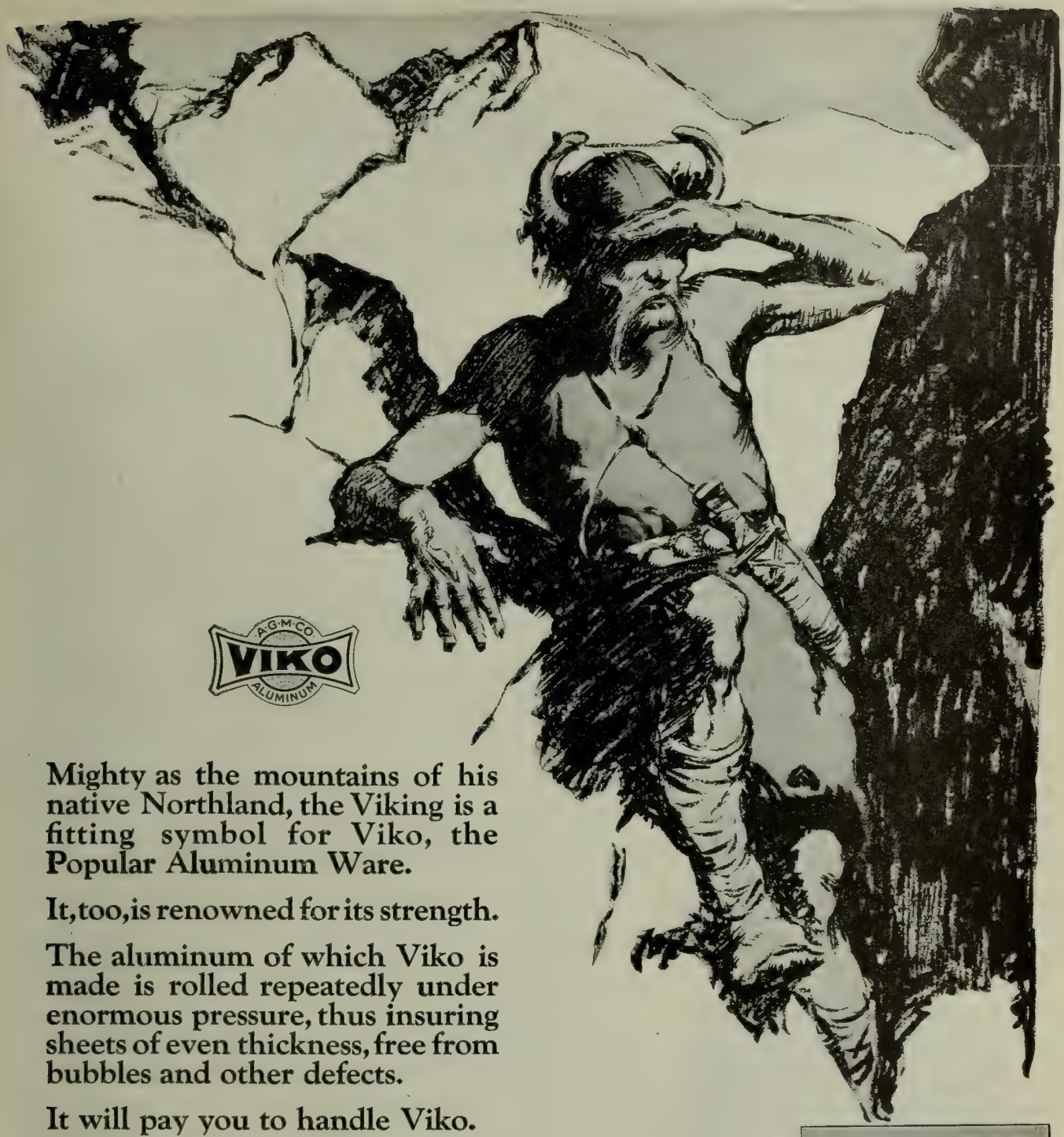
Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.




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This is an improved and exclusive feature supplied on any of LUFKIN Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

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WINDSOR, ONT.



A·G·M·CO
VIKO
ALUMINUM

Mighty as the mountains of his native Northland, the Viking is a fitting symbol for Viko, the Popular Aluminum Ware.

It, too, is renowned for its strength.

The aluminum of which Viko is made is rolled repeatedly under enormous pressure, thus insuring sheets of even thickness, free from bubbles and other defects.

It will pay you to handle Viko.

ASK YOUR JOBBER



Oval Roaster—One of the many Viko utensils

# VIKO

## The Popular ALUMINUM

# McKINNON RADIATORS

## *Really Cellular*

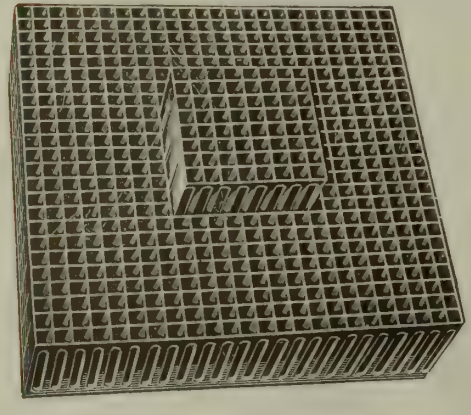
It is easy to break an ordinary radiator beyond repair, a condition that entails wholesale waste, because scraping an ordinary radiator entails scraping the expensive tanks and other accessory parts.

The McKinnon Radiator solves this big waste problem—Its core is made up of individual cells, which can be fitted into any radiator frame work—

This is very valuable information for the auto owners and garage men—We supply new cores that will fit ANY RADIATOR SHELL.

Corrosion is also one of the evil influences of water on the radiator—We overcome this by careful tinning of the inside and outside of McKinnon Radiators. The sides are straight downward, and corrugated so that the water is constantly in agitated action carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water pockets are also constructed to permit of an outward strain many times before a burst will take place—



Vibration has no terrors for the McKinnon Radiator—because it is a solid unit not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry.

***We Invite Correspondence***

## McKINNON INDUSTRIES LIMITED

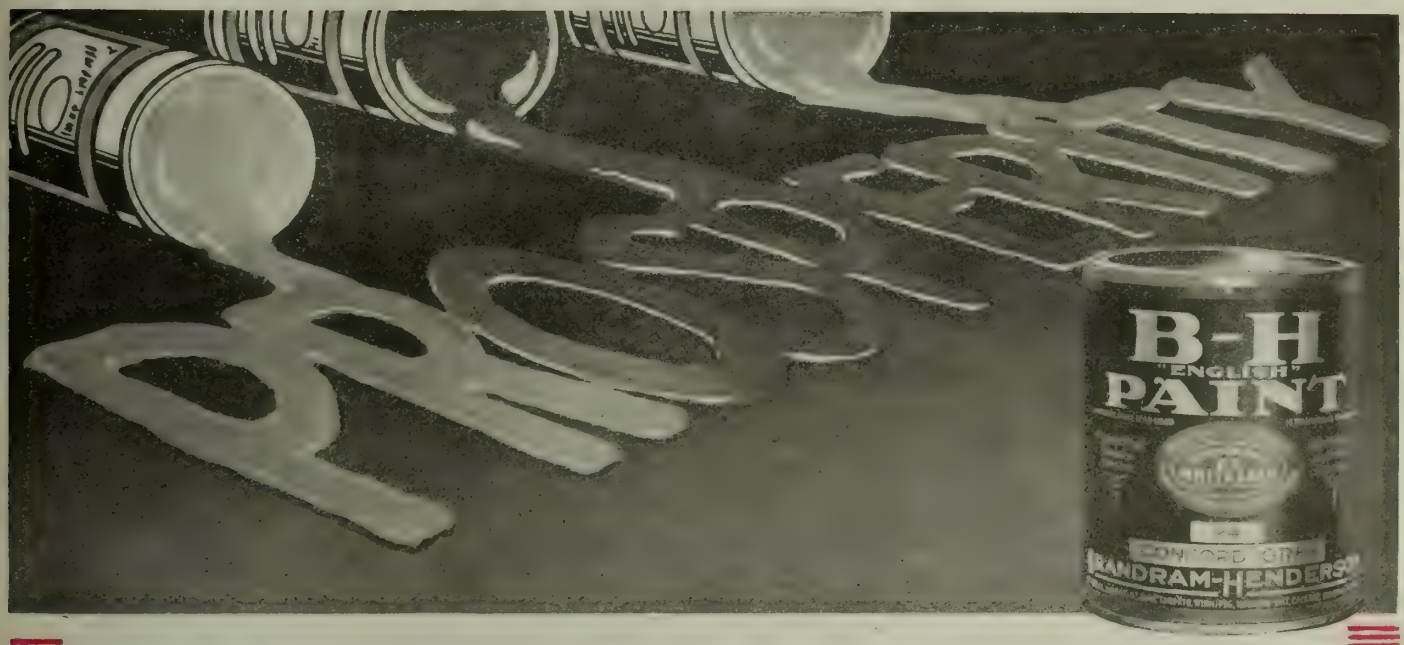
**ST. CATHARINES** **ONTARIO, CANADA**

EXPORT NUMBER

# HARDWARE AND METAL

Vol. XXXI PUBLISHED EVERY SATURDAY SINCE 1888 NOVEMBER 1
No. 44 1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA




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Full particulars will be gladly sent you if we are not already represented in your locality.

"Save the surface and you save all" *Paint & Varnish*

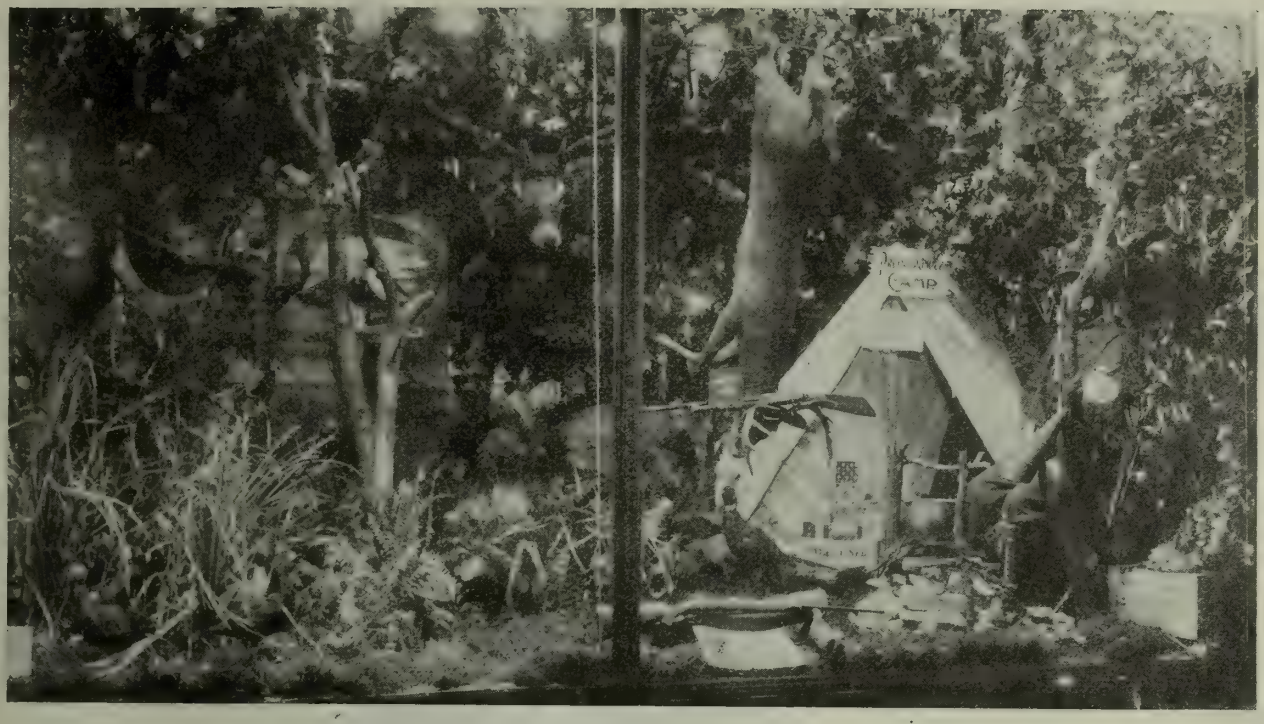
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MEDICINE HAT CALGARY EDMONTON VANCOUVER

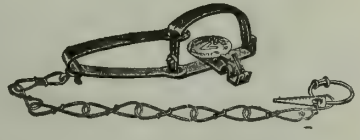


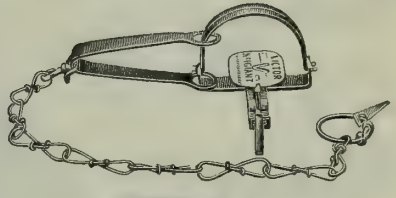


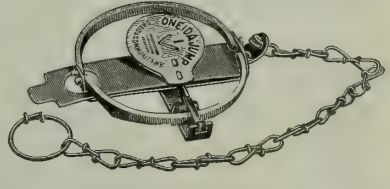
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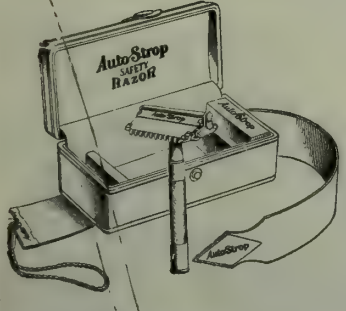


# —hunting season's on













With the turning and falling of the leaves the call of the wilds gets into the ears of every man and boy—the desire to hunt, to prowl about the woods gets into the blood.

This is the time to

## Trim Your Windows With Hunters' Acceessoris

but don't confine your displays to conventional supplies—shotguns, rifles, ammunition, traps, knives, etc., but show other lines for the personal comfort of the hunter. Show flashlights, safety razors, compasses, cheap watches, etc., and you will attract good business.

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# PUSH THE BIG THREE TO THE FORE AND BRING MORE TRADE TO YOUR STORE



Universal Coffee Percolator.
No. 476.

The Trade Mark Known
UNIVERSAL
in Every Home

***Sell the goods that hold the trade,***
***That's the way the money's made.***

There is no better getter of trade than these three UNIVERSAL appliances. The wise woman is eager to buy anything that saves time, labor and money in the home. UNIVERSAL Products have proved their worth and deserve a place in every kitchen.




Universal Bread Maker
No. 4.

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Universal Food Chopper.
No. 0.

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DISSTON




Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada.

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*That last for GENERATIONS*

## We are Headquarters

FOR DISSTON GOODS

We ship mail orders promptly

**OUR BUSINESS has been built on the Service we have given our Customers.**

## LEWIS BROS., LIMITED

MONTREAL






# GURNEY-OXFORD ROYAL

The Royal Oxford Cast Iron Range illustrated above has proved itself a leader with the trade. It is equipped with the Gurney-Oxford Economizer, divided flues, large oven and all nickel parts lift off for easy cleaning.

**Write for Catalogue.**

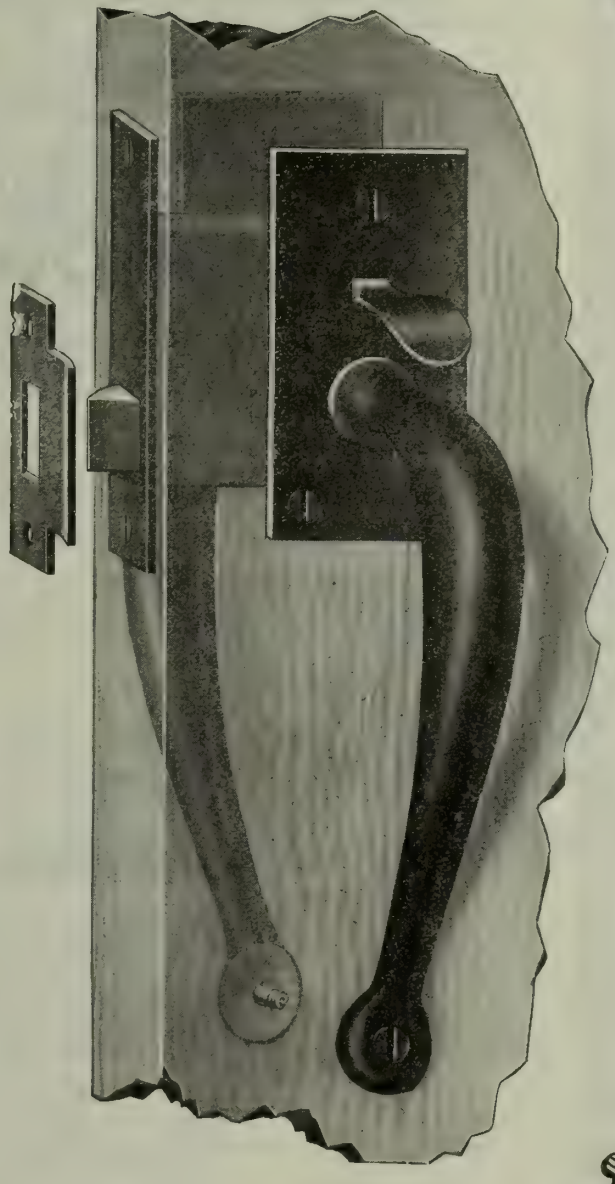
## The Gurney Foundry Company, Limited

TORONTO - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney N orth-West Foundry Co., Ltd., Calgary
The Gurney F oundry Co., Ltd., Vancouver

# NATIONAL

## Garage Door Latch



This No. 27 latch has the appearance, utility and simplicity—that's why it's a prime favorite with garage owners. It is extremely popular and it is sought for whenever a new garage door is hung—that's pretty often these days.

A dealer that has in stock articles which are popular and sought for, is naturally going to make a great many sales. With a good profit on each sale, and a good many sales per year, he will have a nice annual turnover, won't he? How about you?

No. 27 Latch is reversible for right or left hand door; adjustable for thickness from 1⅛ to 2¼ inches. Packed the **Unusual National Way,** one latch complete with screws, in a neat, strong box. Finished in Japan, Dead Black Japan, Sherardized and Dead Black Japan, Sherardized and Plated, any finish. Weight per dozen 26 lbs.

**NATIONAL MANUFACTURING COMPANY**
**STERLING, ILL.**

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Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

## STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

Imperial Standard Floor Dressing is a high quality non-evaporating *preservative* for the surface of wood, linoleum and oil cloth. One application every three or four months will keep dust off your merchandise and your floors bright and clean.

A gallon is sufficient to treat 500 to 700 square feet of floor surface.

Apply with the Imperial Floor Oiler or an ordinary sprayer.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

*Ask the Imperial Oil Man*

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES





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## THE BIG SELLER

Wherever there's a Canadian girl or boy there is a lively customer anxious to own a Push-a-Bike. It is the kind of toy that any youngster will enjoy.

Sturdily made and is practically indestructible and is adjustable to two sizes.

***FULL PARTICULARS AND PRICES UPON REQUEST***

**H. S. HOWLAND, SONS & CO. LIMITED**

**WHOLESALE HARDWARE**

**TORONTO**

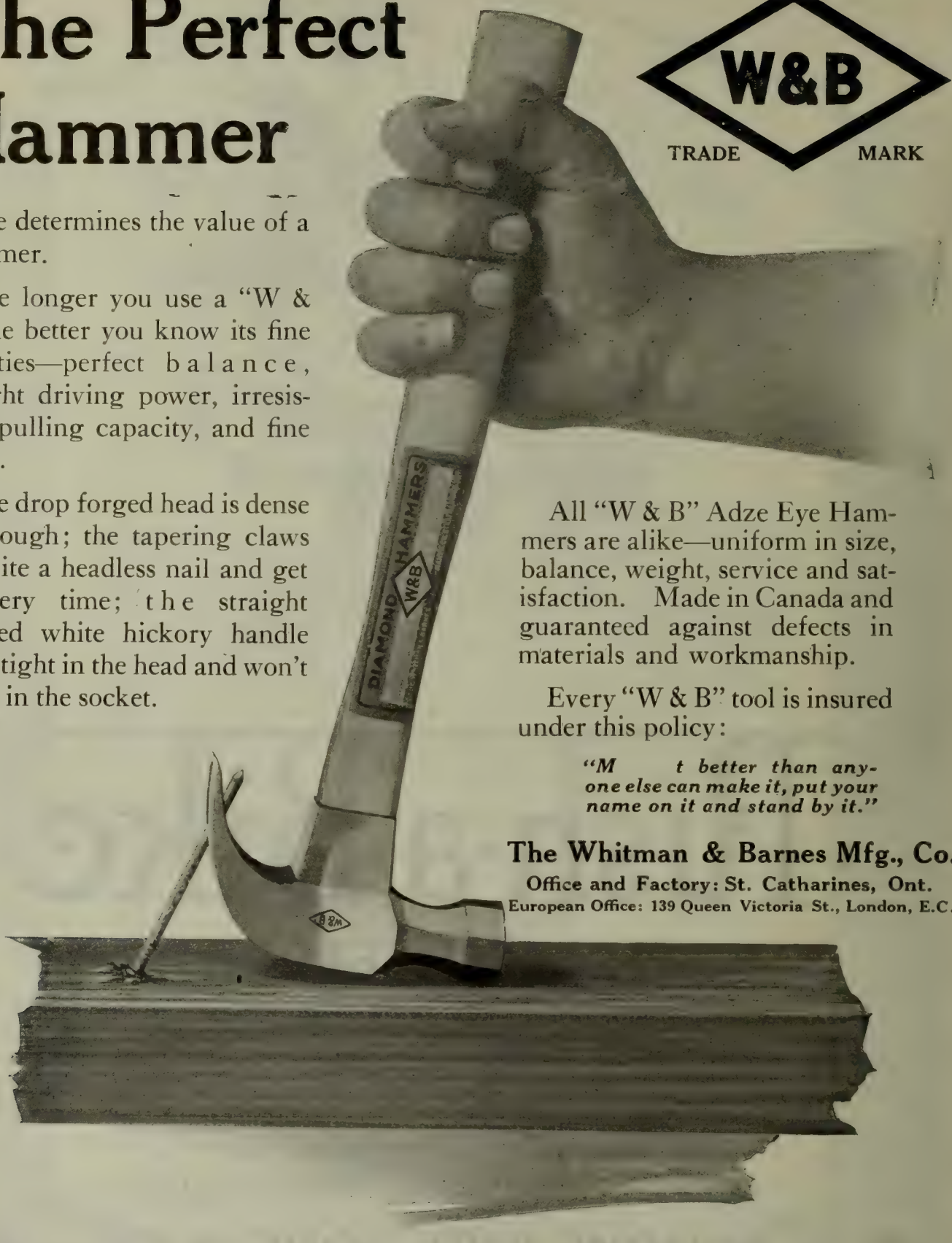
# The Perfect Hammer

W&B TRADE MARK

Use determines the value of a Hammer.

The longer you use a "W & B" the better you know its fine qualities—perfect balance, straight driving power, irresistible pulling capacity, and fine finish.

The drop forged head is dense and tough; the tapering claws will bite a headless nail and get it every time; the straight grained white hickory handle holds tight in the head and won't break in the socket.




All "W & B" Adze Eye Hammers are alike—uniform in size, balance, weight, service and satisfaction. Made in Canada and guaranteed against defects in materials and workmanship.

Every "W & B" tool is insured under this policy:

*"M t better than anyone else can make it, put your name on it and stand by it."*

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**Office and Factory: St. Catharines, Ont.**

**European Office: 139 Queen Victoria St., London, E.C.**

**Established 66 Years**

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**TWIST DRILLS — REAMERS — WRENCHES — HAMMERS**

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Steel and Iron Bars

Open Hearth Steel Sheets

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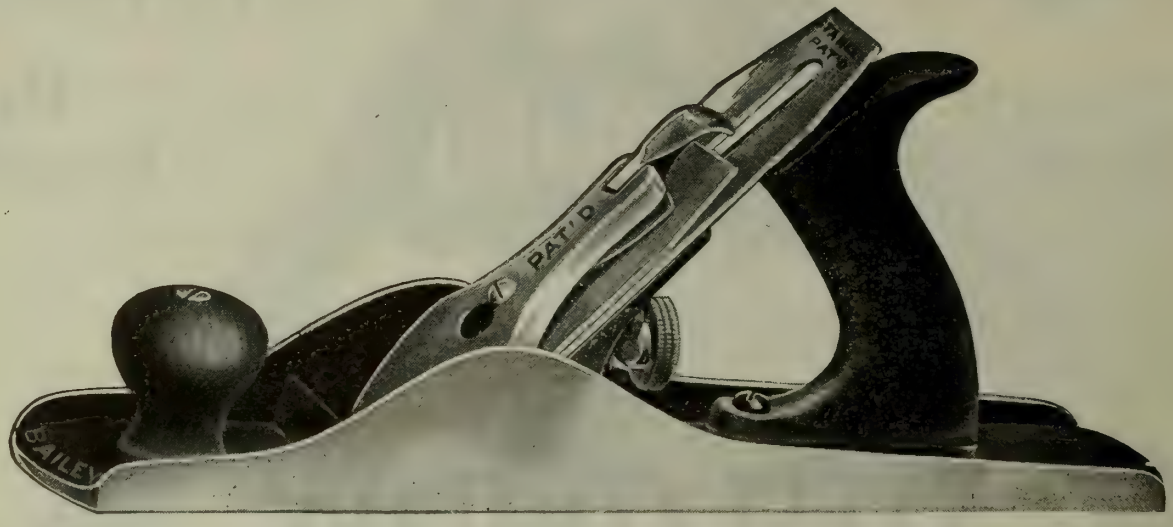
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Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

# Stanley Tools




# BAILEY IRON PLANES

***The Standard For More Than Fifty Years***

No matter what other makes of Planes a Hardware Dealer ordinarily carries, his stock should include a full line of **BAILEY PLANES.**

Their great reputation among all users of wood-working tools and the exceptional quality of the material and labor that enters into their manufacture, has created a demand that insures quick sales and customer-satisfaction.

Made in the Canadian Works of the

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

**Canadian Representatives—A. Macfarlane & Co., Ltd., Montreal, Canada.**

# WILT

## HIGH SPEED AND CARBON TWIST DRILLS

## REAMERS AND MILLING CUTTERS

## Quality First

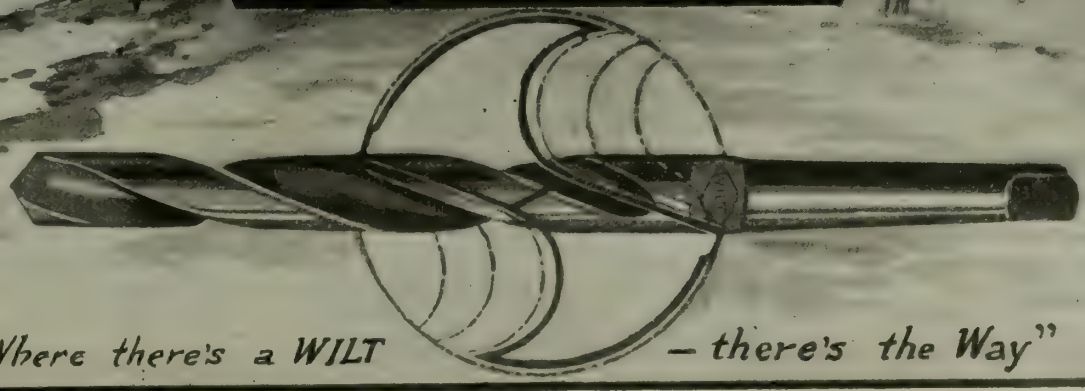
**A High Standard** of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters. QUALITY FIRST** is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

**WILT TWIST DRILL COMPANY**

OF CANADA, LTD. WALKERVILLE, ONT.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



*"Where there's a WILT — there's the Way"*



# The needs of merchants have guided National Cash Register improvements

"WHAT the merchant needs" always has been—and always will be—our basic idea in making cash registers.

This business, as it stands today, is the result of constant study of merchants' needs.

Every suggestion that we receive is investigated. The practical ones are adopted and given very exacting mechanical tests before they are manufactured.

During the past 10 years we have made 6,508 improvements in our product.

These improvements were added so that National Cash Register users could be supplied with machines that would give them the utmost possible service.

Modern National Cash Registers are practical, useful, accurate, and durable—the best we can make.

## Nationals are now used in 296 lines of business

The National Cash Register Company of Canada, Limited

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Halifax.....63 Granville Street
Hamilton.....14 Main Street E.
London.....350 Dundas Street
Montreal.....122 Catherine Street W.
Ottawa.....306 Bank Street
Quebec.....133 St. Paul Street
Regina.....1820 Cornwall Street
Saskatoon.....265 Third Avenue S.
St. John.....50 St. Germain Street
Toronto.....40 Adelaide Street
Vancouver.....524 Pender Street W.
Winnipeg....213 McDermot Avenue

FACTORY : TORONTO, ONTARIO

# Steady Sales?

## Of Course!

*If You Handle*

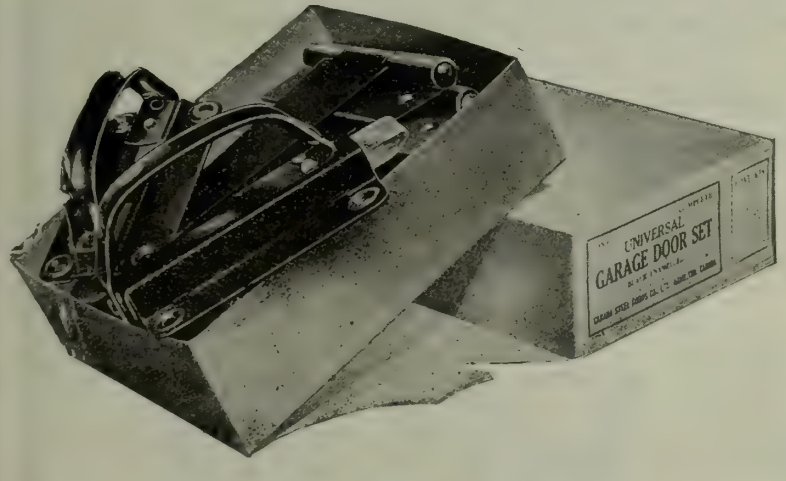
## Universal Garage Door Sets

*Because*

Car owners are increasing as fast as they can be supplied with cars. Shelter for the car is essential, consequently garage hardware is in marked demand, as you know.

Auto owners fall for this likeable Universal Garage Set as soon as you show it. Extra heavy hardware, the very best of the kind, finished in black enamel. *The lowest price on record.*






*Packing Means Something to You*

**3—Pair 8-inch Extra Heavy Tee Hinges.**
**1—No. 1055x6-inch Wrought Steel Chain Bolt.**
**1—No. 1056x6-inch Wrought Steel Foot Bolt.**
**1 No. 1240 Wrought Steel Door Latch.**

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs., packed 6 sets to a case.

## Canada Steel Goods Co., Limited
## Hamilton, Canada

# Buy and Induce Others To Buy

The Merchants of Canada would be the first to feel any slackening in the buying power of the people.

You have a lot at stake.

Until the Victory Loan 1919 is over—and a success—strain every effort to help.

Support the Victory Loan 1919 with all the energy you give to your own business.

Your customers are your friends.

Don't lose a single opportunity to impress them with the importance of putting the Victory Loan 1919 across. This is a case where National prosperity, and your own personal interest, are one.

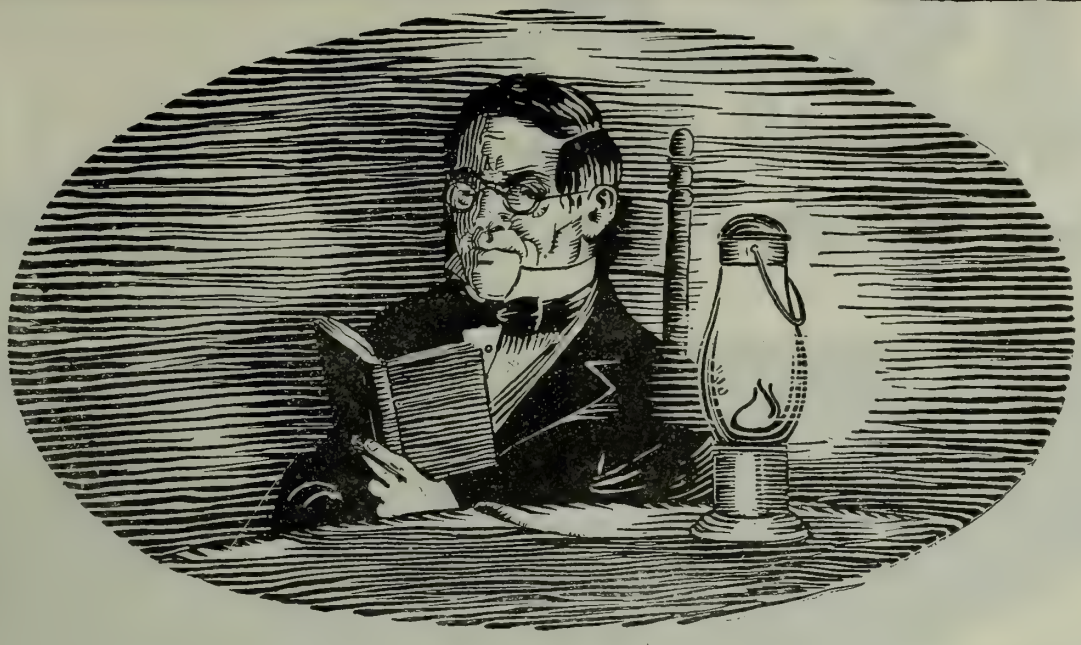
And you can't successfully induce others to buy Victory Bonds unless you yourself own a big block.

Canada has a big block of Victory Bonds on hand.

And they must be sold!

Issued by Canada's Victory Loan Committee in co-operation with the Minister of Finance of the Dominion of Canada.

52-P



# WHEN GRANDFATHER FIRST READ BY THE KEROSENE LAMP

ONE evening in 1826, Grandfather removed the candlestick and waxed taper from the table and lighted a new "contraption" which he called a kerosene lamp. But it was not until nearly thirty years later that mineral oil lamps, improved and perfected, began generally to displace the wax tapers and the lamps which produced light from animal oils.

Two years before the first kerosene lamp was lighted, nearly forty years before the discovery of petroleum in America, the workers at Plymouth began making rope — rope so good that when the demand came for drilling cables to open up the vast stores of petroleum beneath the earth's surface, Plymouth was ready, and for sixty years Plymouth Drilling Cables have played a very important part in the production of petroleum.

For every rope and cable use Plymouth delivers full value and more.

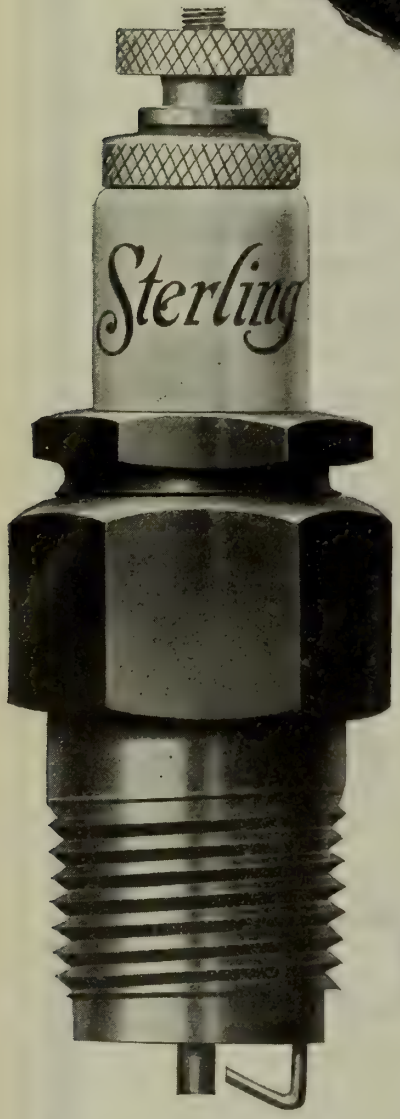
# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

No. 3

# Sterling Spark Plugs




## Where Sterlings Were Developed

It was for marine engine use that Sterling Spark Plugs were originally built.

The Lockwood-Ash Motor Company, manufacturers of Sterling Spark Plugs, is one of the oldest American manufacturers of marine engines, and Sterling Spark Plugs were developed to meet the trying conditions of marine engine service.

The fact that Sterling Plugs have measured up to the severest demands of marine engine use is ample assurance that they will meet the severest conditions in **all** internal combustion engines.

In automobiles, trucks, tractors, motorcycles, aeroplanes—wherever constant service is needed—Sterlings will perform that service best.

**Kept in stock by progressive garages and supply dealers.**

THE LOCKWOOD-ASH MOTOR COMPANY
MAIN STREET JACKSON, MICHIGAN
DOMINION BATTERY CO., LIMITED, 736 Dundas Street East, TORONTO

(64)

SEPARABLE  CLEANABLE

# Kiddie-Kar

## All the Year Round Indoors and Outdoors




*The Jitney Joy Rider*



*Best Selling Child's Vehicle*




### A Quick Turnover at Christmas

Kiddie-Kar is the world's largest selling child's vehicle. Modern automatic machinery keeps production cost low. The margin of profit is generous. These three months before Christmas Kiddie-Kar will be advertised in full pages in color. Thus, you are offered for a small investment, quick turnover and good profit.

### Advertised in 3,000,000 Homes

Kiddie-Kar is advertised in the Ladies' Home Journal and the Literary Digest. The K-K Coaster, the Kicker and Trailer are newer, but equally good sellers. See them.

## Canadian K-K Company, Limited

Elora, Ontario, Canada

# Get This Display for Your Window

***A VALUABLE ATTRACTION FEATURE***




# Bissell's "Peerless" Cooperative Display

Is of great general value to any merchandise showing—particularly of home furnishings, carpets, household utilities, furniture, etc.

It is a nine color lithographed reproduction of a $300.00 painting—would cost you that much to make just one.

It is an expensive, heavy cardboard "cutout" which when set up is about 7½ feet wide by 4½ feet high—an imposing background. (The girl's figure is a separate piece and is used with a real sweeper.)

***Furnished gratis with one dozen or more Bissell Sweepers for shipment from factory—Order direct or from your jobber***

*WRITE FOR CHRISTMAS OFFER ANNOUNCEMENT WHICH SHOWS IT IN COLORS*

**BISSELL CARPET SWEEPER CO.**

OF CANADA, LIMITED, NIAGARA FALLS, ONTARIO (FACTORY)

GRAND RAPIDS, MICH.

# THE ONLY FAIR TEST

The only fair test of Hack Saw Blades is the test of continuous use under local conditions.

Testing on high speed steel, blades that you will use to cut machine steel gives a misleading result. Testing only one or a dozen blades gives little indication of what a brand will average. Testing in hand frames of blades to be used in machines will teach you nothing.

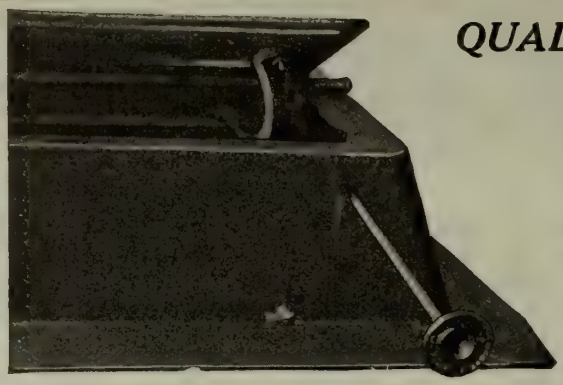
Goodell-Pratt Hack Saw Blades are not made with the idea of excelling in freak tests but are made to stand the test of continuous use day in and day out under average shop conditions.

Try them for a reasonable length of time and we know that you will find them satisfactory.

GP 888 G GP 777

**Goodell-Pratt Company**

Greenfield, *Toolsmiths* Mass., U.S.A.



*QUALITY* *SERVICE*

THE

**Barton-Netting Co.**

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

*OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY*

# VOL-PEEK



*FIRST AID IN THE KITCHEN—*

## IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

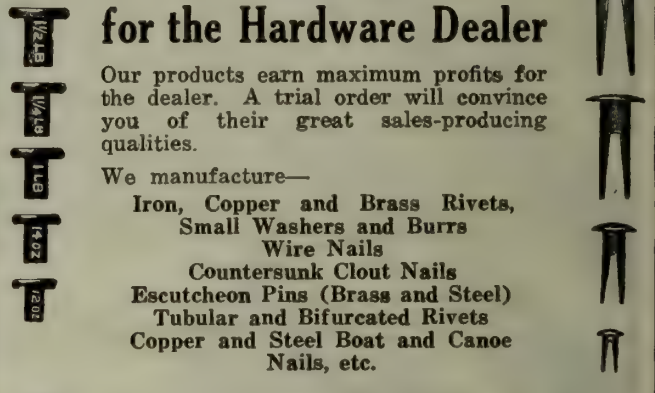
Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

**H. NAGLE & CO., Box 2024, MONTREAL**




## More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

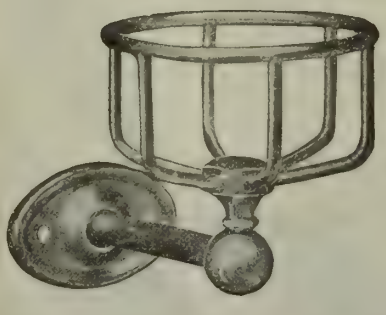
We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**

## The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

## The Gendron Manufacturing Company, Limited

**Duchess and Ontario Streets, Toronto, Ontario**




# GOOD SELLERS AT CHRISTMAS TIME

Prepare for the Christmas trade in flashlights, ignition batteries and dry cells. Stock the Reliable Line and lay the foundation for immediate and future business.

Reliable Flashlights and Searchlights will be bought extensively for gifts by city and country people, because they are attractively finished and good for long, dependable service.

Reliable Ignition Batteries and Dry Cells sell well to motorists, motorboat owners, farmers, many others. "Lively and lasting."

Reliable products are advertised throughout Canada, and made in Canada. They build up permanent trade.

There's more money for you in Reliable Canadian products than in competing lines. Try a Reliable Flashlight and Battery. Then you will want to sell them. We provide all necessary dealer helps to tie up your store to our general advertising. **Write to-day.**

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA




**RELIABLE**
TRADE MARK

*Canadian Products*

*"Lively and Lasting"*

RELIABLE
CANADIAN
PRODUCTS
TRADE MARK

# A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

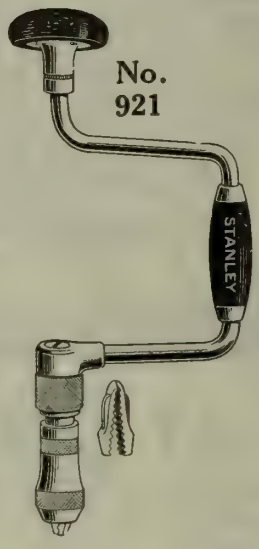
Caverhill Learmont & Co.

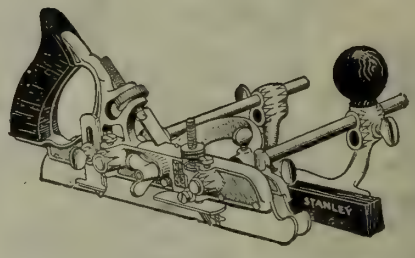



*Stanley*
## *Plumbs and Levels*

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

## CONCEALED RATCHET BRACE



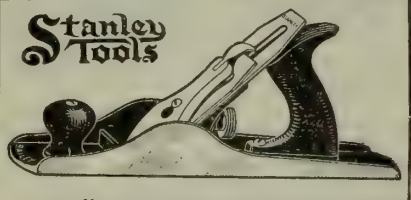




## *Stanley "Forty-five"*

### *Seven Tools in One*

(1) Reading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottom Carpenters will find this tool almost invaluable



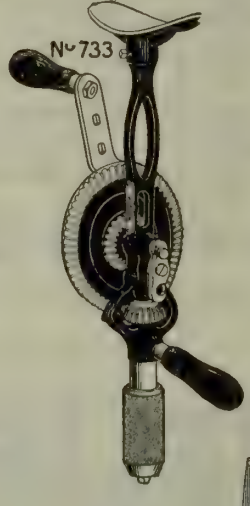

THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

From time to time other iron planes, made in imitation of this celebrated Plane, have appeared upon the market.

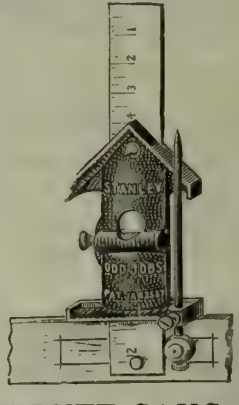
These imitation planes are often put up with numbers and labels designed to make the consumer think that he is obtaining the "BAILEY" Plane.

Every Bailey Plane has the name, "BAILEY," and the number cast in the bottom, and the name, STANLEY, is stamped on each cutter.

Do not accept substitutes.



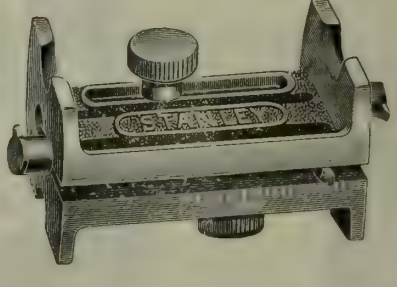

## ODD JOBS No. 1







## No. 95 BUTT GAUGE




WHOLESALE DISTRIBUTORS

# CAVERHILL, LEARMONT & CO.

MONTREAL




# When You Sell Millers Falls Tools—

You are tying your tool business to a big advertising success and selling tools that are already sold to the customer before you show the goods. You are cashing in on a standard product that takes less effort to sell and stamps your store in the customer's mind as selling the higher quality standard goods.

For fifty years Millers Falls tools have maintained quality standards that have been recognized the world over and now that they are the largest advertised line they ought to be the backbone of every tool stock.

Our selling features will increase the tool sales in your whole department. Send for handbook "How to Sell Tools." Free to every dealer.




**MILLERS FALLS CO.**

*"Toolmaker to the Master Mechanic"*

**100 River Street, Millers Falls, Mass.**

**MILLERS FALLS TOOLS**

# Announcing—




WILLIAMS' "Vulcan" Forged-Cutter Tool Holders give unequaled service to those who prefer the solid, forged-type of cutting tool. Each Holder, by the mere insertion of small High Speed Forged-Cutters, is adapted to the heaviest service on Lathe, Planer, etc.

The economy and convenience of this line, when installed as standard shop equipment, is at once apparent, as all blacksmith work, to say nothing of the very considerable investment necessitated by heavy, solid forged-tools of costly High Speed Steel, is eliminated.

Absolutely simple in construction, yet possessing all the advantages of the solid tool without its expense.

Cutters, drop-forged from the finest grade of High Speed Steel, in stock in a great variety of sizes and types, finished and hardened ready for use.

*Ask for descriptive booklet*

J. H. Williams & Co.
30 Richards St., Brooklyn, N.Y.

---

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Alberta, Saskatchewan and British Columbia

**Williams' "Vulcan" Forged - Cutter Tool Holders**

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

**Walter Woods & Co.**
**Hamilton and Winnipeg**

**Wrought and Steel Plate**

# WASHERS

**OF ALL DESCRIPTIONS**

**ROUND AND SQUARE**

**PLAIN OR GALVANIZED**



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

**We Guarantee Quality and Service.**

---

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**

# "BARCALO"




## "S" Wrench



## STRENGTH

**A wrench is as strong as its weakest part.**

The Barcalo "S" Wrench is a **unit of strength** made up of few parts. It has a drop-forged, movable jaw—strong enough to stand the hardest strain. The adjustable pin, screw and knurl are made of high-grade materials and properly placed. Every bit of material, every operation necessary to turn out a Barcalo Wrench, passes through the most exacting inspection.

Where other wrenches will not work — in those tricky places so hard to get at—

**A Barcalo Does the Trick.**

Made in 6, 8, 10, 12 and 14″ sizes.

We are so sure of our wrenches measuring up to all we claim for them that we back them to the limit.

Dealers are selling Barcalo Wrenches at a good margin of profit and building up a fine line of business on Barcalo sales.

It's for your advantage to link up with the Barcalo organization. May we tell you why?

Get in touch with us to-day. Every Wrench is guaranteed.

**BARCALO MANUFACTURING COMPANY**

**BUFFALO, N.Y.**

**Winnipeg: D. Philip, 138 Portage Avenue East**

# American Felt Large Head Roofing Nails



## "DOMSTEEL SPECIAL"

**Are Made in Canada by**

## DOMINION IRON & STEEL CO., LIMITED

*Style and Quality Perfect*

**When ordering from your Jobber insist on getting**

## LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.



# Christmas Business

Are you going to be one of the dealers who cash in on Christmas business?

Make a special drive for it this year—and let Disston help!

The same people who regularly read about Disston Saws and Tools in their papers and magazines will be your Christmas buyers—appeal to them through the familiar name Disston.

The Disston message of better saws and tools reaches nearly every different type of customer you have.

7,456,748 householders, 781,067 boys and young men, and 9,589,745 farmers and their families are reached regularly by Disston advertising—and these same people will be YOUR customers at Christmas time.

Take advantage of this Disston advertising!

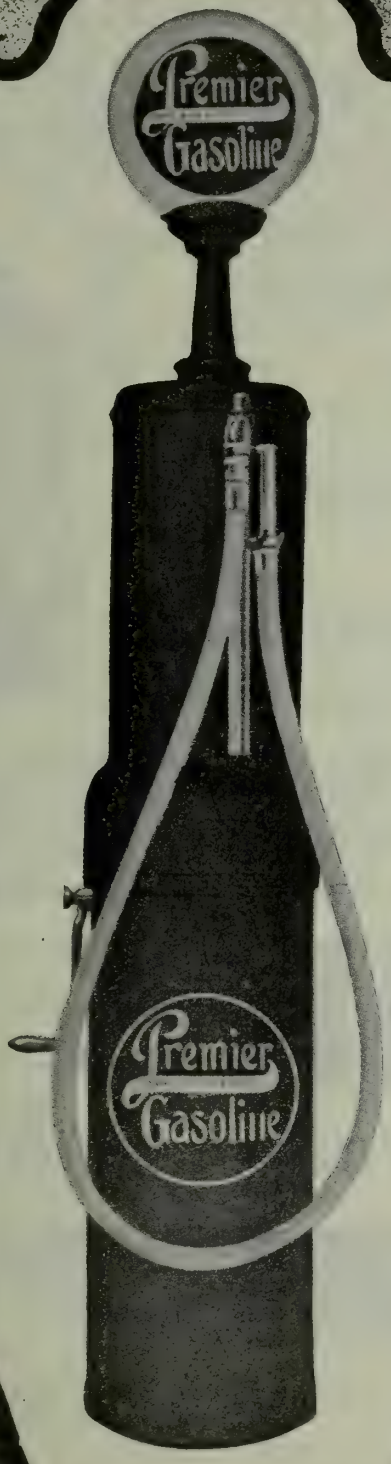
We will gladly supply window displays, store-trim and advertising material. Write us.

## HENRY DISSTON & SONS, Ltd., TORONTO, CANADA

**Branch: Vancouver, B.C.**

REG. U.S. PAT. OFF.

REG. U.S. PAT. OFF.




TRADE MARK G&B

Established 1865

## YOU CAN INCREASE YOUR PROFITS

with a Gilbert & Barker T-235 Quick Return Pump at your curb combined with suitable Underground Storage Tank. This will enable you to sell your present customers their gasoline and it will also attract additional customers.

A T-230-L Outfit will care for their oil needs.

There is a steadily increasing demand for filling stations.

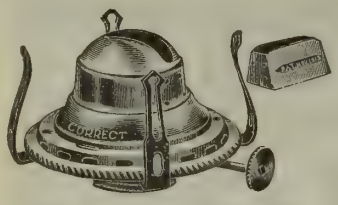
***LET US TELL YOU MORE ABOUT IT. JUST SEND FOR BULLETIN 52.***

# IMPERIAL OIL, LIMITED

*Canadian Distributors.* ∴ *Branches in all Cities.*

**Gilbert & Barker Manufacturing Company**

23 Union Street, Springfield, Mass., U.S.A.




A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

(Flame Spreader Type)




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

**The Schultz Manufacturing Company**
LIMITED
HAMILTON, CANADA

***Give us your Wholesaler's name and we will send you a sample***

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**

# *Announcing a* Nesco SENSATION



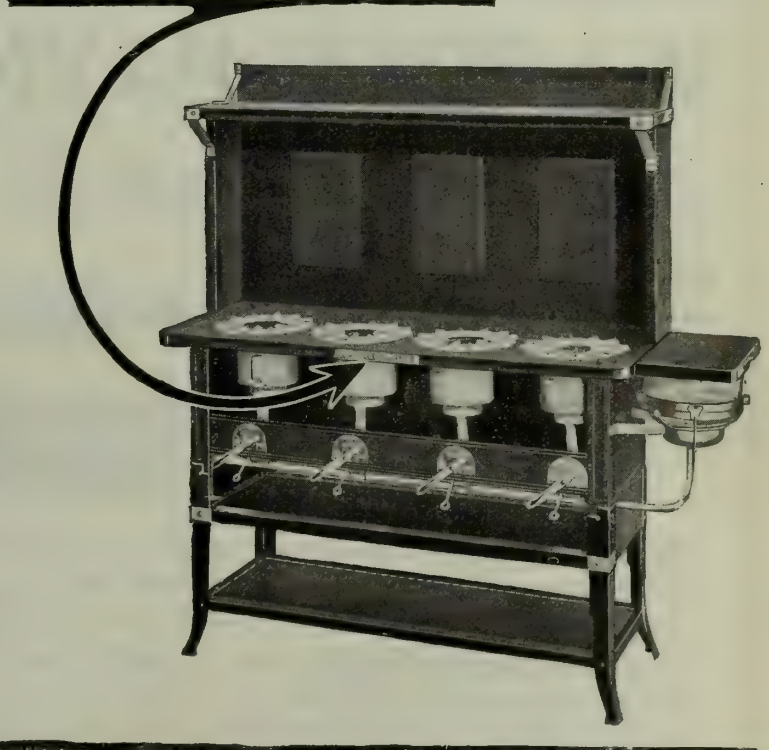
## A STARTLING DEVELOPMENT IN OIL COOK STOVES

At last!—a new principle of burner operation, assuring a smokeless blue flame always; a non-burnable wick,—the "Rockweave"—that never moves out of its proper position;—an end to rusting, sticking gears, air pressure pumps, burned-out wicks and other nuisance.

To these features which account for its efficiency, add the beauty of line and sturdiness of construction gained by straight, strong leg design,—and behold a modern cooking wonder,—the

## NESCO PERFECT

It is worth looking into. Investigation will deepen your interest and convince you that the new "Nesco Perfect" is all that its name implies—the last word in Oil Stove efficiency.



Your customers will want to know about it—be prepared. Write us to-day for illustrated circular. Please mention this advertisement.

**NATIONAL ENAMELING & STAMPING CO.**

ST. LOUIS, GRANITE CITY, ILL., NEW YORK, MILWAUKEE, BALTIMORE, CHICAGO

**"Safe To Be Burned When Your Back is Turned"**

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 99
One piece all steel
Baseboard Register

Cast Iron, Semi-Steel and all Steel.

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

In all sizes, designs and finishes.

**IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.**

**TUTTLE & BAILEY MFG. CO. OF CANADA**

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.

**WARD & PAYNE'S** *Anvil* W P *Brand*

**CHISELS & GOUGES**

Have stood the test 100 years




**Largest Makers of Light Edge Tools in the World.**



**Ward & Payne's Celebrated Light Edge Tools** are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

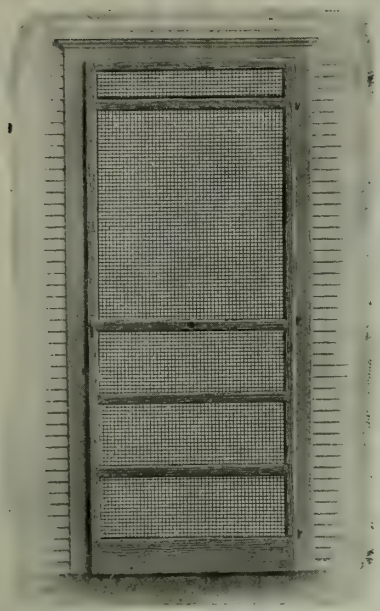
War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

**WARD & PAYNE, SHEFFIELD**

CABLES: WARD, SHEFFIELD

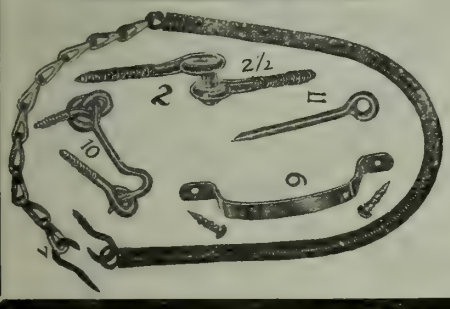
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLIE, 62 Temperance Street, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.



# 7 GOOD REASONS

## Why you should order *"KASEMENT"* DOORS

1. There is only one pattern to stock—a good one.
2. "Kasements" are the only doors GUARANTEED NOT TO SAG.
3. Complete sets of hardware, ready to hand out, with the doors.
4. "Kasements" are well crated.
5. "Kasements" are easy for the householder to put up or take down—no unnecessary labour.
6. They cost no more than the better grades of old style doors.
7. "Kasements" make more profit for you.




*Get your order in early*

**Kasement Skrene Dore Co.**

183 Church Street Toronto

*Western Representative:*
GEO. WRIGHT, 114 Pantages Bldg.
WINNIPEG, MAN




# Davidson Bread and Cake Boxes

## *Make Splendid Sales Displays*

Here are handsome bread and cake boxes—singly or in combination. A combination set is shown.

These are most attractively japanned in French Grey and White with roller cover. The titles are neatly lettered in gilt.

Altogether a very handsome line in addition to their self-evident utility. Show them and they sell.

**The Thomas Davidson Mfg. Company, Limited**

Winnipeg Montreal Toronto

# Have You Seen the New LIQUID VENEER MOP?




Packed in beautiful, colored lithographed metal can, showy and bright.

It's a whirlwind of a seller. Nothing like it ever offered for sale. Dealers lucky enough to obtain a supply report astonishing volume of business.

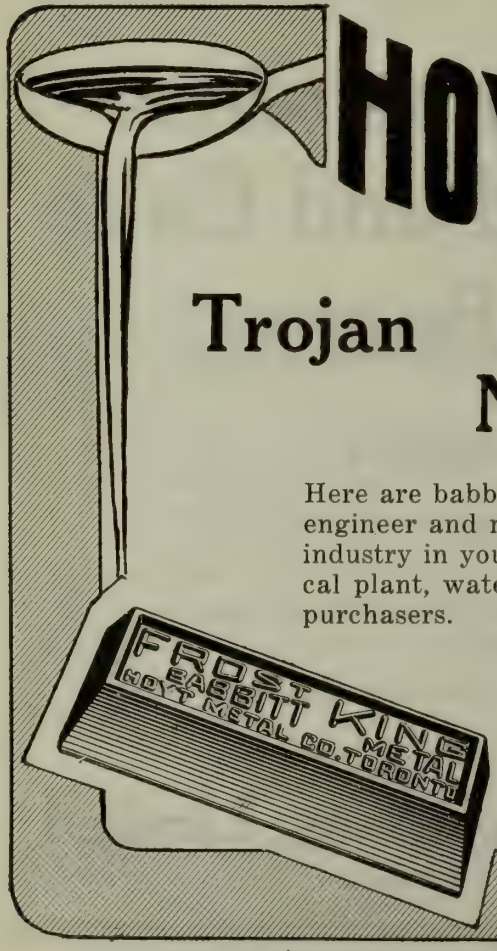
It's the mop for YOU to sell, the mop with a reputation back of it. It will lead to greatly increased Liquid Veneer sales.

YOUR PROFIT, 66% on your investment on our introductory offer—a small $13.00 investment. Get your order in soon.

## Buffalo Specialty Company

**346 Ellicott St., Buffalo, N.Y.** **Bridgeburg, Can.**

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# HOYT METALS

## Trojan Frost King Nickel Genuine

Here are babbitts with sales as great as their renown. Every engineer and mechanic knows and likes Hoyt Metals. Every industry in your locality is a prospect—every factory, electrical plant, water works, machine shop and the like are quick purchasers.

## Hoyt Metal Co., Toronto

**New York, N.Y., London, Eng., St. Louis, Mo.**

# Announcing the Return to the Trade of

# The Acme Line

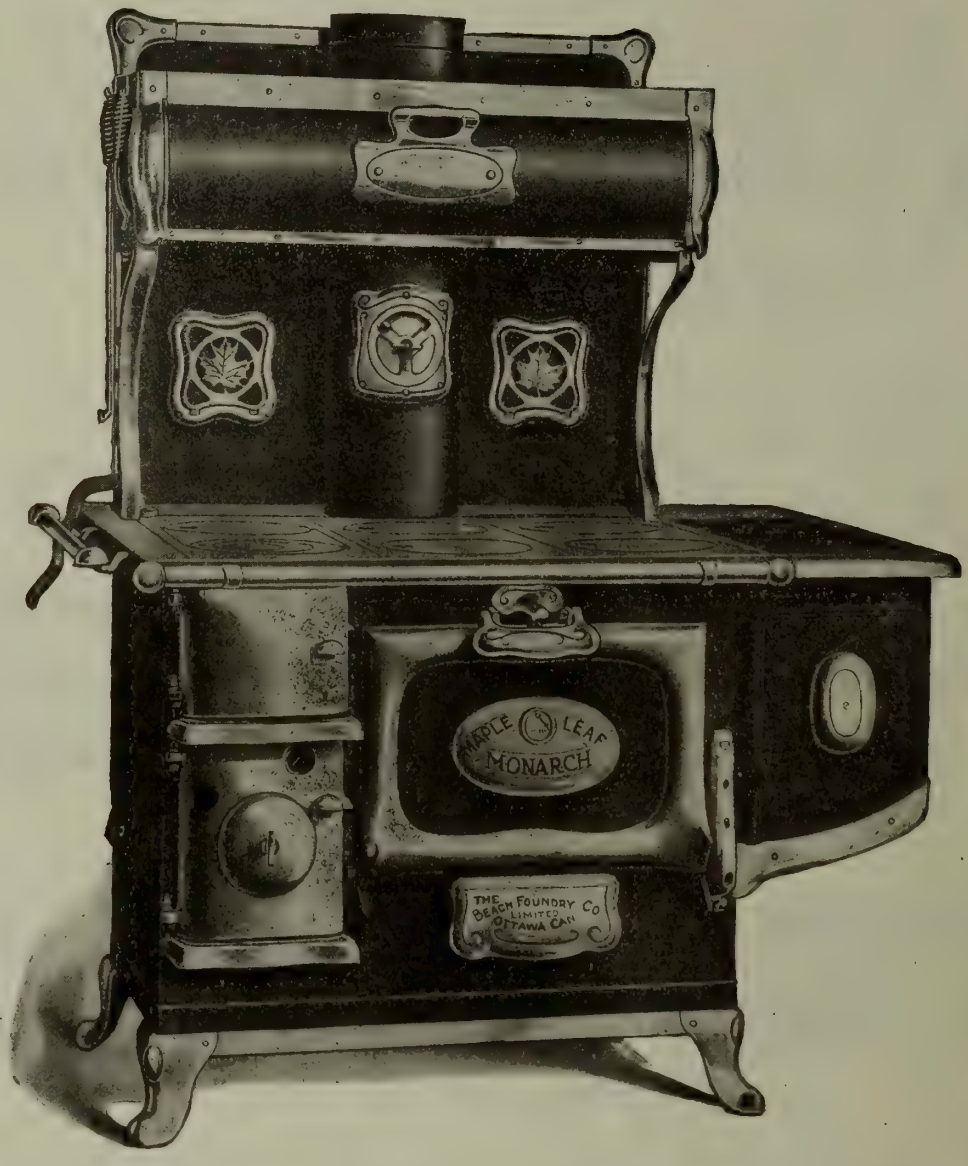
## Hopper-Cooled, Stationary, Gasoline and Kerosine Engine

*Manufactured by*

## Fisher-Wilkie, Limited

Sandwich Ontario

# Increase Your Sales By Handling The Maple Leaf Line




## The Monarch, a Range of Unusual Value

With plain, handsome design, specially large warming closet, key plate top with broiler lift, tubular towel bar, heavy polished steel body with heavy asbestos lining. Latest improved fire box, with heavy duplex grates for coal or wood, also made with special wood fire box. Burns 27½ in. wood, 20 in. x 20 in. x 14 in. oven, made of heavy sheet steel, the top being made of double thick steel interlined with asbestos, oven thermometer for registering degrees of heat.

**Here is a range of unusual value and a popular seller. Write for catalogue and prices.**

Manufactured by

## THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

**Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.**

# The Latest Invention In Stove Construction

## A PHENOMENAL SELLER IN THE STOVE MARKET

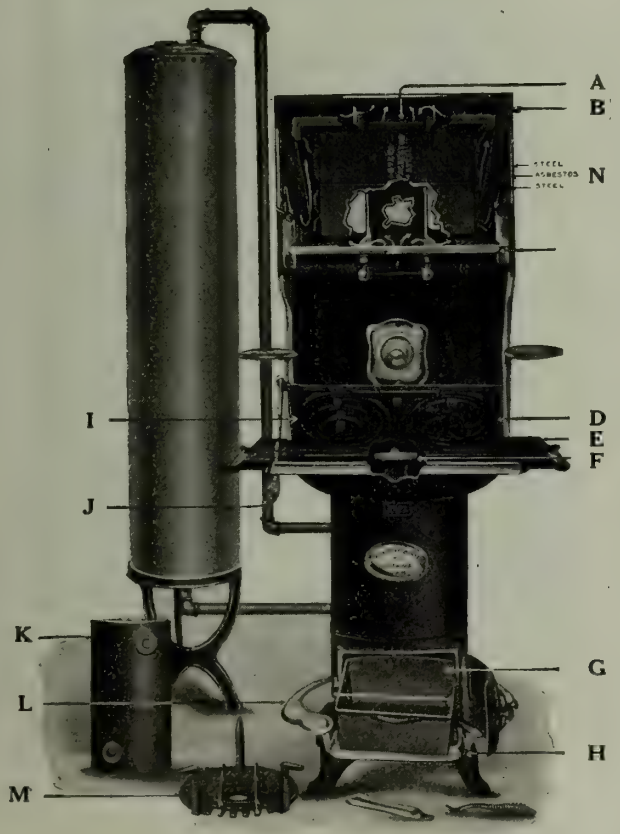
### A Combination Home Device for Heating, Cooking and Baking

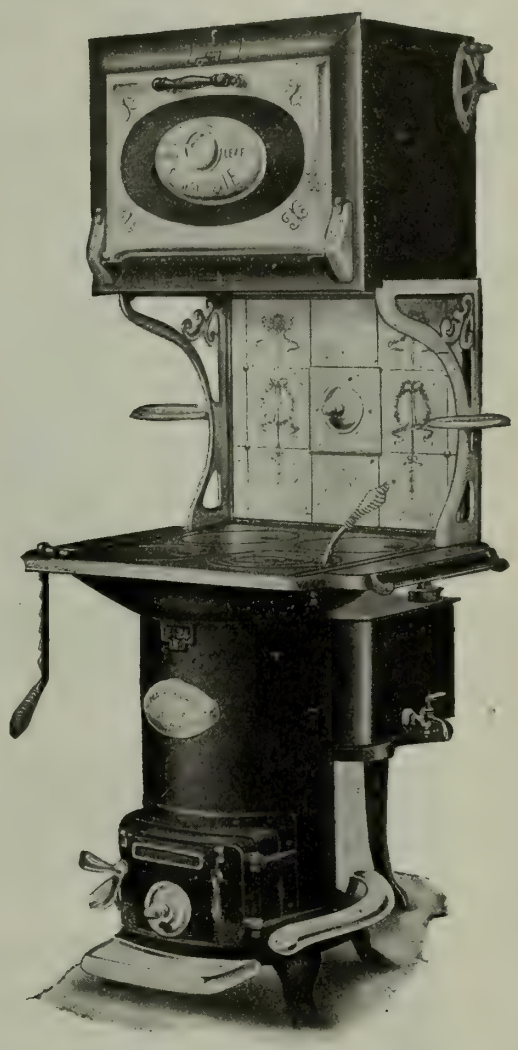
SECTIONAL VIEW OF COMPOSITE

Showing how the heat travels on five sides of the oven, giving remarkable baking powers.
Note these features as indicated below:—

A. Adjustable damper gives correct heat for oven.
B. Ratchet damper handle can be set at desired point on dial.
C. Balanced drop oven door, double lined, with dead air space between equipped with oven thermometer, friction catch, and non-heating handle. Easily detached nickelled hinge caps.
D. Strongly ribbed lids.
E. Removable side shelves.
F. Heat spreader gives even heat on all four lids.
G. Large ash pan.
H. Nickelled removable ash tray.
I. Sectional reducing lid.
J. Ratchet broiler lift holds up front section for broiling or fueling
K. Powerful water-section can be installed.
L. Nickelled foot rails.
M. Suspended wood grate for use in moderate weather.
N. Perfect baking in well insulated oven.

BRIEFLY—
The Composite does work of Range and Heater, costs less, works faithfully and keeps out of the way in crowded kitchens.



## THE COMPOSITE

An entirely new system of heating, cooking and baking. Thoroughly tested and guaranteed.
Satisfied users make the sales.
Great saver of floor space.
Burns coal or wood.
Economical in the use of fuel.
Economical, Efficient and Ornamental.

**The Composite is a wonderful seller. Endorsed by thousands of satisfied users, Get the facts to-day. Write for book of testimonials telling of success. Here is a big money-making opportunity for you. Manufactured by**

## THE BEACH FOUNDRY CO., LIMITED

OTTAWA CANADA

**Western Distributors: The Canadian Supply Co., Limited, Saskatoon, Sask.**

# *The Beautiful* COMMUNITY PLATE Advertisements.













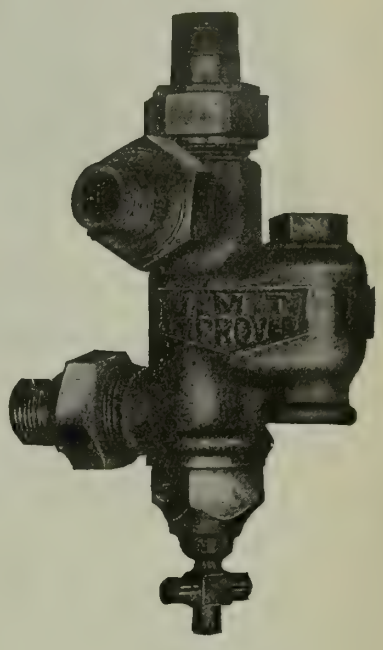
Four of the series of eleven artistic advertisements of COMMUNITY PLATE that will appear in leading Canadian newspapers from coast to coast between now and Christmas.

ONEIDA COMMUNITY, LIMITED
Niagara Falls, Ontario

TRADE MARK J.M.T. A GUARANTEE OF QUALITY

# *An Injector with a Splendid Reputation for Efficiency*

# Morrison




Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8 inch to 2 inch.

For you it offers one of a line of products that are supreme in the mechanical field and sell without time-consuming argument.

**The James Morrison Brass Mfg. Co.**
**Limited**
**93-97 Adelaide St. West, Toronto, Ontario**

Steel Rules, Gauges, Etc.

# CHESTERMAN'S

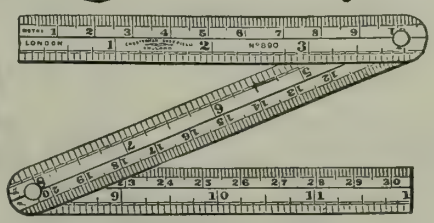
**MEASURING TAPES** Linen and Steel

TRADE MARKS



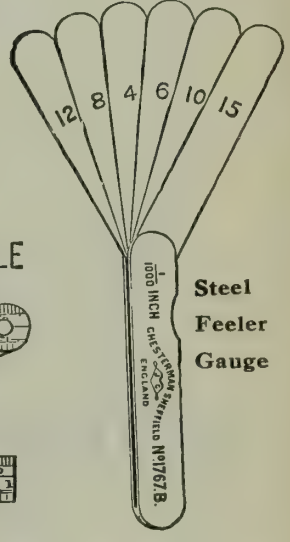

For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 404 Coristine Bldg., Montreal**



**Steel Pocket Rule**

Engineers' Small Tools




**Steel Feeler Gauge**

## Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.



ARROW BRAND WRINGERS

# Clothes Wringers

are a staple line with the hardware dealer and he should keep them prominently displayed to enjoy a full share of this profitable business.

Clothes Wringers bearing the name **DOWSWELL** have had an established reputation for 35 years, because they are **GOOD** wringers.

Good wringers must have good rolls. In our complete rubber plant-mixing mills, calenders, vacuum dryer, etc., we make the stock right from the crude gum and daily tests prove that our rolls will give service much longer than the period covered by our warranty.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

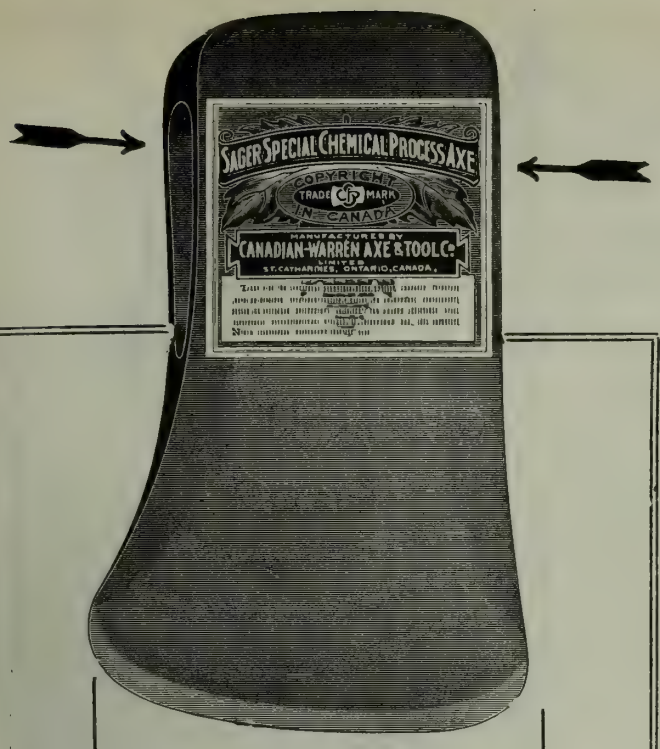
## DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

**Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers**

*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE"**
**LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
LIMITED
ST. CATHARINES, ONT.

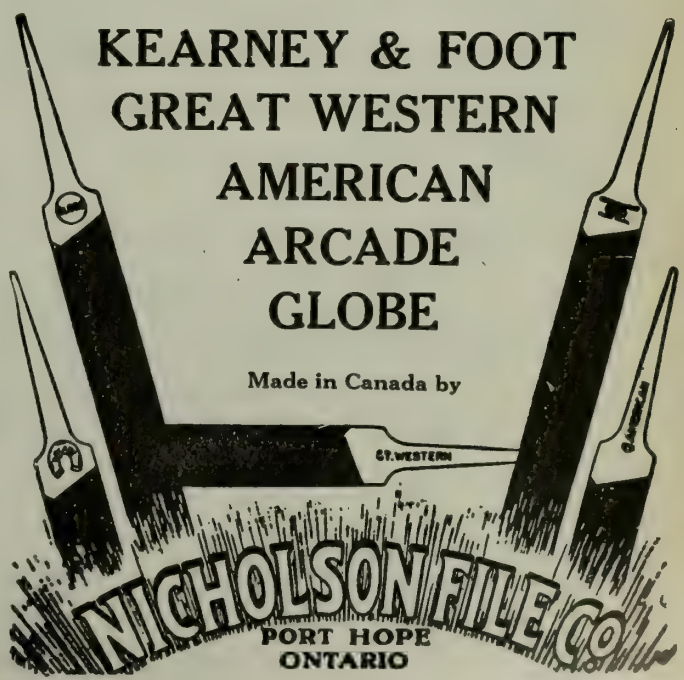


Soo Line
Logging Tools

# Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.



# *The toolmaker says:*

"Yes, I've got quite a number. No more, probably, than most toolmakers, but quite a number just the same. But then, I ought to have a lot of 'em. I've been buying Starrett Tools ever since I was an apprentice.

"You know my work calls for pretty close limits, and some way or other I've got a feeling of confidence in Starrett Tools that makes it easier for me to do good work.

"When did I get my first Starrett Tool? Oh, somewhere back in the 80's. In fact, it must have been pretty soon after the Starrett factory started. There's one thing that always impressed me. Right from the start, Starrett Tools have been designed and made by men who knew machine shop practice. You know, practical men. And somehow it shows in the quality of the tools."



**Starrett Tools**



42-988

## The L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Accuracy, utility, and quality are built into every Starrett Tool. Write for Catalog No. 21 "MA"



Type No. 3005 Adjustable Tension

TRADE CHICAGO MARK

# SPRING HINGES

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

**Chicago Spring Butt Company,**

CHICAGO NEW YORK

*Send for Catalogue M-36*




# Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd**

Manufacturers NEWMARKET, ONTARIO

*Butler's* FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

**GEO. BUTLER & CO., LTD., Sheffield, England**

**London Showroom, 62 Holborn Viaduct, E.C.**

**Address correspondence to TRINITY WORKS SHEFFIELD**

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?

USE MENDETS

A PATENT PATCH

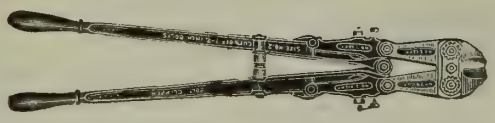
*Quick Sales*
*Big Profit*
*Satisfaction*

*Occupy But*
*Little Space*
*Sell Easy*

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

**Collette Mfg. Company, Collingwood, Ont.**

# TRADE MARK Red Devil Tools



## An Old Favorite Improved

The new "Red Devil" Bolt Cutter (New easy pattern) has all the merits of the old models plus improvements which put it in a class by itself. Handles of best malleable iron, jaws forged of special tool steel.

***We can make immediate shipments. Write for prices and discounts.***

**SMITH & HEMENWAY CO., INC.**
**89 Coit Street** **Irvington, N.J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

# Ash Sifting Season




## Have You a Good Sifter To Offer?

The Samuels Sifter is the kind they want. Coal will never be as plentiful again. This sifter is clean, simple and efficient. It is easy to sell and nets you good profit.

**J. Samuels**
**275 Queen St., W.** **Toronto**

# Satinette




## Wall Paper Cleaner

This useful preparation fills a long-felt want of many customers. It provides a cheap and simple means of cleaning wall paper, plaster, kalsomine and window shades, etc. Supplied in air-tight tin it never dries out or gets musty. Great sales at good profit.

## Satinette Furniture Polish

finishes with a hard, dry lustre. This efficient polish never checks or cracks the fluest finish.

A popular automobile polish because of its peculiar property of not permitting the adherence of dust after its use.

**Satinette Products Mfg. Co.**
**Toronto, Canada**

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

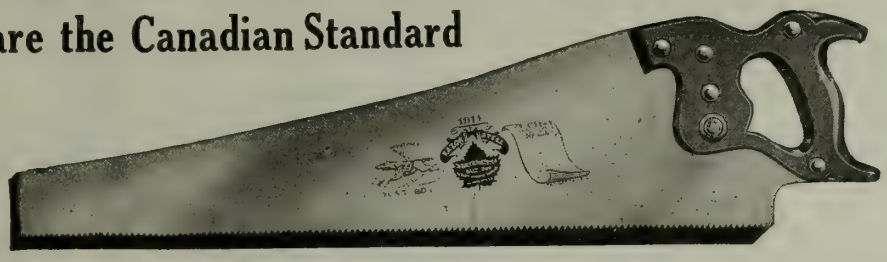
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

# MAPLE LEAF HAND SAWS

**are the Canadian Standard**



**No. 1914**
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

**Unbreakable Handle**

Our saws are made on a high standard basis that wins satisfactory sales for the dealer. You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

**Shurly-Dietrich Co.,**
LIMITED
GALT CANADA

# Combination



*Saves 50% on Oil Bills*

# Funnel and Filler

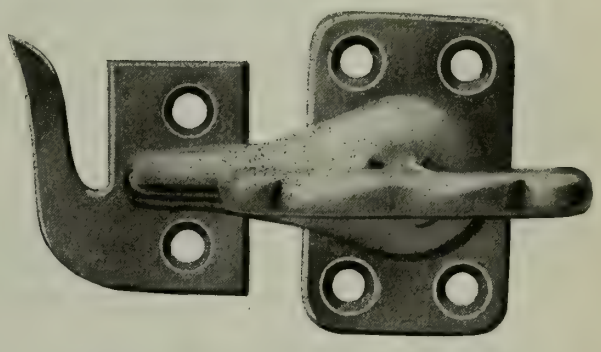
This handy little oiler serves a double purpose. Everyone likes it and it sells easily at good profit. The Oil Gun, R. R. Oiler and All-Way Oiler are all quick movers.

For Hardware Stores, Garages, etc. In four sizes: No. 101, 1 pint and 10" spout; No. 102, 1 quart and 13" spout; No. 103, ½ gal. and 13" spout; No. 104, 1 gal., and 13" spout.

**The All-Way Oiler Mfg. Company**
196 King St. West Toronto, Ont.

# Casement Fastener

**No. 200**



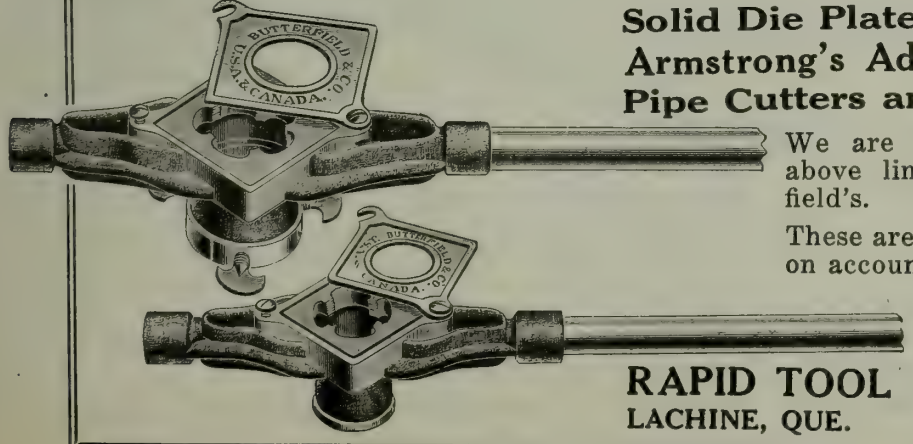
Casement windows grow in popularity.

They are features in all the newest houses going up.

For "built in" cupboards, bookcases, and all similar door and window sets, Casement Fasteners fill a need.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass Company,**
Limited



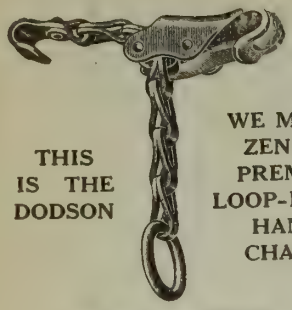

**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

**RAPID TOOL & MACHINE CO., LTD.**
LACHINE, QUE. Branch: IBERVILLE, QUE.



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

**THE USER WANTS THE BEST IN HARNESS GOODS TODAY**

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

**QUALITY, SERVICE, SATISFACTION, PROMPTNESS**

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.




NIAGARA WROUGHT STEEL HARNESS SNAP

9 F

LETTERS AND FIGURES

**NIAGARA FALLS METAL STAMPING WORKS**

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

**We Announce**





A full service to the hardware trade in all staple and special lines of quick-selling hardware requisites.

MAIL ORDERS CAREFULLY FILLED

**EXCELSIOR WIRE COMPANY LIMITED**

22 Victoria Square Montreal, Canada

*Write for our prices first*

*(First Quality Goods only)*

**Advertising to Buyers is one way to surely make Advertising Pay**

**Advertise Your Product in Canada's**

**Hardware and Metal**

**It reaches the Buyers** **It's a Business-Getter**

**Rates and Information on Request**

**REED'S**

**ECONOMY ROTARY**

**ASH SIFTER**

**Made Better so as to Sell Better**



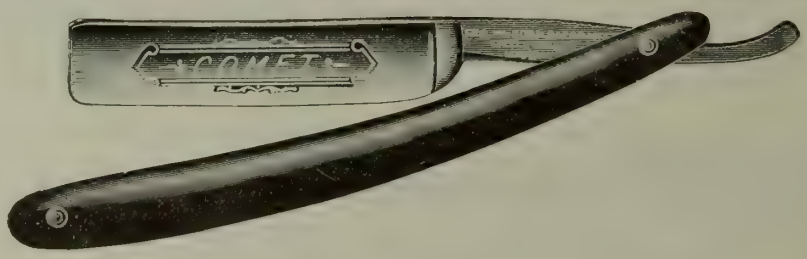

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**

37 St. Antoine Street, Montreal

Made from Crucible Swedish Bar Steel.

*Every piece guaranteed.*



Honest Value Carefully Inspected.

*Favored by Barbers.*

As perfect as human skill can produce. Tempered by our own process. Perfectly ground, honed and set ready for use.

**GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.**

**Canada Office : 140 McGill Street, Montreal**

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

**GERMANTOWN LAMPBLACKS**

**ENGLAND and AMERICA**

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

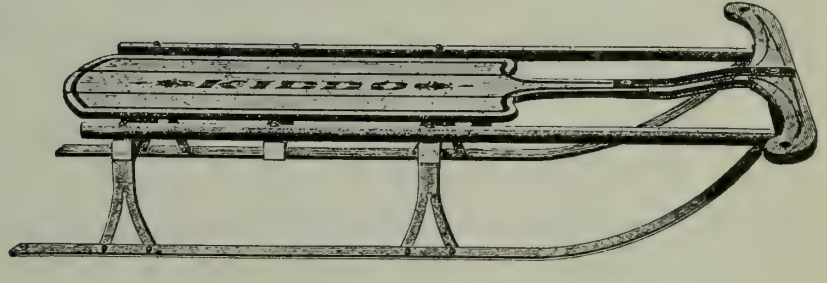
Suppliers of Bulk Blacks to the highest class Grinding Trade.

**THE L. MARTIN CO.**

**Montreal Toronto**
**Philadelphia New York**
**Winnipeg**
**London, Eng.**

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

# Children's Sleds



Our range and stock of Children's Sleds is particularly complete and includes such saleable standbys as the well known Kiddo Flexible from 28-inch to 60-inch; a full line of Children's and Girls' Steel Sleds, a complete line with handles or hand-holds in the wooden variety with flat or round shoe in straight or turned-up runners; Bob sleds in wood or steel; and Baby Push Sleds in red, white or natural finish, in Quebec Burlow style or Reversible Handle style; a complete line of Baby Sleds with racks. A line from you will bring our catalog and price list.

MEHASCO

**Merchants Hardware Specialties,** Limited
CALGARY

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER



OUR MARKET

The Gillette Safety Razor finds its way into every corner of the earth, and millions of men everywhere find their way to the Gillette.

Wherever you go, in any part of the world, you will find business men profiting by the time-saving Gillette service—NO STROPPING — NO HONING; you will find dealers profiting by their sales of the Gillette Razor and Blades.

Hardware merchants, druggists, jewellers and all stores catering to the needs of men have been successful with their Gillette sales.

All export shipments are packed to ensure arrival of the goods in perfect condition in any part of the world.

*Address*

**THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED**

73 ST. ALEXANDER ST., MONTREAL, QUE.

# Gillette Safety Razor

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, NOVEMBER 1, 1919 No. 44

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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UNITED STATES—New York, A. R. Lowe, Room 620 111 Broadway: Telephone. Rector 8971: Boston, C. L. Morton, Room 734, Old South Building, Telephone, Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone, Harrison 9183.

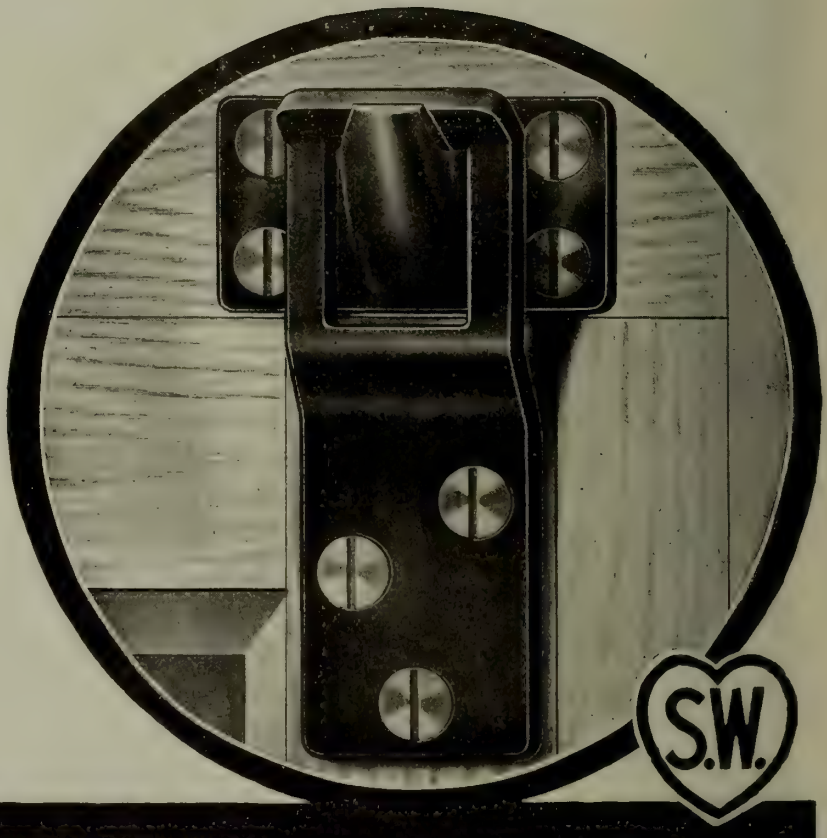
SUBSCRIPTION PRICE—Canada, $3 a year: Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

# Helping You Sell MORE

Your sales of Stanley Storm Sash Hardware will be increased by our advertising this fall in the leading national magazines and farm papers.

If, when you show customers the storm sash hardware you carry, you are able to say it is Stanley's, they will remember having read about it somewhere. They will accept it with the feeling that you are giving them the best of its kind. No matter what it is you sell a customer the important thing is that they leave your store with this feeling about the goods you carry.

This is why our advertising will not only help you sell more Stanley Storm Sash Hardware, but it will also help your sales in other lines, and this is the reason why you should stock up at once in anticipation of this advertising.




**THE STANLEY WORKS**
New Britain, Conn.

*Canadian Representative:*
A. MACFARLANE & CO., LTD.
Coristine Building, Montreal

# STANLEY
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# HARDWARE

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# Says Auto Accessories Easy Sellers

## "I Would Like to Devote My Whole Time to Them," Says George Mathewson, of Toronto—Ideas on Window Display That "Pull" Business—Builders' Hardware and Tool Departments Big Business-Getters

Based on an interview by J. H. COLE, of Hardware and Metal, with George Mathewson, of Toronto, Ont.

GEORGE MATHEWSON, hardware merchant, of 734 Queen St. E., Toronto, is enthusiastic over the results he has obtained in the sale of auto accessories. He frankly admits that he is surprised at the results he has obtained.

It might be well to mention here that Mr. Mathewson and his two sons made numerous enquiries regarding the advisability of hardware merchants handling automobile accessories profitably, and after assuring themselves that this was a coming hardware line, put in a small stock last winter in order to be ready for spring business. What was their surprise when accessories immediately started selling in proportion to any staple line in the store, with the result that they now have a prominent department to themselves, as illustrated.

### The Display Board

The display board in the accessory department is worthy of special notice. It is portable and consists of a panel held erect by two cross pieces attached to the legs. It is made of soft wood, and samples are readily changed from time to time. Note how all goods sampled are plainly marked with prominent price tags showing name of article, number and price.

"I always try to keep a stock of the goods that an ordinary person who has not studied engineering can adjust or




*While there is a fine showing of goods in this window and a great number of lines there is no suggestion of overcrowding. Overcrowding is a thing to avoid in window dressing George Wathewson says. Note the attractive grouping in the centre, the price cards prominently and attractively placed, the simple yet effective background and the use made of the space at the side, also the effective use made of helps supplied by manufacturers.*

attach themselves," said Mr. Mathewson. "When a new article is asked for more than once within a reasonable time I try it out in small quantities at first, and if it turns out to be a good seller, buy it in quantities, and in this way avoid a lot of dead stock.

"I do not find tires such an especially good line to handle as I expected, probably on account of not having the proper facilities for handling. For instance, vulcanizing plants are able to give better service and can often save a tire that would otherwise be discarded, where if we had sold that same customer a tire and he found out afterwards that he could have had the old one repaired he would always think that we took an advantage of his ignorance of tires. So you see we are not going after the business so strong, although we stock a few in order to keep our lines complete.

### Is Most Satisfactory

"But the rest of the accessory lines pay. I would just like to devote my whole time to selling accessories. I think it one of the most satisfactory lines a hardware man can handle. For one thing it is an easy seller. A car owner comes in for a small article and it is the simplest matter to sell him other things such as mirrors, tire gauges, wrenches, polishes, in fact he is a prospect for anything that will improve his car. It is also a good cash business as very few car owners ever ask for credit. We always give the garage man a discount to enable him to make a small profit, and it is surprising how our business in increasing in this line."

### A "Selling" Window

The window pictured is a sample of the "selling" kind. A few of the features pointed out to HARDWARE AND METAL were automobile owners. Drivers and truck drivers continually passing the store are drawn by the splendid background, which may easily be distinguished from their cars, or even from the opposite side of the street. People riding past in the street cars may also distinctly see this. Numerous garage men in the district, noting perhaps just the tool they need, come in and purchase, and are so pleased to find that they can purchase supplies so near their own place of business. They might still be going elsewhere but for the fact that they were drawn by the display.

### Don't Overcrowd Windows

Speaking of window displays, Mr. Mathewson certainly knows how to put the "pull" into window dressing. His idea of a good display is a full window, not overcrowded, with every article showing out distinctively if possible and always a price tag on everything. He has a splendid automobile accessory window running at present which carries out this plan, as may be seen by the accompanying illustration. Notice the background which is in panels, each panel showing a different line. Note also the automobile tires and also the tire chains, then the floor of the window with the higher articles at the back and then one of the most important features, the price tags, which clearly give the price of every thing. This, from the consumer's standpoint, is really the part of any transaction that most concerns him or her, as the case may be.

### Some Are Too Neat

It has been remarked by professionals in the art of window dressing that it is possible to make a window display too neat, especially if the color scheme is too much in harmony with the general surroundings, and the goods themselves are placed with too much thought for neatness, rather than to stand out boldly and command attention of passersby, in other words, to answer the purpose for which they are intended. They must have what is commonly called "pull," originality, or drawing power. On the other hand some windows only attract atttention, and often draw such remarks from observers as: "Isn't it nice? etc.,' but do not suggest or create any desire for the beholder to come in and buy any of the articles shown.

### Went After Business

Some years ago Mr. Mathewson decided he should get more of the builders hardware trade than he was then getting, and realizing the carpenters and builders had not the time to come to him, he went out to them. He secured their business, with the final outcome that he has two salesmen outside permanently, and they are kept busy all the time. The fact that it takes two large delivery trucks to follow up their orders with prompt delivery is significant of the business done.

"Builders are buying a much better quality of hardware this year and price does not seem as much of a feature as the procuring of the goods from the factory," said Mr. Mathewson. "I have found it very difficult to buy sufficient of the better class hardware, and in some cases have had to dismantle some of the display blocks. I might mention here that no matter what line we carry, or add to our stock in this department, we always attach it to a display board, and have proven so often that it more than pays, that it has now become a hard and fact rule of the store. To show how much we appreciate the value of displaying goods, both from the outside and in, just step in to our new builders' hardware sample room." The representative of HARDWARE AND METAL was shown one of the brightest and most up-to-date sample rooms to be found perhaps in the province. It was a one-storey addition to the rear of the store. The roof reminded one of a photographer's studio on account of the windows being all glass. This roof answered a dual purpose. First, on account of adjoining the office, which is situated at the back of the store it is necessary to have plenty of light, and secondly, as previously mentioned, the firm manufactures skylights. Here was the ideal opportunity to show a sample of the actual kind of work done by the firm as well as showing several of the styles and effects.

### Attractive Arrangement

There are also numerous double hung and casement windows opening in and out to show the special kind of hardware required for each. The glass in each window varies from plain window glass to the very finest of art leaded glass, which not only gives the room a very pleasing effect but also is used as a sample and allows the customer an opportunity of seeing the effect he would actually get by using any of the designs shown.

A show case has been built across the west end, which has a projecting ledge, allowing samples to be shown to customers, while underneath are drawers and doors giving access to samples. On the north side is a counter running from end to end. It also has drawers and doors containing samples. This counter is different to the regulation store counter, owing to the fact that it is built in close to the wall. It is also made of choice hardwood and very highly polished to match the show cases. At the east end is neatly displayed a complete furnace showing how it will actually look ready for action. There are also register faces, etc., in all making a very attractive as well as profitable way of showing builders' hardware.

### Like to Look Around

Mr. Mathewson remarked on the number of builders who go in and pick out their own hardware, often enough for four or five houses, with very little assistance from the clerks. In fact, he said, they seem to prefer to go in by themselves and handle the samples which are all marked, and form their own opinions of what to use. As there is no stock kept in this sample room there is no chance of it being mixed or disturbed.

The firm does a very large glass business, and has a separate glass house where two men are steadily employed. The firm often has as many as 1,000 sash at one time. Of course, the outside builders' hardware salesmen account for the majority of this business, with the aid of the firm's reputation, the firm having made a rule of keeping the sash at least three days after completed in order to give the putty a chance to stiffen. They state there is less loss and breakage if handled systematically, so they try to avoid rush orders as much as possible, and are thus able to keep their men all the year round.

### Shingle Trade Good

Asked by HARDWARE & METAL if he sold many asphalt shingles, Mr. Mathewson remarked that he already had sold three cars and the season is not over yet. He thinks the shingle business only in its infancy.

"We believe we have reason to be proud of our tool department also," he said. "We find it always an active source of revenue. Our outside builders' hardware salesmen solicit and are always procuring orders from the work-



*Note the display board in the centre of the picture and the attractive arrangement of articles and price cards, also the display table of accessories and the silent salesman filled with them. All these have been a big factor in helping George Mathewson increase his turnover. Note at the left of the picture the paint department, the display of brushes and the drawers in which electric light bulbs are kept, and how each drawer is plainly marked.*

men while they are on the job, perhaps waiting to interview the builder, and are often asked to deliver tools as they are not always able to get down to the store when they require them. Our displays of silverware and cutlery at this season of the year also create considerable comment. The goods have a fascination for most people, and we find this line excellent for drawing other trade, especially at this time of year.

### Cash Trade Over Counter

"Our counter trade is generally cash, but on account of having so many factory and builders' accounts, we find our charge business the larger. Of course, this class of business is practically cash as the buyers invariably pay every thirty days. In every letter we mail we insert an advertisement with our name on it, and when we mail our monthly accounts a blotter, which is a monthly series we had printed, is inserted. It is made just the right size for our envelopes, and every month the blotter has a different picture which runs in a series with the season of the year. We think this a good class of advertising as it is inexpensive and reaches personally the party for whom it is intended. We have reason to believe the majority of them are kept if for nothing else than the calendar which is printed on the face."

### Large Stock of Paint

Another feature of the store is the large stock of paint which is neatly arranged up at the very front. Mr. Mathewson thinks on account of this being such a well-advertised line by the makers that it should have a very prominent place in the store and finds the demand very good. He has especially noticed that customers were often reminded to purchase paint owing to its prominent display. Beneath the paint ledge is a mass of drawers filled with dry colors, all marked with big letters, and also the price.

A very handy arrangement is a battery of five oil pumps just at the end of the paint shelves. Mr. Mathewson stated an up-to-date hardware merchant can not afford to be without them nowadays, when oil is so expensive, as they cut down the waste, which is a big item, and are a great saving of the clerk's time, besides saving space and the trouble of handling barrels, measures, funnels, etc.

"In fact," he said, "I don't see how we could get along without them now."

### Display of Brushes

On the counter in front of the paint is a brush display—a sample of all brushes carried in stock attached to a board covered with green baize. This is tilted at an angle so that every brush may be seen. In the centre is a sign reading: "A brush for every use."

We always try to find out exactly what our customer requires to paint," said Mr. Mathewson. "In selling brushes we have studied this line, so as to be able to intelligently direct the proper brush for the work required. Our customers appreciate this service, and come to us for advice, in fact, we have quite a paint and brush information bureau.

"A great many people cannot distinguish between the different kinds of paint and often ask for the wrong kind for the work they are planning. They are showing their appreciation of our advice by their continued patronage in this as well as other lines. As to handling putty, we have practically eliminated selling putty in bulk, as we found we wasted about twenty-five per cent. and lost considerable time. Besides, we found it disagreeable stuff to handle, during a rush especially.

We still buy in bulk, but put it up in tins ourselves and have a label advertising glass, paints, oils and turps., etc., with our own name appearing conspicuously. We think the advertising alone worth the whole expense of putting it

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# Good Showcard Writing Takes Time

## To Get Theory and Practice Student Must Go Over Each Step Thoroughly

By R. T. D. EDWARDS

IN THE daily papers there appear at times advertisements soliciting show-card students. Great possibilities are pictured as to the incomes to be derived by show-card writers, and it is also pointed out that big money can be made while learning, absurd sums being mentioned—absurdly high even for the best in the business. Of course such advertisements are but bait held out to attract correspondence which gives even more glowing accounts of the possibilities of show-card writing. These results, though, it must regretfully be stated, are only obtainable through their "teach 'em quick methods." At least this is what they claim.

The absurdity of these advertisements is so apparent that it is to be wondered at that so many are taken in by them. In the first place these courses are supposed to put the student through from start to finish in a few weeks. But who




ever heard of a man being taught in a few weeks what it has taken others years to accomplish?

### Where are the Positions?

In the second place, where are the positions for exclusive card-writers to fill? They are not to be had. If all the students taken on were to become card-writers the market would soon be so deluged with "free lancers" that few would make even an existence at it. These remarks, be it remembered, are aimed only at those who have these "get-rich-quick" ideas, not at the correspondence schools that are running straightforward business propositions.

It is true that some people learn things more quickly than do others, but generally speaking, one must take a reasonable length of time to learn each step in card-writing to get the theory and the practice, the latter being the main essential to give the writer speed and fluency in the work.

So, rather than take those so-called quick courses, let the student find out the proper kind of brushes and get a set of three red sable writers, Nos. 5, 6 and 7, and if he cannot get some good man to give him a few pointers, let him observe the work of an accomplished man. He can learn a great deal by this observation. Then it remains for him to practise and keep on practising. He can get all the show-card colors he needs at stationery or art supply stores.

**SEASONABLE PHRASES**

**Chase the Chills With One of Our Heaters.**

**Good Cutlery is Difficult to Obtain But We Have an Exceptionally Fine Assortment.**

**Our Auto Finish Will Make Your Car Look Like a New One.**

**One of Our Electric Washers Will Pay For Itself in a Short Time.**

**Buy Your Christmas Presents Early—Our Cut Glass Display Will Help You Make a Selection.**

**Electrical Gifts Are Always Appreciated.**

The person who can put his work into actual use is the one who will advance the quickest in the work. For instance, if the student is a salesman he can obtain practice by doing the small price cards of the store, gradually working into the larger work. If he is a window-trimmer or an advertiser, the opportunities are right with him. Stick to plain work at first and employ the use of bright colors very sparingly, Mr. Student.

A word here as to brushes might be quite timely. All during the war good brushes were more or less scarce owing to the unsettled conditions of the European market, but now the question is even more difficult. France makes the best cardwriters' red sable writers, and only a fraction of the former shipments are coming through, so when the student is able to get good brushes it is advisable to keep them in good shape. Well-cared-for brushes will last the card-writer who has not a great amount of work to do, for years. There are three points which should be observed in the care of brushes.

First, don't allow the color to dry in the brush while still on the pallet. If this ever does occur, make sure that it is thoroughly softened before trying to remove it.

Second, always wash the brushes thoroughly in plenty of clean water, making sure to remove all the color.

Third, never allow brushes to stand in a pot of color or vessel of water for any length of time. This ruins the points quicker than anything else.

### Get Ready for Christmas

We are now well into the Fall season and the Christmas trade is not far off, so you who have Christmas cards to prepare should be getting out decorative designs for the show cards.

Many things can be done. Get the various Xmas ideas together, work up various suitable designs for the different sizes of cards to be used, and make lay-out stencils in advance. Prepare various Xmas colors, too, such as greens, reds, gold, etc. Gold plays an important part in the decorating and should be ready and mixed at all times. It can be bought ready mixed, but can be mixed if desired in the following way:

Get the finest ground powder possible. Mix in a small open dish such as a sponge glass. To a teaspoonful of dry gold put about three or four teaspoonfuls of wood alcohol. Mix thoroughly, then add plenty of size and mix thoroughly again. Add water to the right consistency. Gold will never stay mixed, and more size will have to be added as the gold is used.




Use plenty of water with it and mix just before using.

### HERE'S A CHANCE FOR BUSINESS

A correspondent writing to HARDWARE AND METAL from Turtleford, Saskatchewan, says:

"There is no proper hardware store in Turtleford, but all the four general stores carry hardware lines and do large and important business. Carloads of wire, nails, and tools of all sorts are sold to dwellers in the far and fertile North, while the wives of farmers and ranchers find always a good assortment of wares to meet their ever-increasing demand. Builders' hardware is demanded quite briskly in this busy and growing town, and especially at times like the present when large and important public buildings are erected. The Canadian Bank of Commerce is erecting a building in Turtleford estimated to cost from $14,000 to $15,000. Galvanized water tanks are one of the hardware items in great demand here as water is hauled to each family from a spring out of town. The well water is alkaline.



*The arrow points to the razor display case that is referred to in the story. It will be noticed that as a general principle of good business, Mr. Heaman believes in keeping his stock out where people can see it. Although the photograph does not show it, the stock is kept in spotless condition and seasonable lines are always to the fore.*

# Razors Sell Soap, Brushes, Strops

## Display Case Up at the Front of Store Increases Turnover Many Times, Says W. J. Heaman, of Exeter, Ont.—Finds Sales of Auto and Tractor Accessories and Supplies Steadily Growing

Based on an interview by C. E. PARSONS, of Hardware and Metal, with W. J. Heaman of Exeter, Ont.

MAKING razors sell soaps, shaving brushes, strops, hones and blades is the plan that W. J. Heaman of Exeter, Ont., is working with much success. A medium sized show case, kept right up near the front of the store, and filled with an attractive array of shaving necessities has built up the business Mr. Heaman now enjoys in these lines, and has multiplied sales many times over.

"The idea is simple enough," said Mr. Heaman to HARDWARE AND METAL, "and it produces big results. We keep a good stock of good razors right up where all the men can see them. We aim not only to sell razors, but everything else that the man will need with it. Every time a razor is sold we ask about a shaving brush, soap, strop, hone, and in case of safety razors, about blades. The men are interested, and we have found that they would just as soon, in fact sooner, buy their soap from us than from a drug-store. It brings them back too, not only for more soap and blades or brushes, but for other lines of goods. Our experience is that the war has helped the razor business immensely. There was a fine representation of boys overseas from this town and the country around and they got into the habit of shaving themselves while in the army and will keep it up."

### Keep Goods Displayed

As may be seen from the accompanying illustration, Mr. Heaman does not believe in keeping his stock hidden away down cellar, or in drawers or under the counter.

The first thing that strikes you when you enter the store is that he has a good stock and that you would be likely to get anything there you might want in the hardware or plumbing goods line.

"We try to keep our stock out where it can be seen," said Mr. Heaman. "That is the best plan I know of to keep it moving. We keep it changed around a good deal, and always aim to keep seasonable lines up to the front. We use display stands and display tables and find that they are a great help in increasing turnovers."

### Windows Good Ads

Mr. Heaman says his two windows are perhaps the best ad. he has, and he believes thoroughly in advertising. The windows are changed regularly every week and are backed up by timely advertising in the local paper. Mr. Heaman always uses a double column space on the front page in the lower left hand corner.

"We think it is good business to keep the same position each week the year round," said Mr. Heaman. "People learn to look right in that spot for our announcements. We do not always use the same space. At special seasons we use two or three times as much space as at others, but we aim always to have a seasonable message that will tell about our stock and our store to the people of the whole district."

### Brings in Business

The town of Exeter has a population of 1,600 and is in one of the very finest mixed farming sections in Ontario. Mr. Heaman does an excellent business with the farmers, not only in hardware goods, but in plumbing also.

"There are no better customers than the farmers," he said. "They are good buyers. They have the money and they do not mind paying fair prices for good goods. That is one thing they insist on. They want something for their money. It is never a question of price, but of quality."

Mr. Heaman says he gets good results from his newspaper ads. They are no sooner in circulation than business starts to come. Some of it comes in

from the town direct. More comes in from the country over the rural telephone lines, and the general total is swelled by the visits of farmers who motor into town.

### 50 Per Cent. Own Cars

"The advent of the auto has made a wonderful change in the rural business," said Mr. Heaman. "Fifty per cent. of the farmers in this county own their own autos now and think nothing of coming in twenty or twenty-five miles. It would surprise you to see the automobiles ere on Saturday nights. In the two short blocks in the vicinity of the store I have counted no less than ninety cars. There were many more in other parts of the town. That means a lot of business of course."

Mr. Heaman has two Bowser pumps to supply gasoline to auto owners. He also sells spark plugs, automobile oils, accessories and oil for tractors.

"There are at least twenty tractors in this section now," he said. "No doubt the number will greatly increase. We find our sales of oils and accessories for both autos and tractors mounting steadily."

### Paint Sales Good

Paint business this season, he says, has been perhaps the best on record. As may be seen from the illustration, the paint department is right up at the front of the store on the left, and makes an attractive showing.

"Our paint sales indicate perhaps better than anything else just how good a class of farmers are in this territory," said Mr. Heaman. "They take good care not only of their buildings and their homes, both interior and exterior, but of their implements, their automobiles and everything that needs painting. We find that they appreciate all the tips we can give them as to how they can get the best results, and we always try to find out what is to be done, and then tell them the best way to prepare the work, the best brushes to use and so on. When they find out that they can rely on us for service of this kind they keep coming back every time they have a painting job. We find that the women are doing a great deal more painting than they used to and are interested in all sorts of small jobs about the house, fixing up furniture, etc."

### Go Well Together

In his district Mr. Heaman finds that hardware and plumbing go well together. The farmers, he says, are continually improving their homes and there is a steady call for water systems, bathroom equipment, bathroom fixtures and other lines. As may be seen, Mr. Heaman keeps one of his windows filled with plumbing goods. The outfit in the illustration had been sold to a farmer many miles out in the country, and was put in the window. It was a good ad. for the firm as it not only made a nice display, but it started all the farmers in the district talking about what a lot of improvements ———— was making at his home.

The plumbing department in the Heaman store is kept busy all the year round, as in addition to installations, there is a lot of repair work.

### Puts in New Goods

"If we find that a part which we are called on to repair is so far gone that it will need fixing in a short time," said Mr. Heaman, "we always recommend a new one. People appreciate this when they understand that it is perhaps impossible to make a permanent repair and they can get a new part for little more than the repair would cost, and years of satisfaction."

In addition to improving their homes, Mr. Heaman says, the farmers are keen for labor-saving devices. In connection with this he points out that his sales of washing machines run from 35 to 40 each year. Some of these machines are hand-power, others water-power, and many are driven by gasoline engines or electricity.

### Stove Trade Active

Stove business has been good. In handling this business, Mr. Heaman says, a window display and a nice store display are a big help in boosting sales. His stock is kept in perfect condition and at all times is available for close inspection. Women, he says, like to come in and investigate the various stoves and find out how they work, and whether they are economical on fuel or not. One thing the majority insist on is a nice-looking stove with plenty of nickelling. As in other lines, price is not the consideration. Mr. Heaman says that most people realize fully that they are not buying a stove every day and that a dollar or two is neither here nor there if they are going to get years of satisfaction and service. Very often a trade is arranged by which he takes an old stove and so much money for a new one.

"This is good business," said Mr. Heaman, "as we can fix the old one up and often make just as much profit on it as on a new one, and we never have any trouble selling them."

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*"Our windows are one of the very best advertisements our store has," says Mr. Heaman. As may be seen from the illustration, he keeps them attractively dressed and the displays are changed regularly. Note the little shelf displays of aluminumware and tinware at the left. These make a great hit with the farmers' wives.*

# Buying in Home Town is Economy

By E. M. TROWERN, Secretary, Dominion Executive Council, the Retail Merchants' Association of Canada, Ottawa

IF a city or town is good enough to live in, and good enough to take a salary from, it should be good enough to buy in. If the teachers, the preachers, the professors, the firemen, the policemen and the civic servants want increased salaries, the most direct route to bring about that desired end is to keep the money circulating in the home town. If all the money in Canada ever got into the hands of one or two men, business in general would stagnate. The proper and healthy condition is to have money circulated so that everyone will, through his or her industry, get some of it.

The first expectation of a producer is to be able to sell his crop after it has been grown. To sell it he must have customers, with money, who are able to buy it. The further the producer is away from the consumer the more the transportation costs. Farms near thriving towns and cities are more valuable than those which are isolated in the backwoods. The best way to make backwoods farms valuable is to buy in the cities and towns near them.

### Co-operation Counts

Prosperous cities and towns are built up through proper co-operation between retail merchants and their customers. They must work together. The customer requires the retail merchant, and the retail merchant requires the customer. If customers send all their money away to mail order houses for staple goods and expect the corner store to live on the sale of lamp chimneys, eggs and coal oil they will awaken some day to find the little store closed. Goods when you want them and where you want them are worth more than goods thousands of miles away. Ten cents' worth of toothache gum in the corner drug store in the home town is worth more to a suffering child with an aching tooth than ten tons of the same article in Hong Kong, China.

### A Double Mission

Retail merchants endeavor to locate in places where they are required. They have a double mission to perform; they buy goods to suit their customers and they expect to make a living by selling and caring for them. The better service a retail merchant gives his customers the better business he should receive in return. The service should be mutual and the customer should be equally anxious to see that the retail stores in his city or town succeed.

The statement that by buying through mail order houses you are saving the middleman's profit on all you buy is only a glaring deception, to say nothing whatever about the question of lack of loyalty to your home town. Let us follow the process and see if less labor is required. A person living in a town, and whose position depends upon the prosperity of the town, receives a catalogue. In order that the said catalogue should reach the person the following process must take place:—

1. The catalogue is designed.
2. Printed.
3. Cuts made.
4. Delivered to the mail order house office.
5. Addresses secured.
6. Catalogue wrapped up and addressed.
7. Stamped.
8. Placed in the mail bag.
9. Mail bag taken to the station.
10. Carried on the train.
11. Taken off the train.
12. Taken to the Post Office.
13. Delivered to the customer in the town.
14. The customer spends time reading it over and selects an article.
15. Writes a letter.
16. Secures Post Office Order, or encloses the cash and takes the risk.
17. The postmaster enters it up and puts it in the mail bag.
18. The mail driver takes it to the station.
19. Mail clerk in charge of the train delivers it at the other end.
20. Post Office delivery wagon clerk delivers it to the Post Office.
21. Postal clerk checks it and sorts it ready for the postman.
22. Postman delivers it to the mail order house.
23. Mail order house clerk opens the letter.
24. The bookkeeper credits the cash.
25. The order clerk selects the order.
26. Stenographer acknowledges the receipt.
27. The shipping clerk mails away the order.
28. The postal clerk sorts it out for the mail delivery.
29. Places it on the train.
30. Mail clerk takes it off the train.
31. Delivers it to the local Post Office.
32. The underpaid postmaster delivers it either direct to the customer or gives it to the rural mail delivery service that is costing Canada a large sum of money to mostly benefit mail order houses.
33. The customer receives the article, and after a careful examination, finds that he or she could have bought a better article in the home town and have had the good will of the retail merchant, and helped to build up the home town by keeping the cash in local circulation.

### No Economy

No sane person could say that there is any economy in that system of doing business, especially when fourteen transactions out of the thirty-three are made by the Government mail order service at less than cost price, thus benefiting the mail order house proprietors at the expense of the whole people of Canada.

True economy and sound patriotism, therefore, call upon every loyal citizen of Canada to patronize his home town and keep the wheels of commerce moving in the direction in which most persons can be mutually benefited.

# Canadian Supplies of Soft Coal Sufficient for Immediate Needs

## Those Who Have no Stocks on Hand Are Likely to Find Considerable Difficulty in Getting Supplies—Many Manufacturers Have Enough to Last for Some Time

TIMELY warning to all users of bituminous coal to secure their winter supplies as soon as possible is given by S. B. Brown, assistant manager of the Transportation Department of the Canadian Manufacturers' Association. Information, or the lack of it, reaching this department of the C.M.A. leads Mr. Brown to the conclusion that manufacturers throughout Ontario are either well supplied with the necessary coal for the winter, or they have such supply on the way to their bins. No requests are reaching him for assistance in getting coal with which to keep the wheels of industry revolving during the winter months.

### Two Reasons For This

The reason for this is, according to Mr. Brown, two-fold. Up until November 11, Armistice Day, of last year munition plants were running at full blast. Manufacturers had secured sufficient supplies to last them through the winter and well on into the summer. With the signing of the armistice, munition contracts ceased and plants were closed down, with the result that large quantities of coal were still on hand. Added to this is the second cause—frequent strikes. The mild winter was also a contributory factor in the conservation of coal.

### Manufacturers Warned

A warning was issued to manufacturers by the C.M.A. recently to look after their coal supplies; and Mr. Brown believes that this warning was heeded because no representations have been made to the C.M.A. of any shortage that might paralyze industry. To confirm this view, the Gas Company has issued a statement that it is not worrying over the situation so far as this winter is concerned.

Mr. Brown states, however, that it is difficult because of lack of information in their offices to say just what the situation is: and he advises that users of coal should waste no time in assuring themselves of a winter supply. The strike in the United States, despite the action taken by President Wilson and Secretary Baker to insure the necessary output, may also adversely affect the situation in Canada, particularly in the Eastern part of the Dominion, which is almost entirely dependent upon United States coal fields for its supply.

### Comparative Figures

Comparative figures giving the importations of bituminous coal in Ontario, excepting at Fort William and Port Arthur, seem to confirm the view that users of this coal are as well supplied as they were in the last comparatively normal years since the outbreak of the war. Between April 1st and August 31st, 1916, customs returns show that the importations were, in round figures, 3,500,000 tons. In the same period of 1919, there were 3,300,000 tons. In the similar period of 1917, there were 4,850,000 tons; and in 1918, 5,350,000 tons. The large importations of 1918, with the sudden termination of the war and the closing up of many industrial plants, would lead to the conclusion that large quantities were on hand early this fall. The statement issued by the Deputy Fuel Administrator for Ontario, Mr. H. A. Harrington, showing a decrease in importations during a certain period of this year as compared with last year goes to prove the difference between a normal and an abnormal year, due to war requirements.

"Warning should be given to everybody to see that they have enough coal for the winter," said Mr. Brown to HARDWARE AND METAL, "and if they have not, they should get it, for with the strike in the United States, it will be difficult to get; and if there is a hard winter and the railways are tied up, it will be still more difficult."

# Says Canadian Firms Are Taking Active Interest in Export Trade

DURING my official visits to various parts of Ontario, I have found an active interest in export trade on the part of Canadian manufacturers. Among the markets to which attention is being given by them, are Australia, New Zealand, South Africa, and the United Kingdom. The visits to this country of the Canadian Trade Commissioners from some of these and other markets at the present time appears to be very opportune."

This statement was made in an interview with a representative of HARDWARE AND METAL by Fred W. Field, British Trade Commissioner, Toronto.

### Exports Expanding

Asked as to business conditions in the United Kingdom, Mr. Field said they were improving and the volume of exports expanding. "In the course of our work in Canada," he added, "it is found that in many lines, United Kingdom manufacturers are able to quote prices which compare favorably with their foreign competitors. In many instances, also, they are in a position to quote satisfactory delivery. In other cases, deliveries are slower, and in further instances, somewhat remote, sometimes on account of the heavy demand for certain lines, from all parts of the world.

### Many Difficulties

"The United Kingdom manufacturer has had to contend with a great many difficulties which have not faced other countries. This is largely because of the tremendous war burden carried for over four years. It is not an easy task to transform the war machine into the industrial machine for peace time markets. British manufacturers, however, propose to make a strong bid for their pre-war markets and with their reputation for splendid quality of goods and honest dealing, a substantial share of the business offering undoubtedly will be obtained by them.

### All Over the World

"There is sometimes a tendency here to state that the products of the United Kingdom are at present quoted at high prices, but upon examination we find that prices have risen all over the world, partly due to the diversion of capital and labor to non-productive ends, to an increase in currency and a decrease in the rate at which money has been turned over, to increased wages and reduction of hours, to a lack of improvements in processes, etc., because of the war effort, and to increased taxation. I find that in many lines the prices asked in the United States are as high as in the United Kingdom.

### Strongly in Evidence

"The faith of the Canadian buyer in the products of his own country and in those of Great Britain and of the British Empire is strongly in evidence. The buyers for the large stores, the purchasing agents of various plants, and others are resuming their purchasing trips to the Old Country, being anxious again to obtain the British lines which are famous the world over, such as Sheffield cutlery, for example.

"The growing tendency in Canada is to purchase requirements whenever possible in the British Empire. Under this policy the Empire's commercial strength and prosperity will increase materially. As each section of the Empire learns of what the other sections have to offer in raw materials, semi-manufactured and manufactured goods, this inter-Empire trade will grow to large proportions. The Trade Commissioner Service of the Department of Overseas Trade (Development and Intelligence) of the British Government is one of many practical steps being taken to obtain for the units of the British Empire the primary benefits of that empire's vast natural resources and trade intercourse. There are three British Trade Commissioners in Canada. The reception given to our work has been splendid and every possible assistance has been received."

# Prices of Sheets May Not be Lower for Two Years

## This Opinion is Held by Men in the Trade in the United States, Says A. T. Enlow, After Attending Meeting in New York

A. T. ENLOW, president of the Dominion Sheet Metal Company, Hamilton, Ont., who has just returned after attending the annual meeting of the American Iron and Steel Institute in New York, stated to HARDWARE AND METAL that the general belief among the men in the trade is that prices of sheets will not be lower for at least two years.

"We have lost through this strike," said Mr. Enlow, in referring to the steel strike in the United States., "at least 2,000 tons of material which would have been shipped had it not been for the strike. Notwithstanding all, our idea has been to keep prices down, except to that point where cost overtakes the selling price. We are opposed to higher prices for sheets. Rather help the consumer than the Government, because, in the end, the consumer is the Government and we avoid the loss of handling."

### Increasing Capacity

"We are preparing to add to our equipment sufficiently to enable us to produce 50 per cent. more than we have in the past. In other words, our capacity will be about 20,000 tons of galvanized sheets per year from the first of January. We are also building a new warehouse, which, when completed, will enable us to carry in stock not less than 2,000 tons for immediate shipment," said Mr. Enlow.

While temporarily inconvenienced by the steel strike in the United States to the extent that their plant is only running at about one-half its normal capacity, the Dominion Sheet Metal Company is planning for bigger business for the future.

He says that this country is not producing enough galvanized sheets for the trade, the result being that large quantities have to be imported. The present situation is aggravated by the strike in the United States; supplies of raw material are cut off, and they are picking over their stock for black sheets and even getting some from the jobbers.

### At Old Prices

"We have, naturally, and the jobbers naturally, have a lot of stuff contracted for at old prices, but most of this is sold so that on any old business, no matter how long delayed, the price will be the old price. This will have a tendency to keep the prices down; but to anyone who must have quick delivery and where it is possible to accommodate them, the higher prices must prevail," said Mr. Enlow.

It is not the intention of the Dominion Sheet Metal Company, however, to launch higher prices for their manufactured article. Mr. Enlow shies clear of the word "profiteering" at a time when it is in everybody's mouth. While conditions may more or less warrant an increase in price, the aim of this company is to keep the prices normal and reasonable.

### A Reasonable Basis

"Our tendency is to hold prices down to a reasonable basis," said Mr. Enlow, "for if sheet metal is to continue to hold its place on the market, it must be able to compete with similar articles." Though Mr. Enlow does not anticipate any immediate increase in prices, he does not see any reduction for some time, at all events.

## RAZORS SELL SOAP, ETC.

Continued on page 57

### Cutlery Sales Good

The illustration shows the location of the cutlery department right up at the front of the store. Sales in this line are good, Mr. Heaman says, and one of the big troubles for some time past has been to get the goods he wants.

"It makes a nice display," he said. "By keeping it where we do, people see it and ask for it."

In connection with his business policy Mr. Heaman says he is working as nearly as possible toward a cash basis.

He believes in allying himself with public affairs and is closely connected with local activities. During the war he recruited "C" company of the 161st Huron Battalion, and took it overseas. Major Heaman is still suffering from the effects of injuries he sustained when his billet was blown down.

### Sees Good Business

He is optimistic regarding the future of the hardware business in his district and says he is looking for a splendid trade. One of his fast selling lines is tinware and enamelware. These are kept displayed well up to the front and the stock is turned from three to five times a year. Proper display, he says, keeps these goods moving all the time, and he has to order new stock of one or another every month.

## CARGOES FOR NORWAY AND DENMARK

Circular No. 219 issued by the Canadian Manufacturers' Association regarding steamship service from Canadian Atlantic ports to Scandinavian ports, says:

"The Canadian Pacific Ocean Services, Limited, announce that the steamship "Drammensfjord" will dock at Montreal between the 8th and 10th of November, to load shipments for Bergen, Stavanger and Christiania, Norway, and will also call at Copenhagen if sufficient cargo offers.

"Members having any cargo for these ports should get in touch either with Mr. J. R. Clancy, General Agent, Freight Department, C.P.R. Building, Toronto, or Mr. A. W. Snell, acting European Freight Agent, Board of Trade Building, Montreal.

"Both these gentlemen are connected with the Canadian Pacific Ocean Services, Limited."

# Gasoline Pumps to Be Permitted on Sidewalks

An interesting point in connection with the sale of gasoline in Toronto was decided when the Works Committee of the City Council declared itself in favor of permitting the sale of gasoline from approved pumps located on the public streets.

A recent order of the committee demanded the removal of all overhead and unauthorized supply pipes.

A delegation composed of garage owners objected strongly to the order. The committee decided that the policy of permitting the sale of gasoline from pumps located on the streets or boulevards be approved subject to the applicant's installing pumps of an approved type on locations satisfactory to the Works Commissioner, and entering into an agreement indemnifying the city from all liability arising from loss or damage claims, and to pay a rental for the privilege granted.

"We must realize," was Controller Maguire's contention, "that the motor and the motorist have come to stay, and that to force cars to go into garages for their gasoline and then back out again across the sidewalk creates a greater nuisance than the pump or standard on the curb."

## MUST NET FAIR RETURN

Allowing the companies four months in which to make new contracts in harmony with its order, the United States Federal Trade Commission has ordered three gasoline distributing concerns to cease and desist from leasing gasoline pumps and tanks to retail dealers at rentals which will not yield them a reasonable return on their investment, or to enter into agreements with dealers providing that they shall not dispense from tanks and pumps so leased gasoline of competing companies. The concerns are: Iowa Oil Company, Dubuque, Ia.; C. L. Smith Oil & Gasoline Co., St. Louis, and Sinclair Refining Company, Chicago.

Each company also was directed to file with the commission, twenty days after expiration of the four months' period, a statement explaining the changes in contract it had effected with its dealers.

# EDITORIAL COMMENT

THE trouble these days seems not so much with labor as with idleness.

* * *

THE indemnityites at Ottawa, regardless of party, now have something to think about.

* * *

ONLY seven weeks until Christmas. Are you ready for the big trade that is going to offer this year?

* * *

IT IS some satisfaction though that one doesn't have to dodge much just now to escape being hit by falling prices.

* * *

THE average citizen is beginning to feel as if it does not make much difference whether capital or labor is on top, as he is in between anyhow.

* * *

ANYTHING that is desirable is advertisable and the way to sell more is to tell the people about it and that they can get it at your store.

* * *

SLOW moving lines will often eat into the profits of half a dozen fast sellers and a dead department in what is otherwise a live store means waste in distribution and increased costs.

* * *

NEWSPAPER advertising for the retailer brings greater returns because you can talk to more people in less time and at a more resonable cost through the newspaper than in any other way.

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### *CANADA'S EXPORT TRADE*

CANADA has taken her place as one of the world's trading nations and a rich source of supply for those in need of commodities. Inquiries in thousands are being brought to this country from all quarters of the globe by every incoming ocean liner and the outgoing boats are laden with Canadian products. The export trade figures are very gratifying. It might have reasonably been expected that when the demand for munitions ceased that business in general would quiet, for a time at least. Exactly the opposite happened. Canadian firms, which a year ago at this time, were working night and day on war orders, hardly had time to make the necessary changes in their plants before the orders began to pour in. They have been coming in steadily increasing volume ever since, and the great trouble of many firms has been to get enough workers to keep pace with their business. Canada is fortunate in having immense natural resources and the development of these is proceeding at a very rapid rate. The output of minerals this year will make new records and the output of manufactured products will be a banner one. A gratifying feature of the export business is the number of repeat orders being received, showing that Canadian goods are fully living up to the reputation they have won. This is as it should be and is a sound foundation upon which to build for the future. In spite of rapid trade expansion, home development is not being neglected in any way and the general trade of the whole Dominion is keeping pace with the export business. Canada is doing things in a big way and no country in the world has brighter prospects for the future.

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### *THE AUTOMOBILE BUSINESS*

ON another page of this issue of HARDWARE & METAL will be found the statement of a hardware merchant in a town of 1,500, who states, that on Saturday nights he has counted as many as ninety farmers' automobiles standing in the block in which his store is located. This is merely a common occurrence now in many country towns, but it shows the remarkable development that has occurred in the past ten years. What will the situation be in another ten years? Perhaps one of the surest ways of looking into the future in this matter is through the glasses of the automobile manufacturers. At conservative estimate, more than $50,000,000 is being expended at the present time in new plants for the manufacturing of autos and in additions to existing plants. This money is not being expended by men who are not thoroughly experienced in business and in trade conditions. It is being spent by men who are among the very keenest and far-sighted men in their respective lines of business in the world. They have not gone at the thing haphazard, but only after careful investigation and thought. The fact that many of them for some time past have been running from six months to a year behind with their orders, showed them that something had to be done. If they were not going to handle the business someone else would. The business was there and was there to stay and instead of going back is going to grow. These manufacturers, being shrewd business men, have gone ahead. There is a lesson in this for the hardware merchants. Many of them have been handling auto accessories and making handsome profits out of them. Others are just

feeling their way in the business. Still others are not yet in the trade at all. In many districts, fifty per cent. of the farmers own cars. It is a safe bet that the other fifty per cent. will own them just as quickly as they get the money and at the rate they are making money now it won't be very long. The automobile has proved its value and its right to a permanent place. That is why manufacturers cannot turn the cars out fast enough. Every car that is sold means the sale of accessories and this is a perfectly legitimate line for the hardware merchant. Someone is going to sell these things to the car owners in your community. Why not you?

## *THE COAL STRIKE*

ALL Canada is intimately concerned with the walkout of 500,000 miners of bituminous coal, which has been ordered for to-day. The miners have chosen this time for a walk-out well as there is a world-wide shortage of coal. Their demands involve a sixty per cent. wage increase and a reduction of working hours to thirty per week, that is a five-day week of six hours per day. On the face of it the demand seems most unreasonable and looks like a barefaced attempt at extortion. It remains to be seen whether the American Government will allow the nation to be held up by the miners or not, and the developments will be watched with the keenest interest all over Canada, as we are dependent upon American mines for the great part of our supplies. The coal strike will be far more of a menace to the country than the steel strike, because it not only affects industrial life, but the health and comfort of the people. If the demands should be granted, and there seems to be little possibility of this, prices of fuel will be so advanced that big increases will have to be made in a great number of products and public suffering from high cost of living will be further added to. This is inadvisable, especially at a time when business men the country over are doing their best in the interests of trade to get prices stabilized. Should the strike be a prolonged one, trouble is looked for in operating railways and steamship lines, and the entire world trade would be seriously interfered with.

## *JUDGE GARY'S STRONG POINT*

THE position taken by Judge Gary, head of the United States Steel Corporation, in favor of what is termed the "open shop," is based upon equality of rights and freedom of action without any class distinction and it seems unfortunate if the American Federation of Labor, particularly after the experiences it has been having with foreigners, is not prepared to accept it. Judge Gary expresses a "fixed opinion" that there should be no arbitration or compromise for settling the American steel strike, because he believes in the open shop principle, that every man, whether a member of the union or not, should have the opportunity to engage in any line of legitimate employment on terms and conditions agreed upon between employee and employer. He states that he has no objection to labor unions for a common interest and believes in the means of consultation and reaching satisfactory terms between employers and those employed. He will not, however, he says, have a powerful outside organization, with more of a centralized autocratic power than one of individual rights, exerting dictation or control over employers in various lines of industry. This stand, he claims, is the very basis of democratic government, of government for the people by the people. Admitting fully that laws that may have been framed in the past, either for national government or for bodies of men in various trades, may have become obsolete owing to changing conditions, he holds that the remedy lies not in violation of the existing laws, but in their revision, always keeping in view the principle of equal rights. Constitution and laws are necessary to such a system, he holds, and without them any country will drift into the chaos that has demoralized Russia. Judge Gary intimates that he is fully prepared to stand firm in his attitude indefinitely, because he believes it is the only basis on which permanent relations between capital and labor can be worked out.

## *FINANCE MINISTER'S WARNING*

THE new Minister of Finance, Sir Henry Drayton, speaking recently on the subject of the 1919 Victory Loan, emphasized the very important fact that the late war had not only been a fighter's war but a producer's war. The soldier had been indispensable to the producer; but the producer had also been indispensable to the soldier. "The fighters have finished their work, and written the name of Canada most high," he said, "but the work of the rest of the community is not finished; they are the last of the participants to be discharged. The war will not be won until we all make good the pledge to clean up the war mess, honestly, fully and fairly."

Everyone should understand that if these pledges are to be fulfilled, the 1919 Victory Loan must be pressed through to success. The Finance Minister also dwelt on the absolute necessity of a heavy subscription if Canada's markets are to be maintained and built up abroad. The importance to the Canadian producer of the overseas credits, which depend wholly on the success of the Loan, cannot be too frequently insisted on, for the matter is one of vital concern to everyone. Canada can only seize her present trade opportunities in Europe, and face the future with confidence, if these credits are continued; and the only way to assure that result is to pile up big subscriptions for the Victory Loan.

# EVENTS IN THE TRADE

## Business Changes

Central Butte, Sask.—A. Bell & Co. succeed Thomas Mair, hardware.

Markdale, Ont.—J. J. Richardson and Balmer Brady have purchased the hardware and furniture business of W. J. Bowes.

## New Business

E. Belanger, paints, hardware, etc., has been registered at Montreal.

Lieut. Joe Dutton, who recently returned to his home in Govan, Sask., after serving in France, has gone into business with John Dutton, under the firm name of the Dutton Hardware.

## Obituary

The death occurred at St. Marys, Ont., after a brief illness with pleuro-pneumonia, of Solon L. Doolittle, proprietor of the St. Marys Wood Specialty Co., manufacturers of hockey sticks, handles, etc., He was 65 years old, and came from near Aylmer, Ont.

## Fire Losses

The Chestnut Canoe Co., Ltd., Fredericton, New Brunswick, sustained a loss by fire.

A. H. Cummings & Son, Ltd., Coaticook, Quebec, manufacturers of sashes and doors, sustained a fire loss.

Paquet & Godbout, St. Hyacinthe, Quebec, manufacturers of sashes and doors, sustained a loss by fire.

## Trade Notes

Montreal Art Glass Works has been registered at Montreal.

J. M. Coleman has purchased the tinsmithing business of T. Rasmusson.

The Canadian Allis-Chalmers Company, Toronto, is erecting a pipe galvanizing plant to cost $35,000.

The British-American Oil Co., of Toronto, contemplates the erection of a refinery in Hamilton, Ont., to cost $100,000.

The Canadian General Electric Company, of Toronto, will commence work at once on a new six-storey warehouse to cost $135,000.

Brandram-Henderson Ltd. are having a brick extension for office apartments, added to their factory buildings on Kempt Road at Halifax, N.S.

The Britannia Wire Rope Co., amalgamated with Gibsons, Ltd., of Vancouver, plan the erection of a wire rope plant on Industrial Island.

James Wright & Co., wholesale hardware, London, Ont., have purchased from the Thompson Estate the premises they occupy at the corner of King and Clarence streets for $50,000.

## Montreal News

W. S. McLennan, general sales manager Brandram-Henderson Ltd., was in Ottawa this week.

W. H. Nickerson, formerly with Lewis Bros., Ltd., is resuming his connection with the firm again next week.

J. Ernest Millen, of John Millen & Son, Ltd., and Mr. Hopkins, of the Canadian Fairbanks-Morse Co., Ltd., are attending the Automobile Accessories' Show in Chicago.

J. S. Drew, of the Utica Drop Forge Co., Utica, N.Y., was in town on Thursday.

Alf. Blackburn, of the H. & D. Folsom Arms Co., 314 Broadway, N.Y., was in Montreal.

R. M. Dunton was in Montreal on Wednesday, representing the Conron-McNeal Co., Kokoma, Ind.

J. N. McIntyre, of McIntyre and Taylor, Toronto, was in Montreal this week.

W. F. Duffield, of the Reading Hardware Co., Ltd., was in Montreal this week.

A. Birmingham, of John Graham & Co., New York, was in Montreal during the week.

The Nicholson File Co., Port Hope, were represented in Montreal this week by W. Anderson.

J. L. Huston was in town this week in the interests of The Miller Lock Co., Philadelphia.

George A. Marshall, president of Kerr File and Tool Co., Ltd., Toronto, Ont., visited Montreal this week.

E. A. Runions, Ottawa sales manager for Lewis Bros., Ltd., was this week a visitor to the head office at Montreal.

John Richardson, of Richardson and Bureau, manufacturers' representatives, was in the Eastern Townships this week.

W. S. Leslie, president A. C. Leslie & Co., Ltd., Montreal, returned from a ten days' trip to Western points, including Winnipeg.

Wm. L. Ivison, with the Wallworth Mfg. Co., Boston, was in Montreal this connections for the company throughout week.

D. M. Walker, for some years connected with Frothingham and Workman, wholesale hardware, has accepted an appointment as joint purchasing agent of the Canadian Light, Heat & Power Co., and of the Montreal Public Service Corporation, succeeding J. J. Fleet.

George Henderson, president Brandram-Henderson, Ltd., leaves this Saturday for England, where he will spend several weeks.

T. S. McKay has accepted an appointment on the sales staff of the Canada Paint Co., and will cover Cape Breton, P.E.I. and Newfoundland.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., returned from a several weeks' trip to Winnipeg and Western Canada points.

John A. Frazer, sales manager Lewis Bros., Ltd., Montreal, left on Saturday for Chicago, where he will attend the Automobile Accessories Show being held in the Medina Temple November 3 to 8.

J. O. Paul has accepted a position with the Canada Paint Co., Ltd., and will cover the Lake St. John district, a portion of Quebec Province, and Chicoutimi.

## Western News

Wood Vallance bowling team met their first defeat in the Commercial Bowling League in the last match.

The following members of Wood, Vallance traveling staff spent last week-end in Winnipeg: F. S. Stott, F. J. O'Neill, J. P. Wing, J. A. Jack, Geo. M. Watson, F. J. Perry.

S. E. Campbell, until recently with Satinette Products Manufacturing Company, of Toronto, is coming to Winnipeg to be associated with H. L. Perry Co., Ltd., who will have the agency for the West for Satinette Products.

Offices have been opened in the Galt Building, Winnipeg, Man., by the Solex Company of Montreal, manufacturers of "Solex" electric lamps. G. W. Draper, formerly of the head office staff, has been appointed manager of the Western Canada territory, and is arranging trade the West.

### ADAM TAYLOR SERIOUSLY INJURED

Adam Taylor, secretary-treasurer of the Taylor, Forbes Co., Ltd., Guelph, Ont., was very seriously injured by falling from a second storey window at his home. He was removed to the General Hospital and lapsed into unconsciousness, and for a time was in a very critical condition. On Monday he underwent an operation, and latest reports state that his condition is very favorable.

## Incorporations

The Dodge Manufacturing Co., of Canada, Ltd., with head offices at Toronto, capital $300,000, plans to manufacture machinery, mechanical appliances, etc.

The Seagrave-Loughead Co., Ltd., head offices at Sarnia, capital $300,000, plans to manufacture and deal in auto-supplies.

The Bull Dog Lacer Co., of Canada, Ltd., head offices at Hamilton, capital $50,000, plans to manufacture and deal in iron, steel and other metals.

Save-U- Gas Co., Ltd., head offices at Montreal, capital $100,000, plans to deal in automobile supplies.

Peacock Bros., Ltd., head offices at Montreal, capital $300,000, plan to carry on the business of Peacock Bros. in manufacturing and dealing in metals and articles manufactured therefrom.

Riverdale Tire Corporation, head office Toronto, capital $400,000, plans to manufacture and deal in tires and auto accessories.

K. & S. Tire and Rubber Goods, Limited, head office Toronto, capital $3,500,000, plans to deal in rubber goods, automobiles, bicycles and motor cycles.

McLennans, Limited, head office Lindsay, Ont., capital $40,000, plans to carry on a general business in hardware, electric lighting fixtures, plumbing and tinsmithing.

The Uxbridge Hardware Company, Limited, capital $40,000, head office Uxbridge, Ont., plans to carry on a general hardware business and to deal also in cement, coal and lumber.

The E. A. Lowry Power Equipment Company, Limited, head office Guelph, capital $50,000, plans to manufacture and deal in tools and machinery.

The Central Electric Supply Company, Limited, capital $150,000, head office Toronto, plans to manufacture and deal in electric fixtures and supplies.

## Becomes Vice-President of F. E. Smith Limited

W. A. McCallum, until recently assistant to the vice-president of the Canadian Tube and Iron Co., Ltd., Montreal, has resigned to become vice-president of F. E. Smith, Limited, Montreal, and



*W. A. McCALLUM*

*Of Montreal who has been appointed vice-president of F. E. Smith Limited, Montreal and Toronto.*

Toronto. Mr. McCullum was also assistant to the president of the Canadian Rolling Mills Company and the Colonial Wire Mfg. Company, prior to accepting his present appointment. The F. E. Smith Company is at present conducting a considerable export business in iron, steel and refractories.

# Boosts Sales of Phonographs and Records by Public Concert

## Hardware Firm at St. John, N.B., Packed the Largest Theatre in Town—Novel and Attractive Means of Advertising

"WE aspire to become a musical centre for St. John, and will welcome music lovers regardless of whether they wish to purchase. We shall be glad to arrange a programme selected by you and to render it for you and your friends at your home."

These are extracts from a neatly printed folder issued by W. H. Thorne & Co., Ltd., St. John, N.B., this week upon the occasion of an enjoyable concert given in the Imperial Theatre by the Belgian songstress, Mlle. Verlet, assisted by Victor Young, pianist.

The hardware firm was responsible for bringing the famous soprano to St. John, and the event aroused much interest. Invitations were issued and admission was by tickets issued by the firm, who engaged the largest theatre in St. John for the occasion, an afternoon affair which attracted a very large crowd. The concert was given in conjunction with the Edison recreation of voice plan, and the programme offorded much pleasure. The event aroused interest in the new musical art.

In the programmes printed in the form of folders, W. H. Thorne & Co. drew attention to their "library of recreations consisting of thousands of selections—vocal and instrumental solos, concert pieces and performances by military bands, dance orchestras and concert orchestras," and issued a special invitation to music lovers to visit their show rooms and inspect what was offered. It was a novel and attractive means of advertising, and proved as well a distinctly enjoyable concert treat, which filled the big theatre.

### TO MANUFACTURE CEMENT

The Federal Cement Co. has been incorporated under the laws of the State of Delaware for the purpose of carrying on the business of cement manufacturers in Owen Sound. The new company has contracted to acquire the plants of the Grey and Bruce and the Sun Cement Co. and will put in equipment that will be capable of manufacturing 2,000 barrels of best quality Portland cement per day.

The officers of the Federal Company are: J. G. Lind, vice-president of the St. Marys Cement Co., president; J. E. Murphy, vice-president of the Vancouver Portland Cement Co., vice-president; J. E. Campbell, secretary-treasurer of the Hepworth Mfg. Co., Hepworth, treasurer; A. D. Creasor, of Owen Sound, secretary, with whom L. N. Rosenbaum, president of the Knickerbocker-Wyoming Oil Co. of New York, will constitute the board of directors.

### BIG DEMAND LIKELY FOR CRUDE OIL

Extensive developments in the petroleum fields and the increasing activities of operators portend expansion of the industry. A feature which is at present attracting particular interest at the moment is fuel oil. Attention is focused upon this branch of the oil trade in view of the pending labor troubles in the coal fields. Manufacturers and interests dependent upon power are fearful of the future and are preparing for emergencies in event of a serious curtailment of the coal supply. This applies not only to America but to Europe where fuel conditions are even worse than on this side. It is hoped to ward off possible disaster which would follow a shortage of coal by substituting oil so far as practicable.

### HAD TO PAY $600 FINES

WINNIPEG.—William Bell, F. L. Argue, A. Bauslaugh, H. Rabinovitch and L. Clingman, were each fined $600 and costs in the Police Court for breach of the Income War Tax Act, and H. J. Clare was remanded till Monday. The men were found guilty of having failed to make a report of their incomes for 1917 and the fine is the minimum.

### CATALOGUES AND BOOKLETS

**Laidlaw Bale Tie Co., Limited**

The Laidlaw Bale Tie Co., Limited of Hamilton, Ont., has issued a fifty-two page catalogue in which are listed the various wire products which they manufacture. The catalogue is attractively printed and profusely illustrated, and in addition to the matter about the wire products, contains valuable tables and data regarding weights, etc. Readers of HARDWARE AND METAL who desire copies may obtain them upon request.



*Managers and salesmen of the Central and Ontario Division of Brandram-Henderson Limited, who were in annual conference at Montreal.*

# Managers and Salesmen of Brandram-Henderson, Limited, Meet

## Many Matters in Connection With Plans for 1920 Gone Into at Montreal and Winnipeg Conferences

A MOST successful annual conference of the managers and salesmen of the Central and Ontario divisions of Brandram-Henderson, Limited, was held in Montreal and lasted for two days. A warm message of greeting was extended at the opening of the conference by Mr. George Henderson, president and general manager of the firm.

The first day's programme included a discussion on "The 1920 Advertising Campaign," by Frank H. Smith, a general discussion of the campaign by conference members, luncheon at the clubhouse, a discussion of salesmen's road problems, salesmen's suggestions and requests, dinner at the Windsor Hotel and then a theatre party.

The second day was commenced by a visit to the factory. The morning was devoted to discussions of the 1920 sales campaign, by W. S. McLennan, and "The Ideal B-H Agency," by S. W. Smith. Following luncheon at the clubhouse there was a general discussion by conference members of sales campaigns and of the Ideal agency. This was followed by a discussion concerning the uses for which B-H products are designed and the proper methods to be employed for satisfactory results. At the close Mr. George Henderson again spoke.

The managers and salesmen west of the Great Lakes held their annual conference at the Royal Alexandria Hotel in Winnipeg. This also lasted for two days. The first day's programme included a visit to the Grain Exchange pit, luncheon at the Carleton Club, the opening of the business session by Chairman W. S. McLennan, a discussion on the advertising campaign for 1920, by the chairman; an informal discussion of the campaign by the conference members; a dinner at the Royal Alexandra and a theatre party.

On the second day an auto tour was made of the city of Winnipeg, after which a business session was held. Agency talks were given as follows: "What Constitutes An Agency?" W. S. McLennan; "What Is Hoped For In An Agency?" George E. Smith; "Regulating Agent's Cost," by J. Leonard Paul. The members present then discussed agency matters and then had luncheon. In the afternoon W. S. McLennan discussed sales campaigns for 1920, and a general discussion of this followed. A B-H product discussion was conducted also by Mr. McLennan.

The conference of the Maritime managers and salesmen will be held in Halifax at a later date.



*Managers and Salesmen, west of the Great Lakes, of Brandram-Henderson Limited, who attended the Western Conference, held at Winnipeg*

# C.P. Company's Ninth Convention

## Salesmen Meet in Montreal for Annual Gathering—Attendance and Interest Were Very Marked

THERE is one thing that must lend interest to the salesmen attending a paint convention, and that is the wealth of "color" that is everywhere apparent. And wherever it might be lacking there is always plenty of "coloring" to be had on immediate notice.

The ninth annual convention of the Canada Paint Co., held at the head office in Montreal from October 20-23, inclusive, had all its historic coloring, and if anything, more than on former occasions. From Vancouver, and Western territories between that far-away distributing point and Montreal, representatives came, and the representation was larger than for a long time past. As was stated to HARDWARE AND METAL, "the salesmen present expressed their feeling that this convention was the most successful that we have ever held." Filled with enthusiasm, the sales representatives evinced a great interest in all sessions, from Monday morning until the closing on Thursday night. It is not all recreation—attending sales conventions—if a salesman is to get that which will assist him it is hard work, rather. There are demonstrations to witness, lectures to listen to, addresses to follow, and inspections to make. There is little time left for "sleeping in," the sessions opening at 9 a.m., daily. And so the four convention days were crowded full.

### Practical Discussions

One of the interesting days was the last—Thursday being devoted to Selling, Promotion, and Inspection. It is but natural that men out on the "battle field" want to improve the opportunity of seeing how the products they are selling are made, and every advantage was improved, on this occasion, of seeking the many operations that are required to prepare "C-P" for the can in which it is whisked away to the dealer, everywhere.



*The four "top notchers" among the salesmen of the Canada Paint Company.*

Under the direction of Sales Manager S. M. Ward, an informative and exhaustive session on "Advertising and Publicity" was held on Thursday morning. This elicited real interest, for it was the occasion on which the salesmen were made aware of what assistance was to be afforded them in their selling efforts during 1920. The interest with which they followed the explanation of dealer helps and outdoor, as well as newspaper, trade paper, and magazine advertising proposals, was marked, and continued to the very close of this session.

### The Other Speakers

Other speakers on this occasion were the manager, Royal Cluxton; H. E. J. Taylor, sales promotion manager, and Harold Reid. Altogether this was a most interesting and a profitable session. To HARDWARE AND METAL Mr. Cluxton said that the company had experienced one of the most prosperous years in its history, and that prospects for the coming year were promising.

### Well Entertained

The salesmen were royally entertained, and on Wednesday evening "C-P" night was enjoyed through the generosity of the management in affording the men a pleasant theatre entertainment at the "Princess." Here the performers were generous in their allusions to the company's executives and managers, and to the product itself, humorous references being cleverly "sprung" from time to time. Altogether, "Theatre Night" was a continual round of enjoyment.

(Continued on page 65)



*Salesmen of the Canada Paint Company, Limited, who attended the annual convention held at Montreal.*

# Convention of Sherwin-Williams Co.

## Sales Managers and Salesmen From All Over Canada Meet at Montreal—Enjoy Varied Entertainment, Too

IF the true measurement of success attendant upon a sales convention is that of the zest with which its delegates enter upon their work, as well as their "play," then the ninth annual convention of the Sherwin-Williams of Canada, Ltd., which occupied all of last week at the head office in Montreal, must be ascribed a success. From Monday until Saturday, there was a continual change of programme which enabled the salesmen to renew their interest with each succeeding session, even though such functions mean work, and sometimes close application. With the interspersal of various entertainments, the salesmen found each returning day filled with so much interest that all sessions, right to the last, secured their undivided attention. And with "Merit Begets Confidence: Confidence Begets Enthusiasm: Enthusiasm Conquers the World," as its keynote, the guiding sentence thus appropriately chosen, served to instil this spirit throughout.

### From All Parts

The absence of serious illness, such as that obtaining a year ago when the "flu" was everywhere prevalent, made it possible for salesmen to attend from all parts of the territory served by the firm. Representatives came in from all the provinces, from Nova Scotia on the East to B. C. on the West.

### Programme For 1920

After inspection of the various manufacturing plants, their equipment, products, methods of manufacture of the many products, etc., and sales talks and conferences on fixed subjects, the salesmen met in the convention hall on Thursday afternoon and listened to a variety of addresses upon the programme to be followed in 1920. Under the general supervision of Mr. W. S. Fallis, the managing director, assisted by R. C. Misson and D. A. Whittaker, the heads of departments outlined some of the difficulties that had been encountered in the somewhat trying year, 1919, when materials and their uncertain cost kept the manufacturer in a continual uncertainty as to what might happen next. Far from the home office and fountain head from which supplies were drawn, the men on the "firing line" were thus acquainted with the intricacies that confront the producer.

### Many Fine Addresses

Among the speakers who brought direct messages to the men of timely interest were J. H. Gordon, the sec.-treasurer of the company, who, on his chosen topic, "Discoveries," outlined some of the important things that had been learned, and referred to some of the "finds" of the company in the past fifty years, in connection with executives that had been chosen, from time to time. D. A. Whittaker, assistant to the managing director, Mr. Fallis, made an effective address on "Efficiency," stressing his speech upon the necessity of watching closely the smallest details. G. C. Fletcher, followed in a comprehensive address of the difficulties of the "Purchasing Agent," whose troubles have not all been "little ones" in 1919. Mr. Radford, referring to "stockkeeping," explained how the department of which he was the head had to plan forward in order to take care of accumulating orders, necessitating the carrying of a large percentage of one year's annual outturn always ready for immediate shipment.

### Use 530 Materials

An interesting point was brought out, showing that 530 different materials enter into the manufacture of the various paint and varnish products prepared for sale by the company. To contain these products 185 different packages are required, while no fewer than 64 packing cases have to be arranged for to contain them. To procure the various raw materials it is necessary to line up purchases from no fewer than 410 firms.

### Tells of Manufacture

F. A. Scott, superintendent of manufacturing, gave a comprehensive address on manufacturing, and was assisted by L. Vallee. "Service" was emphasized as an important part of the 1920 objective of Mr. Scott's department, and in attaining this he was sure that the purchasing and research departments would be of material assistance.

Messrs. Gardiner, Mowl, and others made brief addresses regarding the work being undertaken in their various fields.

### Profitably Spent

Summing up, Mr. Fallis was sure that the time spent in conference had been profitable, and referred to the importance of co-operation from all the various departments, which must work toward one end. It was only through co-operative effort that real growth was possible. "Success depends upon fairness," said Mr. Fallis in referring to the treatment which it was endeavored to always extend in dealing with employees. This had accounted, perhaps,



*The Managers and Salesmen who attended the annual*

for the fact that the company had had no labor strikes in all its history. Unfairness impairs efficiency. A discontented man will spread Bolshevik discontent. "Do the right thing at the right time, in the right way," concluded Mr. Fallis.

### The Merry-Making

The company provided private tramway transportation service for the salesmen, and the car was suitably decorated with large convention banners. Luncheon was partaken of each noonday at the Windsor, where the men made right merry, putting on some "hair-raisers" that will go down into history as unique, to say the least. The mock trial of some old stalwarts on Thursday resulted in their conviction, but through the good offices of friends they were not "shot at dawn" as decreed by the court.

On Tuesday night at the Princess Theatre, the entertainment proved to be most pleasant, as was outlined elsewhere last week.

The "Get-Together" concert and dance at Victoria Hall on Thursday night was the real "sociable" gathering, and this proved to be of great interest for the "light steppers," of whom there was a very large attendance. The varied program was provided wholly by the firm's own talent, as was also the orchestral music enjoyed at the various luncheons. A buffet supper assisted towards making this evening a continual round of enjoyment.

Among the delegates at the convention were:

W. S. Fallis, managing director; R. C. Misson, manager; F. A. Mann, trade sales manager, Montreal; C. A. Thomas, sales manager, Toronto; H. H. Eager, sales manager, Winnipeg; J. H. Hawkins, sales manager, Vancouver; J. F. Ryan, sales manager, Halifax; W. J. Chambers, manager mfg. sales; G. C. Fletcher, general purchasing agent; F. A. Scott, manager of manufacturing; J. H. Gordon, sec'y-treas.; D. W. Whittaker, asst. to managing director; S. C. R. Ross, chief accountant; W. A. Paton, superintendent, Calgary; J. L. Vallee, superintendent, Montreal; J. C. Cox, superintendent of printing and stationery; W. A. Farmer, superintendent paint mixing and grinding; S. D. George, superintendent varnish making; G. E. Radford, general stock-keeper; W. L. Massiah, advertising manager; W. J. Delaney, asst. advertising manager; B. E. Newmark, sales promotion manager; P. W. Hollingworth, cashier; A. W. Mowl, asst. to sales manager, Winnipeg; and traveling representatives, Eastern division, as follows: G. E. Boomer, Robt. Johnson, J. N. Themens, Hy. Hill, J. A. Derouin, J. W. Benson, A. E. Cowley, D. Crevier, W. P. Downing, O. L. Christman, J. E. Auger, R. Vincent, R. J. Spalding, R. E. Stinson, W. G. Fallis, W. G. McIntyre, R. J. Hunter, L. B. Moore, W. F. Prescott, F. R. Allison, R. C. Holder, W. J. McGowan, R. Crevier. Western division: H. S. Duncan, J. J. Whalen, W. J. Miller, J. M. Linwood, L. Hannay, J. B. Buckham, P. D. McCallum, A. J. Boyd, J. M. Little, H. H. Eager, Jr.

## MAKING BIG PURCHASE

According to information given HARDWARE AND METAL, negotiations have been completed by which the James Robertson Co., Ltd., of Toronto, are to take over a large firm manufacturing enamelware. Mr. Charles Robertson, of Montreal, president of the James Robertson Co., Ltd., was in Toronto on Thursday, but efforts made by HARDWARE AND METAL to see him at the company's office were unsuccessful.

## C. P. COMPANY'S NINTH CONVENTION

(Continued from page 63)

### Were Much Enjoyed

The noon luncheons were social hours of enjoyment. Advantage was improved of making the most of pent-up energy, and the appearance of a full-grown "Elephant" in the Oak Room of the Windsor on Wednesday p.m. was the signal for no small outburst of enthusiasm. This clever stunt was planned and carried out by a few of the "boys," and was truly typical of the company's well-known trade mark.

There were nearly fifty in attendance, among them being the following:

Royal Cluxton, general manager; W. J. Bland, sales manager, Winnipeg; S. M. Ward, trade sales manager; W. H. Newton, manufacturing sales manager; H. E. J. Taylor, manager sales promoting department; S. P. Newton, chief chemist; Ernest Marlow, superintendent; E. A. Crawford, chief clerk; Geo. J. Browne, cashier; and salesmen: R. E. Carscallen, J. J. Minion, R. Traversy, F. C. Empringham, F. H. Butcher, R. M. Smith, F. L. Clarke, W. G. Sippi, Geo. W. Goodbody, C. H. Keys, W. E. Thompson, J. H. Breadner, N. A. Milne, R. S. Grant, C. A. Gillerlain, R. Gardiner, W. H. Allison, Robert Bremner, A. L. Hellems, A. R. Cawdron, A. Beauchesne, E. A. Sentenne, J. O. Paul, I. S Mackay, Chas. Porlier, G. H. Perras, W. H. Lennox, J. W. Duncan, J. W. McIntosh, W. C. Boyd, D. Corbett.

The Emo Hardware Company, Limited, capital $20,000, head office Emo, Ont., plans to carry on a general wholesale and retail hardware, implement, furniture and supply business.



*conference of the Sherwin-Williams Company, Limited, of Canada, held at Montreal.*

# THE CLERKS DEPARTMENT

## He Was Selected From 35,000 Employees to Manage World's Greatest Chain of Stores

### Hubert T. Parsons is a Canadian and Began His Career as a Bookkeeper at $12 a Week—Read What He Says

HUBERT T. Parson is forty-seven years old and a Canadian. When he was 20 years old he was hired by the late F. W. Woolworth at $12 a week as a bookkeeper. The story of his rise in business is told by B. C. Forbes in the American Magazine as follows:

ENERGETIC YOUNG MAN WANTS SITUAtion as bookkeeper. Can do general clerical work. Willing to start at $12 a week.

That advertisement appeared in the New York "Tribune" in the days when a "Want Ad." cost only five cents.

To-day the "energetic young man," still comparatively young, occupies the finest business office in the world, in the highest building in the world, president of the largest retail business in the world, serving the greatest number of customers of any concern in the world, and employing more salespeople than any other merchant in the world. At this moment people are swarming into the stores at the rate of over one thousand million a year, or ten times the total number of men, women and children in America. They are making purchases at the rate of two thousand million a year. Their average purchase is thirteen cents.

**Controls 1,060 Stores**

The number of stores controlled and watched over by the ex-bookkeeper is 1,060, a total never approached by any other concern. You cannot visit any sizable town in any state of the Union without finding one of these stores; there is at least one in every town of eight thousand or more population. Nor can you travel any distance in Great Britain without running across one.

Their sales? Last year the three million individuals who daily patronized these stores bought 90,000,000 pounds of candy, enough to fill a freight train twenty-four miles long; 20,000,000 pieces of enamelware, a full load for a train seven and a half miles long; 50,000,000 pairs of hosiery, equal to two and a half pairs for every family in the United States; 42,000,000 boxes of safety matches, enough to build a monument 1,325 miles high if placed on top of each other, or, if laid end to end, almost enough to span the Atlantic; 20,000,000 sheets of music, sufficient to give a goodly supply to every piano in America; 54,000,000 handkerchiefs, equivalent to almost three for every household in the whole country; 1,714,000 nursing bottles, or about one for every baby born last year in America; 5,000,000 phonograph records, enough, it would seem, to keep every phonograph in the land going merrily every night of the year; 12,000,000 pounds of salted peanuts, more than any freight train ever attempted to move—the train would be three miles in length; 24,000,000 sticks of chewing gum, enough, surely, to keep every devotee of the habit busily employed from January to December; 6,250,000 neckties for men, 5,000,000 papers of hairpins for women, 9,000,000 toys for children, and 15,000,000 cakes of soap for families; 5,000,000 papers of pins, enough to sink a ship; 9,000,000 yards of curtain material, sufficient to girdle Mother Earth four and a half times.

**Carry 7,000 Articles**

These are the sales of only a few of the seven thousand articles carried by each store.

The profits? Last year they exceeded seven million dollars, and this year will be much larger. In former years they were big enough to enable the founder of the stores to erect the highest building in the world at a cost, out of his own pocket, of $14,000,000.

Yet no article (except in certain Western territory and Canada) is sold for more than ten cents, and most of them are sold for five cents.

The man at the head of this mammoth merchandising enterprise, the ex-bookkeeper, is Hubert T. Parson. Last June he was selected, from all the thirty-five thousand employees, to succeed the late Frank W. Woolworth as president of the F. W. Woolworth Company, pioneers in the "five and ten cent store" business.

**Why Was He Chosen**

Why was this ex-bookkeeper chosen as head of the most colossal retail business in the world?

Because he was unanimously adjudged, both by Mr. Woolworth and the hard-headed board of directors, the one man in all America best fitted for the job.

I asked a high-up Woolworth executive to define in a sentence or two Mr. Parson's most conspicuous qualifications and characteristics. He reflected for a little and then replied:

"Parson knows more about the five and ten cent business than any other man living. He is probably without a peer as an organizer. He is a master of system. He has devised systems of bookkeeping and record-keeping that enable him to see at a glance what every store in every locality is doing. His forms and schedules show him where there are undue leakages or waste or losses or poor management. He has an uncanny memory; he carries in his mind a complete picture of what is going on every day in our thousand stores, and can quote almost any figure or fact pertaining to the business without consulting the records.

**Grasp of Detail**

"Yet, combined with this mastery of detail, he has as much foresight as Mr. Woolworth had. It was his amazing grasp of detail, his wonderful memory, and his rare foresight that led Mr. Woolworth to make him his right-hand man as vice-president and general manager. He is now one of the administrators of the Woolworth estate.

"No man in the organization works harder than Parson. Mr. Woolworth used to say that in the early days of the business Parson worked so late that on his way home he met himself coming back to work in the morning. Also, and perhaps most important of all, Parson has in an extraordinary degree what, for want of a better term, we call judgment—a combination of common sense, vision and insight born of this enthusiastic devotion to the business, his mature experience."

Then he added: "The only thing I might say by way of criticism is that he has been too busy attending to business to learn how to be a good mixer. He's not strong on superficial personality. But he can deliver the goods every time."

**Has Learned Much**

The man who guides the destinies of a concern which caters to the wants and the whims of a thousand million customers a year naturally has learned something about the make-up of the human species. And let it be here said that Mr. Parson has been the active head of Woolworth's for the last three years, during its period of most rapid growth and success, as Mr. Woolworth's health during that time had been such that he elected to leave most of the daily burden to his ablest aid, in whose ability he had unlimited confidence.

Yet a long talk with Mr. Parson made it clear that the serving of a billion customers is not much more ticklish than serving a hundred or a thousand, once you grasp a few fundamental principles common to all human nature.

**Same the World Over**

"Mr. Woolworth," said Mr. Parson, "once gave the keynote of merchandising success in these two sentences: 'Human nature is the same the world over. Liking to buy something for a small sum that you must pay more for elsewhere is not a matter of climate or language.' For instance, forty-five thousand people visited our Fifth Avenue store in New York on the opening day; and it is already the most successful of all our thousand stores."

**Had the Same Idea**

Long before Henry Ford appeared on the horizon Frank W. Woolworth began applying the idea which made them both the foremost figures in their respective lines. Woolworth was to retail merchandising what Ford later became to automobile making and selling. Woolworth saw that a fortune could be made out of nickel and dime sales if enough sales could be made; he realized that the way to make enough sales was to cut down the unit of profit to a fraction of a cent per sale; and he also recognized that the way to do this profitably was to create a colossal machine which would function with a maximum of efficiency and economy. Woolworth's average profit per sale is half a cent.

Mr. Woolworth once told me that the turning-point in his career did not come until he learned, at the expense of a breakdown that almost cost him his life, that there were things other people could do as well as he could himself. He added:

"I then learned to entrust duties to other people. So long as I was obsessed with the idea that I must attend personally to everything, large-scale success was impossible. A man must select able lieutenants or associates, and give them power and responsibility."

It was just before this that young Parson became associated with Woolworth. The association came about in a funny way.

### Born in Toronto

Among those who replied to the Parson Want Ad. was "F. W. Woolworth, 280 Broadway, New York City." With Parson, salary was secondary to opportunity. Born in Toronto, Canada, in 1872, his father, Henry E. Parson, was at one time called "The Oil King of Canada," but fires twice destroyed his properties at Petrolia, and oil was struck at Oil City, Pennsylvania, causing a collapse in the price of oil to twenty-five cents a barrel, which shattered his fortune, causing him to move to Watertown, New York, where Hubert lived until he was seven. The family then moved to Brooklyn. On graduating from high school in 1889 the lad immediately took the first job he found, as office boy in the Atlantic Chemical Works, at four dollars a week. When only nineteen, he was invited, although he was without capital, to become partner in a chicory importing business, and everything was progressing smoothly until the McKinley tariff put raw chicory on the free list and thus killed the enterprise.

### Was Ambitious

"I was now about twenty and felt that it was time to get into something really worth while, something with a promising future," said Mr. Parson. "I started an advertising campaign, naming only twelve dollars as the salary I wanted, though I had been making much more than that. When I called on F. W. Woolworth he asked me brusquely, 'How much do you want?' 'Twelve dollars.' I told him. 'I'll give you eight dollars; no more,' he said. 'I'm worth twelve dollars and can earn more than that for you,' I replied. 'I can't pay it,' he said, and I then left. Before I had a chance to close an offer, I got a letter from Mr. Woolworth asking me to call again. He said he had decided to try me out.

### Plenty of Work

"I soon found that there was a tremendous amount of work to do. Mr. Woolworth then had fourteen stores and all the office force he had was two young men and two girls. He was working like a galley-slave. Before the end of the first wee[illegible] discouraged. So much bookkeeping and general office work was thrown on me that I went to see the other concern that had made me an offer. The man was not in. That night I fought it out with myself. I finally concluded that I would tackle anything and everything heaped on me, that I would not be a quitter, and that, having cast my lot with Woolworth, I would stick to him through thick and thin. And I have."

### Has Made History

Mr. Parson since then—that was twenty-seven years ago—has made mercantile history. It was he, more than any other individual, who taught Woolworth that there are many duties which could be delegated to assistants. It was Parson who plodded and planned to give correct, businesslike form to Woolworth's ambitious dreams. It was Parson's installation of systematic compiling of records, of cost-analyses, of uniform merchandising forms—it was his wizardlike ability to develop order and organization that prevented his chief from having another breakdown, and freed him to go into the field and expand with unprecedented rapidity. How invaluable Parson became in upbuilding Woolworth's may be gathered from this reply Woolworth once gave me when I asked him for some figures:

"Ask Parson. He knows more than I do. He knows everything about the business."

### Knows Everything

He knows everything about the business. In that one short sentence does there not lie the explanation of Parson's phenomenal rise?

Parson, please understand, was not pitchforked into high place. He had to earn each step. He had to win every new office and honor. After several years of hard, grinding office work, toiling often until dawn, Parson suggested that practical training in store management would broaden him; but Woolworth replied that Parson was already too big and too broad to be confined to one store; he had a mind capable of mastering the business as a whole and of aiding invaluably in its expansion along methodical, scientific lines. From accountant in the head office, the young man branches out as traveling accountant and auditor, with supreme supervision over the accounts of all stores. He developed a genius for collecting masses of figures and facts from all the scattered stores, and then marshaling them, correlating and condensing them into one brief, simple exhibit which told the whole story so plainly that anyone could grasp its full meaning.

### The Only One

When the business was incorporated, in 1905, as F. W. Woolworth & Company, with $10,000,000 capital, there was only one man considered for the dual office of secretary and treasurer, H. T. Parson. He was given complete charge of every inside activity and proved his calibre so clearly that when the $65,000,000 F. W. Woolworth Company was formed in 1912, with a total of 596 stores in the combination, he was made secretary and, four years later, vice-president, treasurer and general manager, a triple position which marked him as the dominant factor in the company. Mr. Woolworth meanwhile having largely withdrawn from active duty. When Mr. Woolworth died, last April, Mr. Parson naturally stepped into the presidential chair.

### What He Learned

"What has your twenty-seven years' experience in handling hundreds of stores and millions of customers taught you that might be helpful to other merchants and business men? Also, what can you tell young men and women on the subject of getting on, seeing that you have thirty thousand or forty thousand under your charge? In other words, what has been the secret of the Woolworth success?" I asked Mr. Parson.

"I fear I cannot sum up the whole story in a few epigrams," replied Mr. Parson with a smile. "While our basic principles have been few and simple, a thousand and one little and big things have entered into the building up of our business. To hard, unremitting work, which, of course, is at the base of every great success, we have wedded foresight, basing our foresight on the most exhaustive information available. We are gluttons for facts, for exact, detailed information.

### Carefully Chosen

"For example, every location for a store is chosen, not by hit or miss, but on scientific principles. We never make a move on impulse, on mere theory, on guesswork. We not only look before we leap, but we take detailed measurements of the ground where we are going to land. Success cannot be attained by working in the dark; you must all the time know why you should or should not do a thing, and what the results are likely to be.

### Are Two Parts

"There are two parts to every business: dealing with the public and dealing with your own organization, your own employees. The public wants the greatest possible value for its money; this applies to rich and poor alike, we have found by experience. In dealing with employees, we have found that by far the best plan is to give every individual in the organization, wherever it can

Continued on page 80




IS THERE ROOM FOR ME?

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### ALSOP-ALL-SPARK

The Alsop-All-Spark, which is being manufactured by the All-Spark Ignition Co., Inc., 13 Water street, New York City, is controlled from the inside of the car, and the manufacturers claim that it eliminates in times of emergency all spark-plug troubles on four-cylinder cars.

The Alsop-All-Spark can be easily attached to any car. A hole is bored through the dashboard and the device is then screwed in over the engine. The dial is screwed on the side near the driver so that the handle projects through the hole and engages the centre of the device. The wires are taken from spark plugs and attached to the bottom set of terminals. New wires are attached to the top terminals and run back to the plugs.

The voltage control is from the dial on the dashboard. A slight turn, and




*Alsop-All-Spark*

the spark is far more powerful, the manufacturers claim, than from the highest tension magneto with the advantage that a low voltage is used for starting. It is further claimed that at high speeds or under heavy loads it will fire every charge of gas regardless of dead plugs, poor or high compression, oil, carbon and uneven gas mixtures, insuring maximum power under all conditions, and also from any type of ignition system. An unqualified guarantee goes with this device—it is guaranteed for the life of a car.

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### STRAINER SAUCE PAN

A new handy strainer sauce pan, made, it is claimed, of genuine old English gray ware, is being placed on the market by the Republic Stamping and Enameling Company, Canton, Ohio. This product is a combination strainer and sauce pan. This pan, it is stated, has been designed particularly to make housework easier. For instance, the water in which potatoes are boiled with the jackets on, can be strained off without burning or scalding the hands because of the new re-enforced handle and then the dome cover can be replaced,




*Strainer Sauce Pan*

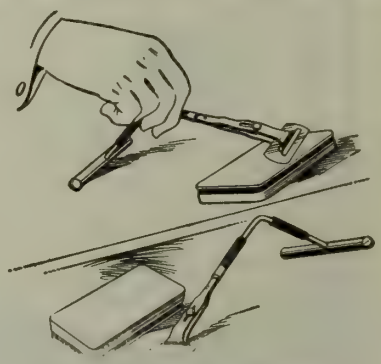
confining the steam, which will burst the jackets, thus practically peeling the potatoes. The actual capacity of the pan is five quarts.

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### SAFETY RAZOR SHARPENER

A new form of safety razor blade sharpener is being placed on the market by the Warner-Jones Company, of St. Paul, Minn., which they claim is the only thing of its kind in the world. The most original point about this sharpener is that in sharpening a blade it is impossible to make a stroke in any but a diagonal direction. Most other sharpeners require a straight vertical stroke.

This patent consist of the holder, two stones and a strop. Safety razor blades



*Safety Razor Sharpener*

can be both honed and stropped with this device.




Purvis Bros., Limited, Sudbury, Ont.—We require some repairs for a Queen of Oak Heater, No. 17. Could you or any of your subscribers give us the desired information?

We would appreciate any information regarding the above.—Editor.

* * * *

C. Zilliax & Son, Listowel, Ont.—Kindly advise us who makes Self Feeding Hot Air Furnaces.

The Toronto Furnace & Crematory Co., Ltd., 111 King St. E., Toronto, Ont., manufacture a Self Feeding Furnace.—Editor.

* * * *

Fairweathers, Sussex, N.B.—Please advise us where we can procure stencils.

Hamilton Stamp & Stencil Co., Hamilton, Ont.; Toronto Stamp & Stencil Works, Church St., Toronto, Ont.—Editor.

* * * *

J. H. Slater, Ridgetown, Ont.—Who handles repairs for stoves made by the Guelph Stove Co.?

Try Griffen & Grundy, Guelph, Ont.—Editor.

* * * *

P. I. Bentley, Millbrook, Ont.—Can you inform me who manufactures Standard Oak Heaters? The Standard Oak Heater in manufactured by the National Manufacturing Co. of Ottawa.—Editor.

* * * *

Sumner Company, Moncton, N.B.—Will you advise us who makes wooden piano lamps?

International Lamp Co., Chicago, Ill., make a line of piano lamps.—Editor.

* * * *

A. M. Cascadden, Fort Saskatchewan, Saskatchewan.—We would like to know who manufacture the "Climax" chain pulley block.

H. V. Hartz, Chicago, manufacture a chain block by this name.—Editor.

* * * *

J. R. Myers & Sons, Stratford, Ont.—Will you advise us who makes the Peerless Oak Heater?

We would be pleased to hear from any of our readers regarding this, so many makers have a heater called Oak that it is difficult to distinguish or trace some brands.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

MANY important price changes have been made this week and in almost every instance the quotations are higher. Brooms show an advance of ten per cent. Other increases include all lines of cotton cordage, Stilson wrenches, wrought iron nipples, wrought butts and hinges and sash cord.

Auto coasters, which advanced last week, are again higher, while Ingersoll watches, coppered rivets and building papers, both plain and tarred, are also higher.

An early advance in the price of turpentine will occasion no surprise, as this is expected as soon as the Germans complete arrangements for credits and enter the field as large buyers.

Linseed oil is easier and further reductions may be made as supplies of seed become more plentiful.

Rat traps of the cage variety are up twenty per cent.

The situation in regard to sheets is growing more acute all the time. "If I knew you were going to be my best customer I could not give you even a sample sheet," was the way one large jobber summed up the outlook. Another who had just returned from New York states that prices of sheets are not expected to lower for two years.

Business in general is reported excellent, merchants only trouble being to get the goods to sell.

# MONTREAL MARKETS

MONTREAL, Oct. 30—Many changes are recorded in the hardware markets this week and there is a steady upward tendency on manufactured goods in particular. Rat traps of the cage variety are up about 20 per cent. Wrought nipples are higher. Various butts and hinges, bolts, etc., are marked up about 10 per cent.

Cotton rope and twines, awning and sash cord, candlewick, etc., are increased in price. Manila rope is quoted higher in the States one cent per pound, but is no higher here, though the tendency is naturally quite firm.

Galvanized sheet markets are very high and prices are showing a wide range, stocks getting very limited and the outlook being unsatisfactory for supplementary stocks later.

Pig tin is showing much change from day to day, now up, then down again, but there is no quotable change here. Lead prices are likely to be higher. Spelter is easier. The condition of trade is decidedly active and the outlook for a continued brisk fall is excellent. Supplies are hard to obtain.

## *Cotton Rope Is Up; Twines and Cord, Too*

**Montreal.**

COTTON GOODS.—Increased prices are in effect for coton rope and twines, etc. New base prices for rope are: 3-16, per lb., 75c; ¼ and up, 74c. Sash cord, No. 6, lb., 80c; No. 7, 79c, and 8-12, 78c. Cotton twine is up about 5 per cent. all around, braided chalk lines and candlewick taking a similar advance.

## *Rat Traps Higher; Nipples, Butts*

**Montreal.**

RAT TRAPS, NIPPLES, BUTTS.—"Hold-'Em" line of wire cage rat traps are quoted higher, the increase being about 20 per cent.

Pipe nipples are marked up, four-inch and under being 77½ per cent., and over four-inch, 67½ per cent.

Various butts, common and fancy, bolts, etc., of Canada Steel Goods make and goods of Taylor-Forbes manufacture are advanced in price, discounts ranging around 10 per cent. higher.

## *Makers Kept Busy On Stove Deliveries*

**Montreal.**

STOVES AND WARES.—The manufacturers of stoves and ranges are having their hands full these days to cope with the demand. Heater business has been heavy and there has also been a keen demand for ranges and stoves. The tendencies are very firm and no declines are probable under present conditions, and advances for many lines would not be surprising.

The sale of stove boards, furnace scoops, coal hods, ash shovels, etc., are very active and the price undertone is very firm.

## *Active Demand But No Change For Oils*

**Montreal.**

OILS AND GASOLINE.—The demand for coal oil and gasoline is heavy and stocks are ample to meet the needs. Prices are without quotable change, the range of coal oils being from 22 to 25c per gallon. Motor grade gasoline is still selling at 33c.

## *Good Nail Movement And Prices Held*

**Montreal.**

NAILS AND WIRE.—Prices are steady and firm on wire and cut nails, and the basis still holds at $4.75 per keg. There is a fair sale of wire and the base quotation remains at $5 per 100 lbs. for No. 9 Ga. and larger.

## *Active and Steady Are Iron and Steel*

**Montreal.**

IRON AND STEEL.—There is an active movement of bars and the tendencies are steadily firm. Bars are likely to figure on jobbers' sales from now forward, and as yet there has been little difficulty in obtaining requirements.

IRON AND STEEL

| | |
|---|---|
| Star finish machinery steel | 3 30 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |

| | |
|---|---|
| Black Diamond tco steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *U.S. Manila Firmer; Jute Prices High*

**Montreal.**

ROPE AND CORDAGE.—There has been no quotable change this week on rope. In the States, manila rope prices are up one cent, and as there is a scarcity of genuine manila, the tendencies are firmer. No change is made here, the basis on pure manila being 31c; Beaver and British manila, 27c, and sisals, 23½c. Jute is very firm and high.

## *Will Sheet Stocks Entirely Disappear?*

**Montreal.**

SHEETS AND PLATES.—It is in order to say that the situation as to supplies of galvanized sheets has already become acute, and those who have any stock are fortunate. Some are entirely sold up, while others are scouting around for supplies wherever there is hope of obtaining them. Deliveries from the mills are not likely to improve for weeks, and it is therefore correct to say that prices are, and will continue, to be nominal. The following range of quotations is subject to immediate revision, and prices none will guarantee for any length of time. One informant stated that black sheets might even be shipped to the mills to be coated and then returned to the owner.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 65 | 6 40 |
| 12 gauge | 5 70 | 6 35 |
| 14 gauge | 5 75 | 6 50 |
| 16 gauge | 5 85 | 6 65 |
| 18-20 gauge | 6 30 | 6 35 |
| 22-24 gauge | 6 35 | 6 40 |
| 26 gauge | 6 45 | 6 50 |
| 23 gauge | 6 75 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | | 9 00 |
| 28 gauge | | 8 85 |
| 26 gauge | | 8 75 |
| 22 and 24 gauge | | 8 40 |
| 20 gauge | | 8 25 |
| 18 gauge | | 8 25 |
| 16 gauge | | 8 00 |
| English Standard— | | |
| 28 gauge | | 9 25 |
| 26 gauge | | 9 00 |
| 24 gauge | | 8 40 |
| 22 gauge | | 8 00 |
| 18 and 20 gauge | | 8 00 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Very Firm Are Lead Products*

**Montreal.**

LEAD PRODUCTS, SOLDER—While the market is unchanged, the tendencies are firmer, and it is not at all improbable that advances may be made ere long for solder and other lead lines. The difficulty of securing English lead will become greater a little later on, it is stated, and the tendencies will then be higher, some anticipate, on American.

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |

Note.—Lead pipe is subject to a discount of 10%.

| | |
|---|---|
| Lead traps and bends | 15% |
| Lead wool, lb. | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 37½ |
| Solder, strictly, lb. | 0 33 |
| Strictly, commercial, lb. | 0 32 |
| Solder, wiping, lb. | 0 30 |
| Solder wire (8 gauge)— | |
| 40/60 | 0 36 |
| 45-55 | 0 38¾ |
| 50-50 | 0 41¼ |
| Zinc sheets, casks | 0 17 |
| Do., broken lots | 0 18 |

## *Still Lagging Are Old Metal Markets*

**Montreal.**

OLD MATERIAL.—There is a decidedly unchanged market as far as old metals and scrap are concerned. Buyers are not seeking round lots, and there is nothing but a routine business of small proportions. With the steel troubles still unsettled, it was expected there would be a keener enquiry for old scrap, but this is not manifest, as yet.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 09 | 0 10 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 15 | 0 15¼ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | | 15 00 |
| Malleable scrap (ton) | | 15 00 |
| Pipe scrap, ton | | 8 00 |
| Stove plate, ton | 14 00 | 15 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | | 21 00 |

## *Tin is Erratic; Lead Strong; Spelter Down*

**Montreal.**

INGOT METALS.—There is an unchanged feeling in copper, an erratic market on ingot tin, a strong lead market, and an easier position on spelter.

COPPER.—Still some demand and prices are unchanged. There is, if anything, an easy feeling.

TIN.—This item is changing daily, and the difficulty is that of defining the market, advances and declines being reported frequently in London cables.

LEAD.—There is a prospect of prices being advanced again on lead if the English lead supplies are shut off, which there seems to be prospect of in the near future. Demand has been active and prices hold firmly.

SPELTER.—A decline of one-quarter cent per lb. is recorded this week, the present basis here being 9¾c.

ANTIMONY.—Quite firm and price remains still at 10¼c per lb.

ALUMINUM.—A better demand obtains for this and the price remains unchanged at 34c.

PIG IRON.—$50 per ton is still quoted on small lots.

# TORONTO MARKETS

TORONTO, Oct. 30—The general tendency of prices on nearly all lines of merchandise is very strong and usually upward. Brooms, which HARDWARE AND METAL forecast last week to be higher, show an advance this week of 10 per cent. Hercules sash cord is now quoted at 78 cents base. Cotton rope over ¼ inch and upwards is now quoting at 80 cents. Cotton twine, 5-pound lots, 3 ply, 80 cents; cones, 3 ply, 76½ cents and 4 ply, 80½ cents per pound. Stilson wrenches are quoted at: 6 inch, $12.00; 8 inch, $13.50; 10 inch, $15.00; 14 inch, 21.00; 18 inch, $30.00; 24 inch, $43.50 and 36 inch, $81.00.

Wrought butts and hinges advance approximately 10 per cent. The new prices on some of the better known butts are: Nos. 842 and 838 net list; 840 advances 5 per cent. on list; 810 advances 10 per cent. on list; 800 advances 12½ per cent. on list; 804 discount 5 per cent.; light tee and strap hinges net list. Building paper, especially tarred, is scarce and some state there is quite a famine prevailing. Ready roofing is also hard to procure. This may be traced to the shortage of waste materials used in the production. The continued scarcity of black and galvanized sheets is causing great inconvenience.

Other lines to show an advance are Ingersoll watches, coppered rivets, tinned rivets and building paper, plain and tarred.

## *Hercules Sash Cord Advances to 78c Base*

**Toronto.**

HERCULES SASH CORD advances. HARDWARE AND METAL predicted that cotton products were firming, and this week we record an advance. The reason for this advance is given that the cotton crop has not shaped at all well this year, which makes about the fifth crop below the ten year average. Then it is expected the European buyers will be in the market soon, as they are shaping their mills to start immediate operations. The great difference in the

relative value of the different moneys has also been a large factor, as American money in some cases is worth nearly seven times as much as some of the aforesaid European. The price quoting at present is 78 cents base.

## *Cotton Rope, and Cotton Twine, Advance*

Toronto.

COTTON ROPE AND WRAPPING TWINE.—Practically the same factors have affected this commodity as we mentioned for sash cord; the demand has also affected the above considerably. The prices are as follows: Cotton rope, ¼ inch and up, 80 cents per pound; cotton twines, 5 pound bags, 3-ply, 80 cents per pound; cones, 3-ply, 76½ cents; 4-ply, 80½ cents per pound.

## *Stilson Wrenches Climb Upwards*

Toronto.

STILSON WRENCHES show a new figure, having advanced considerably, due, no doubt, to the scarcity of raw material and conditions in the steel industries generally. The new prices are as follows: 6 inch, $12.00; 8 inch, $13.50; 10 inch, $15.00; 14 inch, $21.00; 18 inch, $30.00; 24 inch, $43.50; 36 inch, $81.00.

## *Wrought Butts and Hinges Advance*

Toronto.

WROUGHT BUTTS AND HINGES advance approximately 10 per cent. This is in accordance with our previous reports, where we stated that all prices were withdrawn, that is, regarding wrought hardware. Some of the most popular lines of butts are quoted as follows: 800 advance 12½ per cent. on the list; 838 net list; 840 advance 5 per cent. on the list; 804 discount 5 per cent.; 810 advance 10 per cent. on the list; 842 net list; light tee and strap hinges net list.

## *Famine in Builders' Paper Causes Advance*

Toronto.

FAMINE IN BUILDERS' PAPER.—It is stated that a famine now generally prevails in builders' paper. The shortage in this line, it has been stated, is felt from the manufacturer down to the consumer. The shortage of scrap paper in sufficient quantities is very acute. In fact, it is said that scrap paper and wool are not to be had, and are practically off the market. This also applies to roofing.

## *Bolts and Nuts Hold Firm*

Toronto.

BOLTS AND NUTS.—It is not expected that the change in price of American bolts will affect Canadian prices. Most of the bars that are used for this purpose being rolled in Canada, although manufacturers are rushed to keep up with orders, as the Canadian strike in the spring, which lasted several months, set majority of makers behind in their shipments.

## *New Prices on Refrigerators and Screen Doors*

Toronto.

REFRIGERATORS AND SCREEN DOORS.—The new prices are now made up for the new season on these lines, but are too varied and numerous to mention here.

## *Nails Scarce; Remain Firm*

Toronto.

NAILS remain firm and somewhat scarce, owing no doubt to the seasonable shipments sent up to the head of the lakes before the close of navigation. Then, too, the American firms have been buying Canadian nails quite freely. It is not expected that an immediate advance will take place at present.

## *Stoves and Wares Scarce; Still Hold*

Toronto

STOVES AND WARES.—The stove situation has not improved in the least; in fact, it is worse, if anything. Raw material is not to be had, and even if it were, it is stated manufacturers could not possibly attain their old footing this season. A great number of wood burning stoves of all kinds are being demanded this year, due, it is expected, to the high cost and scarcity of coal. The most popular of these, of course, are the air-tight heaters, although one manufacturer stated to HARDWARE AND METAL that his firm were over one hundred wood furnaces behind in their orders.

There is no lack of demand for enamelware, and although the price has not changed as yet, it seems more of a matter of getting the goods, the price being second consideration.

## *Corn Brooms Advance 10 Per Cent.*

Toronto.

CORN BROOMS, as was predicted by HARDWARE AND METAL, have advanced. It is expected that this new advance will stimulate rather than curtail trade, as busines has been very sluggish in this line of late, most merchants holding back for the bottom to fall out of the market. The reason has been given that the better class of corn is too long in length, and as it is bought by the ton the waste is considerable, owing to such a length having to be cut off. The advance is approximately 10 per cent.

## *Oil and Gasoline Hold*

Toronto.

OIL AND GASOLINE still hold. No change is at present looked for. Fuel oil has shown a big turnover. Many private homes have installed auxiliary burners, besides the larger buildings and factories, in order to insure against future coal famines, and in trying them out, find them satisfactory, with the result that oil for this purpose is going out in increased volume.

## *Lead and Zinc Show No Advance*

Toronto.

LEAD AND ZINC PRODUCTS.—The prices are firm. Owing to the advance and strong tendency of lead, the demand still holds good, and is showing a stronger tendency, although no change in price is immediately looked for. Quotations are as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | | $0 12½ |
| Lead waste pipe, list, per lb. | | 0 13½ |
| Do., over 6 inches, list, per lb. | | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | | 0 17 |

## *Sheets and Plates Advance 25 Cents*

Toronto.

SHEETS AND PLATES.—A twenty-cent advance has gone into effect on sheets, both black and galvanized, and if the situation is not soon relieved a further advance may take place as a famine may set in. It is expected a larger volume of this year's business will be carried into next year. The following lists are more or less general on account of jobbers quoting different prices, according to their situation. Quotations are as follows:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 5 45 | 5 65 |
| 16 gauge | 5 60 | 5 75 |
| 18-20 gauge | 5 15 | 6 30 |
| 22-24 gauge | 6 20 | 6 35 |
| 26 gauge | 6 30 | 6 40 |
| 28 gauge | 6 45 | 6 50 |
| 3-16 inch plate | 4 90 | 6 25 |
| ¼-inch boiler plate | 4 50 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 50 | .... | 9 25 |
| U.S. 28 | 8 30 | 9 90 | .... | 8 55 |
| U.S. 26 | 7 90 | 8 50 | .... | 8 20 |
| 22 and 24 | 7 70 | 7 90 | .... | 8 00 |
| 18 and 20 | 7 50 | 7 70 | .... | 7 80 |
| 16 | 7 25 | 7 50 | .... | 7 60 |
| 12 and 14 | 7 05 | 7 25 | .... | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Boiler Tubes Scarce; Holding Firm*

Toronto.

BOILER TUBES.—Stocks continue low and as Canada depends to a great extent for supplies from the United States no immediate improvement in the outlook is likely. In fact, some claim there is almost a famine in some sizes. A fair volume of business is being offered. A higher tendency is noted. Quotations are as follows:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |

| | | | |
|---|---|---|---|
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Iron Bars and Steel Still Hold Strong*

**Toronto.**

IRON BARS AND STEEL show no change in price, although this commodity is very scarce. Production, it is stated, has greatly increased within the past week, although it is not known how soon shipments will arrive in Canada from the United States. The scarcity of labor seems to be one of the main drawbacks, many manufacturers claiming that they are almost held up for labor. German competition in steel is expected not only in France, but in England, where high prices show no signs of being checked. Arrangements are about completed whereby a French syndicate of steel companies will take over iron and steel works in Lorraine, which have been under the control of the French Government since armistice. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Scrap Materials Remain Unchanged*

**Toronto.**

WASTE MATERIALS.—At the present writing waste materials are rather dull. The general industrial disturbance, with innumerable lockouts, strikes and embargoes, has materially held back production and choked off the expansion that should be in full play by this time. Cast iron has shown some activity; the future prospects are bright and higher prices are looked for immediately the coal situation and general unrest have been satisfactorily settled. The present quotations are:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 12 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red Brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 1½ |
| Automobile tires | .... | 0 03 |

## *Wrought Pipe Continues Scarce*

**Toronto.**

WROUGHT PIPE.—Owing to the shortage of skelp, wrought and steel pipe are very scarce, and some report almost a famine. It is not expected an advance will immediately take place, although the situation is very unsettled.

INGOT METALS.—These are very firm with a strong tendency to advance generally, although copper shows some weakness while spelter and antimony show a higher price. The producers are finding it difficult to meet the general requirements of their customers, and a warehouse business seems to be the order. Considerable anxiety is being felt regarding the coal situation.

COPPER.—This is in a fair demand although the price shows a decline. It is not expected the price will stay for any length of time at this figure. The European situation has not cleared to any noticeable extent, and no one seems to be able to predict just what will happen as some of the foremost financiers' predictions seem so far off the mark and hardly signify the state of affairs from day to day. It is to be wondered just how the money situation between the different countries will work out, as almost every nation has a different rate of exchange, and American money is worth in some cases seven times as much as some European.

SPELTER.—This has been showing good returns, and as predicted by HARDWARE AND METAL last week has taken the forecast advance. Business still continues fair, the price now quoting being 10c per pound.

LEAD.—The market still holds firm for this product, although no change is noted this week. Consumers are still inclined to stock, which is giving the situation a firm tone. Lead is now quoting at 8c per pound.

ALUMINUM.—A fair quantity is being handled, with the average demand. The price is firm with no change showing at present, the quotation now showing being 34c per pound.

ANTIMONY.—Antimony advanced to 11½c per pound this week. The price holds firm and a good volume is being handled.

TIN.—Tin still holds firm. Most industries have been interrupted by the strike of general labor, and transportation difficulties and owing to the price and unsteadiness of the markets considerable number of firms have been living from hand to mouth, and it is believed that in most cases they have been only lightly covered. This has a tendency to keep the market very unsettled, and considerably firmer. The quotations now going are from 59c to 60c per pound.

# LONDON MARKETS

LONDON, Ont., Oct. 30—The demand for most seasonable lines far exceeds the supply and merchants all through this district are handicapped by not being able to get sufficient merchandise to fill orders. Prices are very firm generally, while advances are shown in Richards & Wilcox mounted grindstones, Frost King weatherstrip, O-Cedar mops and polishes and wrought nipples. Auto coaster waggons, which were advanced last week, are advanced again this week. A general advance is shown also in cotton goods.

Higher prices are expected in turpentine. Linseed oil prices are lower.

Building continues brisk and there is a heavy demand for builders' hardware. Plans are still being prepared for new dwellings and indications point to a heavy spring demand for materials. Collections generally are reported excellent.

## *Another Advance in Auto Coaster Wagons*

**London. Ont.**

AUTO COASTER WAGONS. — Although an advance was noted in these goods last week, prices have again been revised upwards, and quotations are now figured at 35 per cent. from new list, as follows: No. 00, $32.89; No. 01, $58.27; No. 1, $70.30; No. 2, $77.71; No. 3, $86.03; No. 4, $98.05 dozen.

## *Neverslip Calks and Shoes Show No Change*

**London. Ont.**

CALKS AND SHOES.—There is a fair demand for Neverslip calks and shoes. Quotations show no change, and are as follows:

Extra light drilled and tapped shoes—No. 1, 40c pair; No. 2, 40c pair; No. 3, 45c pair; No. 4, 45c pair; No. 5, 50c pair. All less 10 per cent.

Neverslip Calks—4 x 5-16 in., $2.80 per 100; ⅜ in., $2.80; 7-16 in. and ½ in., $3.00; 9-16 in. and ⅝ in., $3.20. Less 15 per cent.

## *O-Cedar Mops, Polishes Now Sold at Net Cash*

**London. Ont.**

MOPS, POLISHES.—O-Cedar mops and polishes are now sold at net cash, thirty days, in place of 2 per cent. thirty days. Quotations are as follows: Mops, No. 1, No. 3, No. 5, No. 14. $12.60 per dozen, net cash. Polishes, 4 oz., $2.10; 12 oz., $4.20; quarts, $10.50; ½ gallons, $16.80; 1 gallon, $25.20 dozen, net cash.

## *Cotton Goods Are Up About Five Per Cent.*

**London. Ont.**

COTTON GOODS.—New and higher quotations are effective on cotton goods. The advances figure out to about five per cent. Quotations are as follows:

Sash cord—No. 6, 80c lb.; No. 7, 79c; Nos. 8, 9, 10 and 12, 78c.
Braided awning cord—No. 3, $2.15 per dozen; 3½, $2.50 dozen; 4, $4.00 dozen; 4½, $5.50 dozen.
Cotton rope—3-16 in., 77c lb.; ¼ in. and larger, 76c lb.
Twisted cotton clothes lines—30 ft., $2.85 per dozen; 48 ft., $4.15 dozen; 60 ft., $5.15 dozen.
Candlewick, 83c lb.
Seine twine—No. 15 and smaller in 1 lbs., 96c lb.; No. 15 and smaller, in ¼ lbs., 97c lb.; No. 18 and larfer, in 1 lbs., 95c lb.; No. 18 and larger, in ¼ lbs., 96c lb.
Lamp wick, 32-yd. rolls—Nutmeg, 70c per roll; O, 80c roll; A, $1.00 roll; B, $1.45 roll; D, $2.35.

## *Higher Quotations on Weather Strip*

**London, Ont.**

WEATHER STRIP.—New and higher prices have been named on Frost King weather strip, the quotation being $4.65 per dozen packages.

## *Stove Boards and Ash Sifters Selling*

**London, Ont.**

STOVE BOARDS, ASH SIFTERS.—There is a good demand for these lines. Prices are as follows: Stove boards, wood lined, 30 and 5 per cent.; paper lined, 40 and 5 per cent.

ASH SIFTERS. — Common wood sides, $3.00 per dozen; Banner, $3.20 each; Rocker No. 1, $4.75 each.

## *Snow Shovels and Furnace Scoops Sell*

**London, Ont.**

SNOW SHOVELS, FURNACE SCOOPS.—There is a good demand for these goods. Quotations are as follows: Furnace scoops, long handle, $8.75; D handle, $8.75 per dozen.

SNOW SHOVELS.—Canadian shovel make, Jones. Prince, No. 20, $7.88; Queen, No. 30, $8.75; King, No. 40, $10.-50; Moose, No. 50, $13.16 dozen.

## *Call For Linoleums, Oil Cloth Binding*

**London, Ont.**

BINDING.—There is a call for both linoleum binding and oilcloth binding. Quotations are as follows:

OIL CLOTH BINDING.—Zinc, 6-4, $1.60 per dozen packages; zinc, 8-4, $2.10 dozen; brass, 6-4, $3.60 per dozen packages; brass, 8-4, $4.50 dozen.

LINOLEUM BINDING.—Zinc, 50 yards to box, 9-16, $4.00 per 100 yards; ¾, $4.25 per 100 yards; ⅞, $4.50 per 100 yards.

BRASS.—9-16, $5.50 per 100 yards; ¾, $6.50 per 100 yards; ⅞, $7.00 per 100 yards.

## *Advance Shown in Mounted Grindstones*

**London. Ont.**

MOUNTED GRINDSTONES.—New and higher quotations are in effect for Richards Wilcox mounted grindstones. The new price is No. 300, $7.20 each.

## *Limited Supplies of Large Head Nails*

**London. Ont.**

AMERICAN LARGE HEAD ROOFING NAILS.—While there is a good sale for these nails, supplies are limited at present. Quotations are as follows: Kegs, $9.00 per 100 lbs.; 25 lb. boxes, $9.50 per 100 lbs.

## *Nails Selling Well; Prices Are Very Firm*

**London, Ont.**

NAILS.—There is an active demand for nails. Prices are very firm. Quotations are: wire, $4.70 base; cut, $4.75 base.

## *Higher Quotations on Wrought Nipples*

**London, Ont.**

WROUGHT NIPPLES. — Wrought nipples have advanced, the quotations now being 4 in. diameter and smaller, 77½ per cent. off list.

## *Demand is Brisk For Oil Heaters*

**London, Ont.**

OIL HEATERS.—Oil heaters are selling well. Quotations are as follows: Perfection, No. 525, $7.00 each; No. 530, $8.25 each; No. 630, $10.25 each, less 25 per cent.

Wicks for above on carrier, No. 500, $3.45 per dozen.

## *White Lead in Oil Remains Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—There is a fair sale for white lead in oil. Prices are holding without change, the quotations being: Pure, tons, $16.35 per 100 lbs.; less tons, $16.70; Elephant, tons, $16.95; less tons, $17.30.

## *Turpentine May Advance Shortly*

**London, Ont.**

TURPENTINE.—While quotations on turpentine show no change, an advance shortly is not unlikely. Quotations are as follows: 1 bbl. lots, $2.45 per imperial gallon; 2 to 4 bbl. lots, $2.44 per imperial gallon; 5 gallon lots, $2.55 per imperial gallon.

## *Reduction Made in Linseed Oil*

**London, Ont.**

LINSEED OIL.—New and lower prices have been named on linseed oil. bbls., $2.62; 3 to 5, $2.61; 6 to 9, $2.59 The quotations are as follows: 1 to 2 gallon; boiled, 1 to 2 bbls. $2.65; 3 to 5, $2.64; 6 to 9, $2.62 gallon; less bbls., add 10 cents a gallon.

# WINNIPEG MARKETS

WINNIPEG, Oct. 30—Market prices during the past week again show a number of price changes and in all cases these register advances, including such lines as belt rivets and burrs, tinners' rivets, carriage rivets, wagon box rivets, Ingersoll watches, orange and white shellac and pipe taps, and from present indications further advances are to be expected in many other staple lines between now and the first of the year.

Business still continues fairly brisk in all lines, particularly the seasonable lines, while sorting business is also reported good in all general lines of shelf goods.

## *Rivets Show Five to Ten Per Cent. Advance*

**Winnipeg.**

RIVETS.—Following revisions by the manufacturers, new prices have been named on coppered and iron rivets, which show a general advance of between 5 and 10 per cent. over former quotations. The following are to-day's ruling prices:

Coppered rivets and burrs, assorted—No. 8, 32c lb.; No. 10, 34c lb.
Coppered rivets only—No. 8, 20c lb; No. 10, 21c.
Coppered burrs—No. 8, 32c lb.; No. 10, 34c lb.
Tinned rivets—No. 8, 25c lb.; No. 10, 26c lb.
Tinned burrs—No. 8, 42c lb.; No. 10, 44c lb.
Carriage rivets—No. 6, ½ and ⅝, 16c lb.; ¾ and ⅞, 15½c lb.; 1 in. to 2 in., 15c lb. No. 3—¼ and ⅝, 15c lb.; ¾ and ⅞, 15c lb.; 1 to 3 in., 14½c lb. No. 1—½ to ⅝, 15c lb.; ¾ to ⅞, 15c lb.; 1 to 3 in., 14½c lb. No. 0—½ to ⅝, 15c lb.; ¾ to ⅞, 15c lb.; 1 to 3 in., 14½c lb.
Hame rivets—No. 7, ¾ in., 16c lb.; ⅞ in., 15½c lb.; 1 in., 15c lb.
Tinners' rivets—Black, 8 oz., 16c; 10 oz., 17½c; 12 oz., 19c; 14 oz., 20½c; 1 lb., 21c; 1¼ lbs., 23c; 1½ lbs., 27c; 1¾ lbs., 30c; 2 lbs., 32c; 2½ lbs., 41c; 3 lbs., 45c; 3½ lbs., 53c; 4 lbs., 58c; 5 lbs., 73c; 6 lbs., 81c; 7 lbs., 95c; 8 lbs., $1.09 per 1,000. Tinned, 8 oz., 23c; 10 oz., 26c; 12 oz., 28c; 14 oz., 31c; 1 lb., 34c; 1¼ lbs., 39c; 1½ lbs., 47c; 1¾ lbs., 53c; 2 lbs., 58c; 2½ lbs., 73c; 3 lbs., 83c; 3½ lbs., 97c; 4 lbs., $1.08; 5 lbs., $1.37; 6 lbs., $1.58; 7 lbs., $1.85; 8 lbs., $2.10 per 1,000.
Wagon box rivets—No. 6, 16c; No. 3, 16c; No. 1, 16c lb.

## *Ingersoll Watches Are Revised Upwards*

**Winnipeg.**

INGERSOLL WATCHES. — Another heavy advance has just gone into effect on Ingersoll watches following a recent revision by the manufacturers. To-day's prices are given as follows: Maple Leaf, $1.80 each: Eclipse, $2.65; Junior, $3.15; Reliance, $5.50; Midget, $3.15; Midget Wrist, $3.35; Waterbury Radolite, $5; Maple Leaf Radolite, $2.35; Midget Wrist Radolite, $3.90.

## *White and Orange Shellacs Are Higher*

**Winnipeg.**

SHELLAC.—New prices are now effective covering orange and white shellacs, both of which show an advance on

previous prices. To-day's ruling prices are given as follows: Orange shellac, 1-16 gal., $7.50; ⅛ gal., $7.10; ¼ gal., $6.90; ½ gal., $6.50; 1 gal., $6.30. White, $8, $7.60, $7.40, $7, $6.80 respectively.

## *Pipe Taps Are Slightly Higher*

Winnipeg.

PIPE TAPS.—Pipe taps show a slight upward trend during the week, and new prices average approximately 5 per cent. in excess of former quotations. To-day's ruling prices are given as follows: Pipe taps, ⅜ in., 48c; ¼ in., 57c; ⅜ in., 76c; ½ in., 95c; ¾ in., $1.33; 1 in., $2.09; 1¼ in., $2.50; 1½ in., $3.30; 2 in., $5 each.

## *Advance is Likely in Price of Wrenches*

Winnipeg.

WRENCHES.—Prices on wrenches of all kinds continue very firm, and from present indications higher prices are to be expected as raw materials will be seriously affected by the present steel strike, while wages will also play a big part in production costs. To-day's market prices on the various lines are confirmed as follows:

Agricultural wrenches—6 in., $6.70; 8 in., $8.00; 10 in., $9.40; 12 in., $12.00; 15 in., $16.80 doz.

Perfect handle wrenches—6 in., $12.00; 8 in., $14.40; 10 in., $16.80; 12 in., $21.60; 15 in., $28.80 doz.

Stilson pipe wrenches—6 in., $1.00; 8 in., $1.15; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.65; 36 in., $6.75 each.

Trimo pipe wrenches—10 in, $1.60; 14 in., $2.10; 18 in., $3.00; 24 in., $4.35 each.

## *Linseed Oil Prices Are Holding Firmly*

Winnipeg.

LINSEED OIL.—Linseed oil prices continue firm on the local market, and from present indications no decline is anticipated in the near future. The demand at present is reported very light, while stocks are below normal. To-day's market prices are given herewith: Linseed oil, raw, in barrels, $2.75 gal.; boiled, $2.78 gal.

## *No Changes Shown in Turpentine Quotations*

Winnipeg.

TURPENTINE. — Turpentine prices are still holding very firm on the local market with only a limited demand, while reports from American markets show concessions in prices at some points. This is attributed to the fact that much of the export trade has been held up on account of strikes, and as soon as shipment begins to move prices will stiffen. To-day's prices are confirmed as follows: Barrel lots, $2.65 per gal.; 5 gal. lots, $2.70; 1 gal. lots, $2.70, plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURGH, October 30.—The rate of recession of the iron and steel strike continues to be a very slow one, though it has improved a trifle in the past week or two. While production was down to about 50 per cent., taking the steel industry as a whole, at the middle of the first week of the strike, it is now, after five weeks of strike, fully 60 per cent. Gains of two or three per cent. a week, however, are very small, considering that the strike, through its own efforts, never had a chance of winning when the first week showed that it could not close more than half the industry.

There has been a theory that the strike was being kept going by hopes of intervention from Washington. If so, that hope must now be gone. The Senate committee on education and labor, which investigated the strike, concluded that the strike was almost wholly by the foreign-born, ignorant of the language of the country, and decided to urge legislation to Americanize foreigners. The labor or industrial conference, which had been urged to take up the steel strike, is disbanded. Wednesday, October 22, the labor group bolted because its resolution favoring collective bargaining was not adopted. President Wilson then asked the public group to continue the work, thus politely relieving the employers' group from further activity, but after a couple of days the public group concluded it could do nothing, and disbanded. So far as Pittsburgh opinion is concerned, the failure of the conference created no surprise. There had been much doubt whether such a conference would get anywhere.

It is too soon to observe whether the collapse of the labor conference is going to cause the strike to crumble more rapidly. It must be remembered that labor was in rather short supply in the iron and steel industry before the strike, and even with the strike entirely over the mills are likely to be somewhat short of men. Furthermore, the strike has been causing much moving around of men, and working forces will be more or less disorganized for some time, thus restricting production. One observer estimates that even if the strike now wanes rapidly it will be six months from now before working forces are as efficient and well balanced as before the strike.

### Gains in Output

In Western Pennsylvania employment has increased somewhat in the week. Except for a few plants there are approximately as many men as needed, but taking the region as a whole production is 10 to 15 per cent. under normal. The has been in the case of the Lackawanna Steel Company, in the Buffalo district, whose works were completely closed at the beginning of the strike, but which are now showing a moderately fair operation. The tonnage is not altogether in proportion to the number of men in employment, but is increasing. Other works in the Buffalo district that were affected by the strike are doing better.

The Mahoning Valley in Ohio, which comprises about 10 per cent. of the country's steel making capacity, was closed tight within the first two days of the strike. It is expected that whenever operations should be resumed in the valley, and particularly at Youngstown, the principal point, the resumption would occur through there being a general break in the strike. That, however, has not been the course. Three weeks ago one blast furnace in Youngstown resumed, but even now only a small percentage of the capacity of the valley is in operation. It is understood that in many cases the men at work are living inside the mills.

The Wheeling district remains closed tight, except for a few sheet and tin mills in Wheeling that have operated right along, and two or three plants on the outskirts of the district. It is the common belief that it is at Wheeling that the strike will hang on the longest, the district being famous for strikes and labor troubles generally. Reports from Gary and Chicago are that operations are heavier in that district, though it is very doubtful whether production there approaches 50 per cent. of normal. The whole South continues to operate normally, as does Eastern Pennsylvania.

### Steel Price Prospects

If the law of supply and demand were allowed free play it would send steel prices up. Steel was by no means plentiful before the strike, yet the mills were making approximately as much as they could, their output being between 85 and 90 per cent. of capacity, and at the rate of about 2,500,000 gross tons of finished rolled steel a month. The deficiency in output in the first month of the strike was between 1,000,000 and 1,250,000 tons, and the second month, now entered upon, promises to witness loss of by far the better part of a million tons, so that even if the strike should now recede rapidly there is indicated a deficiency of at least 2,500,000 tons, or a whole month's production, since after the men are all back at work production will not at once jump to normal. Before the strike steel prices were strong, and they are low rather high compared with commodity prices in general. The March 21 steel prices, which have remained since then as the quotable market, are 81 per cent. above the ten-year pre-war average of steel prices. The Dun and Bradstreet index numbers, of commodities in general, have advanced since March 21, and now stand at 112 per cent. and 128 per cent. respectively above their corresponding pre-war averages. Demand and supply would point to higher steel prices, and relationship of steel to other commodities would point the same way.

From the present outlook, however, the prospect is that basis steel prices will not advance. While no formal announcement has been made, there is much reason for believing that the United States Steel Corporation is strongly opposed to there being any price advances, either during or for some time after the strike, and some of the large independents may line up on that side. The smaller mills, those that do not sell far ahead, would undoubtedly charge all

they could get, and that would mean premiums on early deliveries, with prices unchanged for delivery at mill convenience.

All the indications are that demand for steel will be heavy for a long time to come. The cost of making steel is not likely to decrease materially, and is much more likely to increase. When the strike is all over the mills will consider the matter of adopting the eight-hour shift as against the present twelve-hour shift, and its adoption will probably hinge largely upon the question of its being possible to obtain the additional men needed. If that is done men will receive less pay per day but higher pay per hour and thus the wage cost of making steel will increase. With values of commodities generally so much higher, relatively, than steel prices, it is not entirely improbable that in the long run steel prices will advance. Some time in the future there will be panic and industrial depression, with men hunting jobs instead of shirking work, but practically everyone expects that time to be several years in the future, leaving time for various fluctuations to occur meanwhile.

Pig iron is strong and advancing, largely in line with its strong tone before the strike, rather than because of the strike. While the strike has closed a few merchant furnaces it has also decreased the quantity of merchant pig iron used directly or indirectly by the steel works, so that advances in pig iron are not to be ascribed wholly, or perhaps even largely, to the strike. The lake front furnaces at Chicago, Cleveland and Buffalo have been greatly affected by the strike, but few furnaces elsewhere are idle from strike.

## HE WAS SELECTED FROM 35,000 EMPLOYEES

Continued from page 84

centage of offenders among our own employees is very small.

### Courtesy Essential

"We attach great importance to courtesy. Mr. Woolworth not only long ago adopted the now popular injunction, 'The customer is always right,' but he had a habit of every now and again sending a telegram to every store to some such effect as this:

"'Good morning! Did you say good morning to each customer this morning?

"'FRANK W. WOOLWORTH.'

Any lack of politeness is fatal to the prosperity of the store.

"Next to polite service we impress upon all our workers the importance of prompt service. People may not mind spending half an hour walking leisurely through a store looking at goods, but once they ask for an article they are impatient if they are not served immediately. The merchant who aspires to be successful must take into account all such idiosyncrasies of the buying public and cater to them.

### Took Much Pride

"Mr. Woolworth took great pride in the intense loyalty of his organization. Not only were all the district managers and executives brought together from all parts of the country once a month for a lengthy conference, but once or twice a year Mr. Woolworth invited each district office to send representatives to a golf tournament at Glen Cove, Long Island, where he had his country home. A cup was presented to the winner, usually at a festive dinner, where 'the boys,' as he called them, had opportunity to get better acquainted.

"One of his greatest satisfactions in life was that he had been instrumental in enabling hundreds of his associates to amass fortunes. The more money any of his men made, the happier he was—and of course the better it was for the company, since all commissions earned represented just so much profits for the company. He used to be fond of remarking that some men had one partner and some a few, but that he had more than a thousand. He believed that the best way to build up any business was to give the men in it a chance to earn big money by sharing the profits they directly helped to earn.

### Two Understudies

"Another of our principles is to have at least one, and, wherever possible, two understudies for every position in the organization. No matter who becomes sick or dies or goes off on a vacation or a trip, somebody is ready to fill the place efficiently.

"Organize, systematize, deputize, and economize, has been our guiding maxim. Mr. Woolworth tried always to look and plan five or ten years ahead, and his ambition was to establish a store in every civilized town in the world. Now that the war is over, instead of opening one new store every week, we will be in a position to branch out more rapidly, and although Mr. Woolworth's goal seems a high and distant one, we mean to press courageously toward it."

## BIG MARKET FOR FUEL OIL

France is in the market for about $50,000,000 worth of American fuel oil annually, according to figures submitted to the meeting of the oil group of the International Trade Conference at New York by Captain Ingouf of the French mission. He said that outside an annual output of 50,000 tons in Alsace, France had to buy practically all her oil from other countries. Before the war the yearly consumption was 120,000 tons, but the demand had now risen to 500,000 tons yearly, one-half kerosene and one-half gasoline. More was being required for fuel purposes also, because France, like other countries, was short of coal. As to road oil, there are 440,000 miles of roads in France, 14 per cent. of which require reconstruction. For this reason there may be a demand for oil for surfacing.

## SAYS AUTO ACCESSORIES EASY

(Continued from page 51)

up this way, regardless of the convenience.

### Carefully Trained

Mr. Mathewson looks with pride and confidence on his two sons, Victor and Aldon. He has thoroughly trained each to his particular adaptability and this may have had more than anything to do with his success.

Aldon, who is mechanically inclined, was trained in the workshop, and now has full control of their large works, which employ twenty men and where possible try to employ returned men. Besides the general furnace work the firm manufacture fire doors and skylights and have developed a large business and successfully handle a large amount of this work in conjunction with the builders' hardware department.

Victor has charge of the hardware store, and personally supervises the shipping and delivery of goods, and all store displays and arrangements, and invariably dresses the windows himself. He claims the above mentioned are the most vital factors in successful merchandising. He also has allotted a special department to each clerk, so that all feel a certain responsibility for the success and well-being of the firm.




*Signs of the Times*




# Make Winter Months, Profit Months

## Keep Things Moving in the Paint Department—People Can be Educated Into Doing Indoor Work During the Cold Weather by the Right Kind of Arguments

WHEN the bear crawls in for the winter, he becomes oblivious to his surroundings; not so with humans, they need their homes bright, cheery and comfortable. Floors need to be kept in good condition for sanitary and social purposes and for appearance sake. Walls require bright, warm decoration. Woodwork must be freshened up. Furniture requires renewal and adapting to longer service or to new uses.

There are any number of reasons for keeping up the sale of paints and varnishes during the late fall and winter.

It's going to be Johnny's first Christmas home after a long period overseas. The family want to do themselves proud at these festivities. Paints and varnishes will help along immensely to make the old home the bright, cheerful old place that it was when Johnny knew Santa Claus as the real personality that he has always been pictured.

### Need Paint and Varnish

Kate, Jane and Matilda, who have been waiting and longing for their boys to come marching back home again, have been nervously busy arranging their trousseaux and turning the house upside down in preparation for the eventful day. Paints and varnishes are not going to be overlooked for such an occasion.

The plain old-fashioned annual Christmas reunion, when Grandpa and Grandma and Uncle Will and Aunt Sophie and the kiddies all gather together will necessitate the refurbishing of things in general.

The day in and day out care of the home by the "better half" of the house finds no let up in her steady effort to maintain coziness and economy. Paints and varnishes are constant allies in her warfare against wear and tear and any tendency towards shabbiness.

### Silent Influences

There are hundreds of silent influences in the care and upkeep of the home that are potent with possible paint sales for the paint and varnish dealer who will bring them to actual business, profit with suitable window displays, seasonable advertising and suggestive ideas that will bring those lurking longings to active buying desire.

Take floors for instane, and as a starter—whether they be hardwood, softwood, linoleum or just borders about the rug, they are in for a hard winter. Heavy boots, melting snow, and romping kiddies are going to put them to the hardest test unless their surfaces are properly varnished, painted or waxed. Does your trade fully realize that you have a line of crack fillers, varnishes, floor paints, linoleum varnishes, floor waxes and polishing oils that will put them in good condition? Certainly they do not if you don't use your windows and advertising to suggest possibilities of good floor upkeep. Supposing your trade does realize all of this, (which they seldom do not), are you going to let your competitor, or the mail order catalogue run away with this business because they keep these lines in prominence while you hustled them to the back of the store, or forgot about them when the first leaves began to fall.

### It is Being Done

"People don't do that sort of thing at this time of year," says someone in excuse. Nor did the flappers wear fox furs in the hot days of July till the fashion magazines suggested the idea. Whether these are comfortable or not, I'm not prepared to say, but it's being done just the same, because the fashion fellows started the notion in their advertising.

The sensibleness of painting and varnishing indoor surfaces during the indoor months is far more reasonable, both from the standpoint of comfort and economy. "Afraid to try it," is indicated in the attitude of many paint and varnish dealers when such innovations are proposed. John Wanamaker, Marshall Field, Whiteley, and many others in the retail field occupy the positions they do to-day, because of their own innovations and initiative along lines that no other retail merchant thought it was possible to carry out.

It was once proposed to Whiteley, of London, England, that he sell a white elephant and a pint of fleas. Whiteley did it and got his money for them.

The trouble has been that the average retail merchandising of the country is too prone to follow the habits of the public, rather than make the habits of the public follow their merchandising. The former method lulls to sleep in the following of a rut that will change but little unless some dynamic merchandising force upheaves it into new channels. The latter has been accomplished and accomplished in a big way.

Corn-flakes, postum, wall boards, phonographs and many other profitable commodities have become a habit because they were kept constantly in the minds of the public with both general and local publicity.

(Continued on page 78)

# MOORE'S

## PAINTS AND VARNISHES



Sold by MOORE'S DEALERS to the consumer with a Guarantee:

**ABSOLUTELY SATISFACTORY OR MONEY REFUNDED**

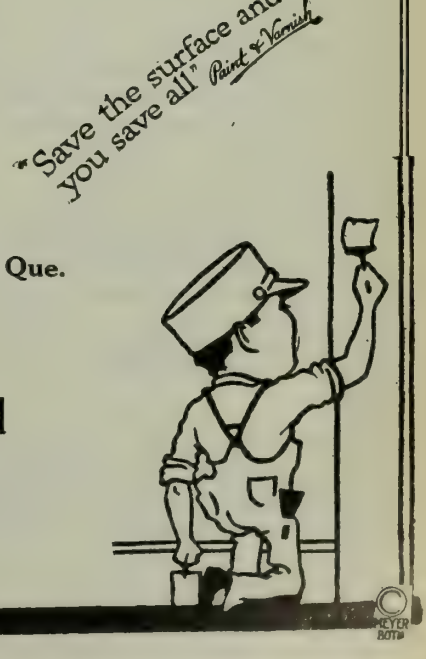
If we did not have absolute confidence in our products, we could not afford to stand behind our dealers with this guarantee.

If you are anxious to put your Paint Department on a better profit-paying basis, you will give us an opportunity to quote you prices and to acquaint you with further details of our agency proposition.

**Color Cards and Descriptive Matter gladly sent on request.**

**DISTRIBUTORS:**

**Nova Scotia—J. H. Cleveland, 150 Granville St., Halifax, N.S.**
**New Brunswick—Emmerson & Fisher, Ltd., Saskatoon, Sask.**
**Saskatchewan—Canadian Supply Co., Ltd., Saskatoon, Sask.**
**Quebec Representative—M. A. Morison, 142 Union Ave., Montreal, Que.**
**Ontario—Whites Ltd., 41 Hurontario St., Collingwood, Ont.**
**Edwin Chown & Son, Kingston, Ont.**




## Benjamin Moore & Company, Limited

TORONTO [illegible] WINNIPEG

Yes! the habits of the public in regard to the use of paints and varnishes can be shaped and changed and done so quickly. But not if the paint stock and displays and suggestive ideas are kept under the counter and in the back of the store.

Something like the old lady and the mouse trap. She caught mice when she kept it baited and near the mouse holes, but she only caught her finger when she kept it in the cupboard drawer.

**Rests With Women**

But the crux of the indoor month painting habit rests with the women. They are the ones who face conditions within the home from the first to the thirty-first of the winter months. They realize where the wear and tear is going on most rapidly. They are the first to want changes and alterations that require paints and varnishes. They appreciate most thoroughly any suggestions that paints and varnishes can offer for improving home life and the economy of upkeep.

Even the women whom circumstances favor with less constant contact with home, desire the service that paints and varnishes can render in maintaining the upkeep or decorative innovations necessary for their social activities.

Coming to the ledger side of the business. A more or less constant moving of paints and varnishes during the winter months contributes towards increasing the much sought increased turnover. Increased turnover puts a favorable crimp in ever-present overhead expense. Increased turnover keeps invested capital on the hop, step and jump, and when capital is jingling around in this way, it loosens up more profit than when sluggishly slumbering on the shelf.

**Time For a Change**

The paint department of the past that has been amiably ambling along behind the fixed spring buying habit of the consumer, has grown to no mean importance. Slowly this public habit has been drifting into the fall painting habit as well and the paint department has met its need of profit accordingly. Now let it dance along merrily through the year as an all-year, every-month-a-profit-month department by encouraging indoor-month painting, fall painting, and still more painting in the spring.

It can be done if paint dealers will seasonably arrange their paint departments and advertising to encourage these new habits. Let your paint departments lead, don't allow them to follow; it's the early birds and the leaders that pick up the worms and lap up the cream and the other good things that come to those who are first. **Oh, yes! it can be done.**

# The Brush Department

## Advances in Brush Prices Not Proportionate to Raw Material Costs

### Manufacturer Gives Concrete Instance of Prices To-Day and in 1913, Showing That Figures Now Are Four Times Greater

SCARCITY and high prices of bristles used in the manufacture of paint, scrub and other kinds of brushes offer no immediate relief, in the opinion of Mr. E. C. Boeckh, of the Boeckh Company, for the continued high price to the retailer. Other than the increased difficulty in securing the raw material due to the fact that Russian bristles are no longer available, there are a number of contributory causes which tend to constantly increase the cost of brushes. Mr. Boeckh states, however, that the cost to the retailer has not advanced in proportion to the increased cost of raw material.

In referring to advanced prices of raw material, Mr. Boeckh said that one size of bristles had advanced 115 per cent. since 1913. Another size, one-quarter of an inch longer, had advanced 250 per cent.; while other advances range from 190 to 250 per cent. The average advance on bristles, Mr. Boeckh fixed at about 150 per cent. since 1913.

Black, white and grey fibre, used in the manufacture of scrub and whitewash brushes, advanced since 1913 on an average of 110 per cent., and Mr. Boeckh produced a letter just received from, possibly, the largest wholesale house on the continent, advising him that all quotations on these fibres were withdrawn.

**Other Big Factors**

Other factors which enter into the cost to the retailer are war duty, exchange, increased freight rates and the price of silver. On bristles from the United States there is a 7½ per cent. war duty, the exchange is 3½ per cent., and the freight rates have advanced. Where the freight rate from England used to be about two per cent. per pound, it is now 11½ per cent. of the value of the shipment. The price of silver has to be reckoned with, because all bristles, which now come from China, have to be paid for in silver. In 1915, silver was 50 cents a pound; in 1918, it had advanced to 96 cents, and the price now is $1.20.

**Price Has Quadrupled**

A concrete example was given by Mr. Boeckh of the advance in price of material when laid down in his warehouse. In 1913, a shipment of 78 cases was received which cost them $5.912. This same shipment to-day, freight and duty added, would cost them $23,952.

In spite of all, business is brisk, and combined with the uncertainty prevailing in the labor market, the rapid advance in prices, Mr. Boeckh states that his chief difficulty is to fill the orders received.

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### SHERWIN-WILLIAMS EXPANDING

Extensions to the various plants of the Sherwin-Williams Company at Montreal are now planned and will be undertaken in the immediate future.

"Factory facilities, additional storage, and increased oil mill capacity will be provided," said Mr. W. S. Fallis, the managing director to HARDWARE AND METAL. The steady growth of the business and demands made upon the present equipment and plant make it necessary to undertake this extension programme in the immediate future. These plans will make it possible to maintain and extend the present service of the company, and in its oil mill extension, particularly, the increased facilities will fill a need that has existed for some time. The new additions will be made to the head Canadian plant on Centre Street.

### WILL RECOMMEND EARLY BUYING

"We shall advise our customers to buy their spring paint requirements early," said Royal Cluxton, manager of the Canada Paint Co., Ltd., Montreal, to HARDWARE AND METAL. "Industrial conditions are such that it will be worth while for the dealer to get his supplies early. It will be to his advantage all around, and of course he will get spring dating on these shipments. If he places his orders early it will make a better service all around."

### TO DOUBLE OXIDE OUTPUT

The Canada Paint Co., Ltd., Montreal, is planning to extend its facilities for mining oxides at Red Mill, Quebec. This will call for the expansion of milling facilities, and ores taken from the mines will be available later in increased quantities. The plan is to double the output. Already, it is stated, the increased output is quite readily absorbed, there being considerable export of the same.

It is also planned, HARDWARE AND METAL is informed, to extend the plant at the head office, William Street, Montreal. Here the facilities will be increased for the manufacture of insecticides 50 per cent., while on various lines of paint an increase of 25 per cent. in output is planned. This will enable the firm to manufacture supplies in advance, thus ensuring speedier delivery of orders as received.

# Ramsay's

## The Right Paint for the Dealer

**FOREIGN REPRESENTATIVES:**
Dominion Exporters Limited, Cape Town, South Africa. Th. de Schryver Limited, Auckland, New Zealand. Messrs. Hugh Scott Young, Melbourne, Australia. Dominion Exporters Limited, British West Indies.




## "The Right Paint to Paint Right"

Right, because it's properly manufactured all the way through. The materials are selected as material ought to be. It is ground with exacting care and inspected and tested at every stage of manufacture. No brushing or covering test is too severe if it is within the bounds of practical paint making.

"Save the surface and you save all" *Paint & Varnish*

If you are not a Ramsay dealer let us offer you a proposition that deals with dollars for your business.

# A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**

**Distributors**

***Edmonton District:***
*Revillon Wholesale Limited, Edmonton*

***Calgary District:***
*The McDonald-Baker Co., 818-8th Ave. W., Calgary*

***Manitoba and Saskatchewan District:***
*The H. L. Perry Co., Limited, 214 Princess Street, Winnipeg*

## HE WAS SELECTED FROM 35,000 EMPLOYEES

Continued from page 67

be done, a share of the profits they themselves help to make.

"There are practically in our whole force, from store manager up, only myself and three vice-presidents who draw a salary. Every store manager is dependent upon the profits his store makes; every district manager's income is regulated by what his district makes; and those of us who are executives at headquarters get a share of the general results for the year. This means that every responsible employee, particularly every manager of a store, feels that he is a direct partner, and that the greater the profits the larger the income received.

### Must Have Loyalty

"You cannot run any large enterprise successfully without loyalty and enthusiasm through all ranks. The way to secure this loyalty and enthusiasm is to pay for it. Every man has a chance to develop initiative, and if he makes good he gets a large share of the profit. In a sense each one is in business for himself as a local merchant, part of his local community. He employs his own help, orders such goods as he thinks best and in any quantity he desires. We virtually set him up in business; furnish him a store, stock it with goods, and teach him how to get the best results in store management. The rest is up to him. Of course if he doesn't succeed, we have to put another man in his place. We never go outside the organization for a man to fill any position above a clerk, and all the important men have understudies training to fill their positions at any moment."

"You emphasize foresight. Can you give me a concrete illustration?" I asked.

"Yes. As soon as it was announced that the United States Steel Corporation was to build a large plant at Gary, Indiana, we obtained a copy of the plans, studied out which would be the best location, and before fifty houses had been built a Woolworth store was ready to handle the business which we knew would come.

### Get the Facts

"How do we not only look before we leap, but take detailed measurements of where we are to land? Well, for one thing we are constantly compiling what is virtually a census of the United States. We not only procure promptly every helpful report compiled by the Census Bureau at Washington, and by all state census bureaus, but the head of the eleven districts into which we have divided the country keeps the closest possible tab on the trend of population, and reports to us the places that are growing and those that are declining. We shun dead or decaying towns. We open on an average at least one store every week. Very often our decision to open a new store is based upon the statistical information supplied by our own district men, or by our own buyers or traveling superintendents, or others of our forty men on the road; but not infrequently we receive tips from manufacturers or buyers with whom we do business, from real estate men, or even from outsiders who write to us. Then we watch all newspapers for clues. Every suggestion, no matter what its source, receives careful consideration.

### Examine Situation

"Once we have made up our minds that a certain place looks like a good prospect, we send one of our corps of experts to examine the situation. He finds out everything possible about the general position and prosperity of the town, and if he is satisfied that a store is likely to succeed he proceeds to determine the ideal location. Having ascertained the best and busiest shopping centre, he next investigates available space. The next, and very important, step is to take a complete count of the number of people who pass different possible sites each hour of each day. We always go with the business tide; we never attempt to buck it.

"It would often be fatal even to open on the left side of a street if the right side is the popular one—and it is curious how many streets there are which are prosperous on one side and not on the other. We found, I recall, when we investigated Brooklyn, that Fulton Street was the choice location, provided we could get space on the east side. Rather than venture to start on the west side, we waited our chance to obtain a building on the best side.

"We were ridiculed a good deal when it became known that we contemplated opening a large store on Fifth Avenue opposite the New York Public Library; but the acid test had been applied to this location and we were confident that the innovation would prove extremely profitable. There was a time when only the poorer people patronized our stores; but this began to change about fifteen years ago, and for the last eight or ten years we have done almost as much business with the well-to-do as with the less well-to-do.

### Got the Goods

"We were confident that the tide of shoppers on Fifth Avenue would not flow past our doors if we stock up with suitable merchandise. From the very first day, when forty-five thousand persons swarmed into the store, it has made money every time the doors have been opened. A great many rich people drop in and make, not one purchase, but a dozen or a score or more. They get a lot of things, for example, for their children. Also, it is not uncommon for philanthropically-inclined men and women to buy enormous quantities of five and ten cent articles for children's homes or nurseries or other charitable institutions.

### Important Feature

"The main consideration, of course, is to stock each store with the kind of articles that are used in that particular locality. We sell thousands of sunbonnets in stores in agricultural districts, but we wouldn't expect a demand for them on Fifth Avenue. Nor would we load up on Fifth Avenue with the tin lunch pails and boxes which many miners use. Each store manager is given an entirely free hand to make his own selection of goods. We have a range of perhaps fifty thousand articles for him to choose from, but the average carried in each of our thousand stores is about seven thousand. It is his duty to know his trade and, since his pay is dependent upon his profits, it is of vital moment to him that he exercise discretion, and not find himself saddled with unsalable merchandise.

### Never Go Outside

"I may say that we never go outside the ranks of our own organization for any employee whatsoever above the rank of clerk. Every store manager, district manager, superintendent, buyer, etc., no matter whether he comes to us with a college education or a common school education, must start in as an assistant in a store. He must demonstrate that he is fit to manage a store before he is given promotion.

"We take great pains to keep in the closest touch with our forces so as to spot talent. But once a man earns our confidence we give him practically free rein. Mr. Woolworth had very emphatic ideas on this subject, which he once expressed thus: 'When you put a man in charge of a branch of your business, leave him alone unless he asks for help. If your judgment was good in putting him there he will not ruin you, and he ought to be trusted. If your judgment is not good, you have no right to be in business.'"

### The Central Idea

Time and again in course of our conversation, Mr. Parson returned to the central idea of the whole Woolworth structure—namely, maximum values at minimum cost. I asked him to tell in some detail just why Woolworth's could sell for ten cents many articles which cost a quarter, or even more, elsewhere. This struck a responsive chord, for Mr. Parson feels that there is something more to the Woolworth business than mere money-making, that it has been a godsend to millions of families, that it has saved incalculable amounts for American homes, that it has in many cases improved, not to say revolutionized, manufacturing processes by introducing large-scale, economical production, and that during the war its uncompromising stand against the raising of prices has done not a little to keep down the cost of living for the rank and file of the people. The Woolworth Building has been called "The Cathedral of Commerce." The Woolworth men feel that they are preachers and practisers of the gospel of low prices and high quality, that they have been missionaries in ushering in a new order of merchandising which has been a blessing to the people.

### Specially Trained

"To begin with," said Mr. Parson, "all our thirty-two buyers are men we have trained, men who have pulled to the front by sheer, conspicuous fitness for the work; and they know exactly what our requirements are. Each handles only one line—glassware, or candy, or enamelware, or dry goods, etc.—and can therefore concentrate all his attention upon his specialty, going anywhere he pleases, either here or in foreign countries.

"These men are not simply buyers in the sense that the public thinks of a buyer. They are often creators of merchandise. They sense a demand for an article, or they take an existing article costing twenty or thirty or even fifty cents, study out how it can be produced most economically, take it to an alert manufacturer, go over the whole problem in detail with him, and experiment until the cost has been reduced to a point permitting of its sale at ten cents, or five cents, as the case may be. By turning a whole factory on to one article and keeping it going at full tilt all the year round, wonderful economies can be effected by manufacturers. We do no manufacturing ourselves. It is one of our fixed rules to stick to selling goods.

### Made Good Profit

"One of our buyers thought it would be possible to sell for ten cents a genuine gold-filled ring which was catching on at fifty cents. The manufacturer laughed at the feasibility of the idea, and explained that he was already selling enormous quantities of them, 450 dozen in the previous year. The next year he made 720,000 rings, all for us, which we sold at a profit, and which netted him far more than he had previously received.

### Found No Flaws

"One day the proprietor of a Western departmental store visited our Fifth Avenue place, as thousands of merchants visiting New York do every week. This merchant was astounded to find on one of our ten-cent counters little Japanese vases of exquisite pattern. He examined several of them microscopically, certain there must be flaws in each one, since he was selling them in his own store at seventy-five cents each. Our buyer had simply shown the makers how to reduce costs by making thousands where formerly they had made only hundreds.

"Mr. Woolworth used to go to Europe and do a great deal of buying. On one trip he took with him a penknife which had taken his fancy, and which was made by a German manufacturer from whom he had bought cheaper goods. He asked the manufacturer how much it cost him to make it. The figure was several times ten cents. 'If I give you a very large order, at what price would you let me have it?' 'Sixteen cents,' replied the maker. 'If I gave you an order sufficient to keep your whole factory going night and day for a whole year, what's your bottom figure?' The manufacturer did a lot of figuring, then replied, 'Eight cents.' 'Done,' said Mr. Woolworth.

Continued on page 84




# Varnish Troubles

When varnish goes wrong the dealer who sold it usually gets a share of the blame from the buyer, although this is usually unjust.

Dealers who carry Berry Brothers' Varnishes, Enamels and Stains do not have varnish troubles. The uniform dependability of all "Berry" products makes their sale safe and easy, and the great demand for them is always growing greater.

**Partial List of Distributors of Berry Brothers' Products**

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
Townsend Paint Mfg. Co. - Montreal, Que.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

No. 62

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Oct. 30.—Indications now point to an early reduction in the price of linseed oil. Spot oil, at the moment, is a little lower, and within a week it is possible that a $2.50 basis may be reached. Seed is sifting through to the crushers in larger amounts, but weather conditions in the Canadian West have been against a free movement. Local demand is limited

Turpentine is a trifle lower and there is ample supply to meet a limited demand from the trade. The jobbers state that it takes five to six weeks to obtain supplies from the South.

Putty is not moving actively as yet, while white lead in oil sales are also fewer to the local trade. Demand during the past season has been very heavy, and all sources report a very satisfactory year.

### *Immediate Relief on Oil is Looked For*

**Montreal.**

LINSEED OIL.—While the present range of quotations on linseed oil is not changed to any great extent, the feeling is easier and seed supplies are expected to be much improved within another week. This should ensure a quotable basis of around $2.50 for the first half of November, and of $2 for the latter half. One crusher stated that a lot of around 50 barrels had sold for around $2.75 per barrel, while single barrel lots were bringing $2.85. Sales are limited, and within another week the market should be marked down somewhat.

| Raw— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 85 | 2 95 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| **Boiled—** | **Imp. Gal.** | |
| Single barrels | 2 87½ | 2 97½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Turpentine is Held; Deliveries Slow*

**Montreal.**

TURPENTINE.—Deliveries of turpentine take from five to six weeks and this makes it difficult to gauge one's stock. The market is steady and in one quarter is down 10c per gallon. What limited demand exists from the trade is well taken care of at present.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 65 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Demand Not Large on Putty; Glass to Come*

**Montreal.**

PUTTY AND GLASS.—There is not a great demand, as yet, for putty, and the market is without quotable change. It will likely rule steadily for a while yet.

Glass is a scarce commodity, especially for the popular sizes, but within a week or two the importers hope to have larger stocks, and so be in a position to meet requirements.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days. net 60.

### *Small Business Here For White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—Locally, and for domestic account, there is but a fair amount of business. There has been a continued heavy demand from export sources, however, and the corroders have been well pleased with the extent of this business, which will afford a large outlet, probably, in the year ahead.

Prices are still unchanged, with five ton lots quoted at $15.50 per 100 lbs.; ton lots at $16, and smaller quantities at $16.35.

### *Seasonable Trade For Mixed Paints*

**Montreal.**

PREPARED PAINTS.—The paint makers have been viewing the season in retrospect, and are well pleased with the 1919 results generally. The outlook for next year is excellent. In the meantime there is a certain amount of good business, but the approach of cold weather has naturally reduced the sales of outside tints. The market is unchanged.

## TORONTO

TORONTO, October 30.—Spot delivery of linseed oil and also turpentine is getting to be a serious problem, one large importer having had word that it would be impossible to fill his last carload order for immediate delivery. All deliveries appear to be light with a very strong demand. It is reported by some that turpentine was hardly ever scarcer. Holders are very indifferent and are inclined to hold any stocks they may have. The foreign situation has not cleared up as yet, the Germans being in need of large supplies, but owing to the vast difference in their relative money values the price is prohibitive as their mark is quoted at almost seven times lower than its equivalent in American money. To-day's quotation is $2.45 per gallon.

Linseed oil spot deliveries have strengthened temporarily as it is almost impossible to procure this year's seed, which has been greatly delayed, and crushers claim they are without oil and have no seed to crush. The quotations at present are, spot delivery $3.25 per gal. November 15 shipments, $2.62 for raw and $2.65 for boiled.

### *Turpentine Continues Scarce*

**Toronto**

TURPENTINE.—Turpentine is still a serious problem with the importer. One large importer was refused delivery on his last carload, and general delivery is light with a strong demand. The fact that paint manufacturers claim to have had a bumper season is in itself significant of the demand for turpentine for painting alone, regardless of the many other uses it is required for. Present quotations are:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) | $2 45 |
| 2 to 5 barrels (barrel inclued) | 2 44 |
| 5 gallon lots | 2 55 |

### *Spot Linseed Oil Shows Advance*

**Toronto.**

LINSEED OIL.—Linseed oil shows an advance for spot delivery owing to the scarcity now prevailing. Crushers state they are practically without supplies and seed has been delayed to such an extent that they have almost no seed to crush. The situation, it is expected, will remain serious till the new seed comes in. Spot deliveries are quoting at $3.25 per gallon, while futures are considerably easier, and for late November shipments are quoting around $2.62 per gallon for raw and $2.65 for boiled.

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | .... | 3 25 |
| 3 to 5 barrels, gal. | .... | 3 24 |
| 10 barrels and over | .... | 3 22 |
| | **Boiled** | |
| 1 to 2 barrels, gal. | .... | 3 28 |
| 3 to 5 barrels, gal. | .... | 3 27 |
| 10 barrels and over | .... | 3 25 |

# Lowe Brothers Paints



# For You!!

A Better Sales Service than you ever expected One that is "different," continuous and productive.

"Save the surface and you save all" *Paint & Varnish*

A service with the "individuality" and power that moves you "out of the rut."

The great, far-reaching organization of Lowe Brothers brings in touch with you every consumer in your vicinity—and interests him to a point where he must buy from your store.

Lowe Brothers' advertising and promotion work is maintaining and stimulating a huge volume of sales everywhere, all the time. Get your share. Ask about our "different" proposition.




## Lowe Brothers, Limited

**TORONTO, DAYTON, BOSTON, NEW YORK, CHICAGO, KANSAS CITY, MINNEAPOLIS, ATLANTA**

***Distributors: MacKenzie Bros. Limited, Winnipeg***

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

## *Mixed Paints Are Selling Briskly*

**Toronto.**

PAINT.—The general opinion of the paint business is very bright. Most manufacturers state that their turnover for last month was up to 60 per cent. higher than for the same month last year. Mostly all are booking spring deliveries, while recognized agents of the companies are getting their deliveries under way now with spring booking, which gives the producers a chance to mix in accordance to the legitimate demand.

## *Shellac and Varnish Revised*

**Toronto.**

SHELLAC AND VARNISH.—Prices have been revised upwards in some instances although it is not what would be termed an advance. Some makers were selling too cheap according to other market changes and were forced to revise prices in accordance with the proper market.

## *White Lead in Oil Selling Well*

**Toronto.**

WHITE LEAD IN OIL.—A very fair business is offering for white lead with no changes in price noted. Grinders state they are very well satisfied. Quotations are as follows: 5-ton lots, $15.85 per hundred; 1-ton lots, $16.35, and in smaller quantities, $16.70.

## *Glass Still Scarce; No Change in Putty*

**Toronto.**

GLASS AND PUTTY.—The glass situation has not been relieved as yet. Jobbers report a very brisk demand and have considerable trouble supplying the demand. Putty is quoted as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels ..... | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron ... | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron .... | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons.. | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels ... | 7 10 | 7 35 | 7 70 |

## GLIDDEN COMPANY EXPANDING

The Glidden Company Ltd., of Toronto, has leased a large warehouse at 327 Craig St., Montreal, and will carry a full line of paints and varnish specialties there to look after the trade in Quebec, the Maritime Provinces and Newfoundland. The Montreal branch will be in charge of Leonard Mould, who has been with the Glidden Co., Ltd., for ten years covering the Eastern territory. The firm has extended its plant in Toronto and is entering a new though allied field, and is planning a big paint era in Canada.

It is just learned that McArthur Irwin, Ltd., of Montreal, who have been the exclusive distributors for Glidden products for many years for the Province of Quebec, through special arrangements, will still continue to supply the trade as in the past with Glidden products.

## HE WAS SELECTED FROM 35,000 EMPLOYEES

Continued from page 80

**Wouldn't Believe It**

"At first nobody believed that phonograph records could be sold for ten cents. We saw an unlimited field for such an article, and we got busy. It was not long before we were selling almost half a million of them every month, and they are still one of our best sellers.

"The war naturally shut off our supplies of many goods, as we normally bought about an eighth of our merchandise from Europe. We wanted to get domestic supplies of a ten-cent iron toy previously obtained in Germany. An American manufacturer took up the problem in earnest, but finally declared that, no matter how large the order, he could not get production down to a feasible point. Our buyer went over his calculations with painstaking care and could find no chance for reducing anything until he reached the charge for painting. The manufacturer assured him his figure represented bed rock. Our buyer went into the factory, saw that rows of girls were painting toys with brushes, and grasped the solution in a flash. 'Leave off this little red stripe and this little yellow stripe and simply dip the toys in vats,' he instructed. We got the toy and the manufacturer got his profit.

**Can't Get Dolls**

"There is only one thing we haven't been able to duplicate here—dolls. No American manufacturer appears to be able to make a doll to retail at ten cents that is worth much. On the other hand, Christmas tree ornaments, of which it is estimated we supply about half of all that are used in America, are now being made here better than they were ever made in Germany. The Germans blew them so thin that they were nothing but bubbles, and the loss through breakage was tremendous. The American product is just as beautiful and a great deal more substantial.

"For a time we thought we would be up against it in procuring crochet cottons, one of our large imported sellers, at ten cents a box. But we set an American mill on the job, and now a large plant has been built to supply us with crochet and embroidery cottons, of which we have sold in one year 2,250,000 boxes.

**Eliminate Waste**

"Elimination of waste and conservation of by-products are far more important items in the aggregate than you would suppose. Waste material, such as paper and excelsior, is put through a baling press and brings us in more than one hundred thousand dollars a year. All our boxes, barrels, pails, and every sort of container, instead of being torn open in the usual way, are opened with the greatest care, so as not to spoil them for re-use. They are all sold to second-hand dealers and bring us in enough to pay dividends on two or three millions of capital.

**On Cash Basis**

"We have a system of paying for what we buy which is a real factor in lowering our purchase prices. We pay our bills at least once every week, and, no matter where a manufacturer is located, we send out his check so that it will reach him on Friday, so that he can have the money for his pay roll on Saturday. To many small manufacturers this is a very great convenience, since it means that, as he gets some credit when buying his materials, we practically finance him.

"We always pay cash, and as cash discounts average two per cent. the sum thus saved on, say, our current year's purchases of approximately $100,000,000, foots up to about $2,000,000. Our prompt-payment rule influences many manufacturers to do business with us, and this, combined with the magnitude of the orders we give, enables us to secure extra-favorable price quotations.

**Run Into Millions**

"The losses of the department stores through bad debts run into millions. We have no bad debts, since we sell only for cash. Bookkeeping incidental to charge accounts is a heavy expense item in department stores. We have no such cost. Delivery costs are terrific in the case of all large stores—simply terrific. We are subject to no such drain. The ordinary department store turns over its capital once or twice a year. We turn over our stock about seven times a year; hence, when you multiply even a very small margin of profit seven times in a year, you have a very satisfactory annual profit. When Mr. Woolworth conceived and built the highest building on earth he had very prominently in his mind the advertising value of the undertaking, and I may add that the effectiveness of this master stroke was a source of keen satisfaction to him, particularly because all his friends told him he was crazy, and that nobody would rent offices forty or fifty stories in the air—predictions that have been wholly falsified, for we have a waiting list of prospective tenants yards long, and the return on the $14,000,000 investment is quite satisfactory."

**Their Best Customers**

"Farmers are our best customers," was one surprising revelation made by Mr. Parson. "In North Dakota, for example, we do more business per head of population than in large cities. When a farmer comes into town to trade it is not at all unusual for him and his wife to spent five or ten dollars in one of our stores in the purchase of hardware, house-furnishing goods, curtains, oilcloth, picture hangers, picture wire, picture frames, cotton goods, cooking utensils, crockery, glassware and, in some cases, phonograph records, sheet music and other things incidental to music, which, by the way, has spread enormously among the farming population within the last three or four years.

**Not Asked to Buy**

"One reason why country people, as well as city people, like to come into our stores is because they are never asked to buy a single thing. No floorwalker is stationed at the door to buttonhole you and ask what you want. This system of allowing the people full freedom to look around unmolested has worked out exceedingly well, for we make a point of displaying our goods to the best possible advantage, and a person who drops in to buy five cents' worth often picks out a dollar's worth in strolling from counter to counter.

**Remove the Cause**

"Yes, this displaying of so many small articles on counters where thousands of people pass, often in crowds, entails a certain amount of loss through pilfering. We figure upon a loss, from all causes, including breakages and thefts, of five per cent. from the time goods reach a store until their sale. Our scientific system of keeping records enables us to see exactly where losses rise above normal. We can tell which counter is having a bad record and, of course, we set about locating and removing the cause.

"We have found that employing private detectives is the worst plan of all for spotting pilferers. They feel that they are in duty bound to make an arrest, and when they make a mistake you have a nasty suit on your hands. The plan we have long used has been to place trusted employees in each store and tip them off when abnormal losses occur in any part of the store. They keep strict watch, and usually are able to spot the cause. If an employee of the store is guilty he or she is dismissed. The per-

Continued on page 75




# NEW ERA PAINTS




## *Give New Life to the Paint and Varnish Department*

*QUALITY* has always been the guiding principle in the manufacture of these paints, and dealers with years of experience in handling the NEW ERA lines are extending their paint trade on the splendid reputation which NEW ERA goods has built for them.

**NO BETTER PAINT MADE ANYWHERE**

Our proposition is of special interest at this time of building and reconstruction. We have an enormous and growing volume of business, but will be glad to give attention to inquiries for information. Write to-day.

## WINDSOR SOLVENT STAINS

create the greatest interest wherever shown and demonstrated.

These stains are put up in nine lovely shades and they *work wonders*. Furniture and woodwork, with good varnish finish can be changed in color without disturbing the outer finish. The *Solvent Stain* penetrates and changes the color, but leaves the original varnish intact. It is amazing but *true*. This line on your counter, with a simple demonstration, means rapid-fire business. The profit results to dealers are not the least of the pleasant surprises.

***Get this line working for you at once. Every day is valuable.***

## STANDARD PAINT & VARNISH CO. LIMITED

**WINDSOR - - ONTARIO**

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, net list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $13 25 | $16 00 |
| Hunters' Axes | 11 00 | 12 00 |
| Boys' Axes | 12 00 | 14 00 |
| Double Bit | 16 50 | 19 50 |
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0 16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.

Machine Bolts, ⅜ in dia. and smaller, 4 in. and shorter, 30%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.

Machine Bolts, 7-16 in. dia. and larger, 20%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 40%.

Square Head Blank Bolts, 20%.

Bolt Ends, 20%.

Plow Bolts, 15%.

Elevator Bolts, large head 15%, corrugated head 50%.

Fancy Head Bolts, 15%.

Shaft Bolts ($3 list), 15%.

Step Bolts, large head ($3 list), 15%.

Whiffletree Bolts, 15%.

Nuts, square, blank, add to list, $1.

Nuts, square, tapped, add to list $1.25.

Nuts, hexagon, blank, add to list $1.25.

Nuts, hexagon, tapped, add to list, $1.50.

Stove Bolts, 65%. Tire Bolts, 45%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 6 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 5% |
| No. 800 | 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-6 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in | 10.75 | 13.50 |
| ½ in. | 10.35 | .... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in. | 10.25 | |
| ½ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

### CHAIRS

Step ladder, dozen ..... $33 00

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3. $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Montreal | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 80 |
| No. 7, lb. | 79 |
| Nos. 8, 9, 10, 12 | 78 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 sheets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | $16 50-$19 50 | |
| IX, 20x28 base | 20 50- 22 50 | |
| IXX, 20x28 base | 24 00- 25 50 | |
| IXXX, 20x28 base | 26 00- 27 50 | |

**TERNE PLATES**

IC, 20x28, 112 sheets ..... $20 00

F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $16 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

"Save the surface and you save all" Paint & Varnish




MAPLE LEAF
FINISHES THAT ENDURE
M L
QUALITY

"Save the surface and you save all" Paint & Varnish



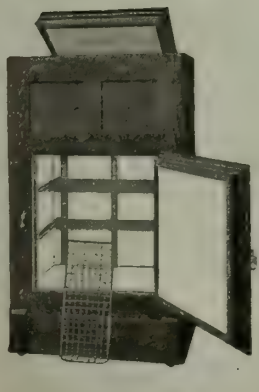

## Make Good Because They're Made Good

The Maple Leaf Line has always "made good."
For durability and unvarying high quality, Maple Leaf Paints and Varnishes stand unsurpassed. Their high quality and efficiency assure continued business to dealers who handle them.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA




FOR SALE EVERYWHERE
Manufactured by
J. J. TURNER & SONS, LIMITED, Peterborough, Ont.



PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION
Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

A Sure Seller

CANADA CYCLE & MOTOR CO. LIMITED
C·C·M·
WESTON · CANADA

For the dealers who like to carry lines that require less effort to sell, Automobile Skates will prove ideal.

They are generally recognized as the highest grade, best known and most complete line of skates offered in Canada. Amongst the 14 models, ranging in price from $7.00 to $2.00 are skates especially designed for Hockey, for Pleasure skating and for Figure skating; for men, women and children.

Automobile SKATES
The Skate with Aluminum Tops

come in high grade models and in models priced as low as is consistent with offering a reasonable standard of quality to the purchaser.

Stock up now for a big season's business.

Write for particulars.

Canada Cycle & Motor Company
Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London. | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |

Hamilton

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.
Blacksmithe', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| 1/2 | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 5/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |
| Bit Stock Drills | | | 45% |
| Blacksmiths', ½-in. shank | | | 35% |
| Straight Shank | | | 35% |
| Straight Shank, wire | | | 35% |
| Taper Shank | | | 35% |

**DOORS**

See Screen Doors.

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap Doz. | Tee pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 13 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| **HOES,** Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | ....- .... |
| Barden Patent | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross. F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickelplated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated. | 5 50 |
| Princess Electric, each. | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

| Roped and Straight Extension Ladders | Per ft. |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 13 50 |
| I X L | 16 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.00 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 8, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 3 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 25% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1½ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory: no freight allowance.

# An Important Paint Announcement

**The Glidden Company announces the addition of a complete line of house paints to its list of quality products**

FOR nearly fifty years the Glidden Company has made both paint and varnishes for industrial and home use. The Glidden Green Label varnishes and Glidden Jap-a-lac household finishes are household terms throughout the Dominion. During this time, Glidden paints have been made and sold largely for marine and industrial uses. In these fields, Glidden paint quality is as well known as is Jap-a-lac in the home.

Now this same good paint service is available to paint dealers and users. By the addition of Glidden Endurance Paint to the Glidden line, every paint and varnish need can be fully met with a Glidden product **especially made for the purpose.**

Every gallon of this new Glidden product carries paint-making experience that will bring continuous profit to the dealer by reason of true service to the home owner. Glidden Endurance Paint is a pure lead and pure zinc paint made only of strictly good quality ingredients and according to a scientific formula. It is a product that will build increased dealer reputation.

***Write for full details, prices, etc.***

**The Glidden Company, Limited, Toronto, Ontario**

**Montreal, Quebec**



Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.00; 25-lb. boxes, per 100 lbs., $9.50.

London—Kegs, $9.00; 25-lb. box, $9.50.

F.o.b. Montreal, Toronto, Hamilton.

### NAILS (HORSE)

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅝" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

### NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| | |
|---|---|
| Blue Ribbon— | |
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

### OAKUM

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | ..... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

### OILS

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal. | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

### OLD MATERIALS

See weekly report.

### PACKING

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

### PAPER

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 70 | |
| "Stag" Sheathing | 0 73 | |
| Tarred felt, per cwt.— | | |
| 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 13½ | 0 15 |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

### PASTE

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

### PICKS

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 13 00 | |

F.o.b. Montreal and Toronto.

### PINS, CLOTHES

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 1½ in. | 1 75 |

F.o.b. Montreal and Toronto.

### WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $..... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 38 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 98 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 L in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

### WROUGHT NIPPLES

4" and under, 77½%.

4½" and larger, 67½%.

4" and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

### PIPE (Conductor)

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

### PIPE, LEAD

See weekly report.

### PIPE (SOIL)

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

### PIPE (STOVE)

See prices under Wares, etc.

### PITCH

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

### PLANTERS, CORN

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

### POLISH (O-Cedar)

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

### POLISH, METAL

Bon-Ton

| Size | Case | Doz. Spout | Case Spout |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

### PUMPS

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

### RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

### ROOFING

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 75 | |
| R. S. Special, 2 ply | 2 00 | |
| R. S. Special, 3 ply | 2 25 | |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |

| | M'treal | Tor'to |
|---|---|---|
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | | 1 60 |
| Do., 3-ply | | 1 90 |
| Black Diamond Ready Roofing, 2-ply | | 1 60 |
| Black Diamond Ready Roofing, 3-ply | | 1 90 |
| Liquid roofing coating, per gal., in barrels | | 0 50 |
| 5 and 10 gal. lots, per gal. | | 0 65 |
| 1, 2, 3 gal. cans, gallon | | 0 85 |
| Coal Tar (refined), bbl. | | 8 25 |
| Roofing Pitch, per cwt. | | 1 20 |

F.o.b. Toronto and Montreal.

### ROPE

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

### RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

### TAPES, MEASURING (LUFKIN)—

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

### SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

### SCALES

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 60 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

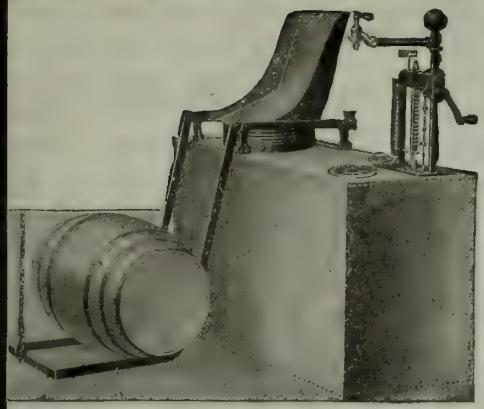
Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

### SCYTHES

| | Doz. |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

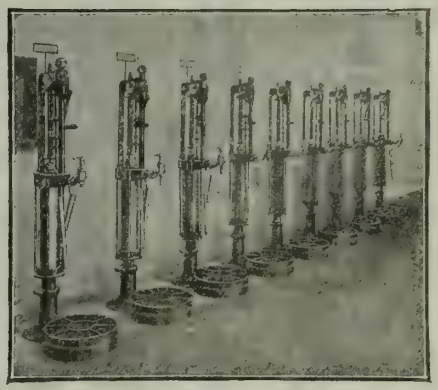
F.O.B. London, Toronto, Montreal.

# Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

## Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

**S. F. BOWSER COMPANY, Limited**
**66-68 Frazer Avenue, TORONTO, ONTARIO, CAN.**
**Sales Offices In All Centers** **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

Pronounced "RU" as in RUBY

# RU-BER-OID ROOFING

## COSTS MORE - WEARS LONGER.

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

# CARTER'S

**Carter's Genuine Red Lead Means Good Business for You**

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

**Carter's Genuine Dry Red Lead**

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

*We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge. Make sure you have ample stock on hand.*

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

**SNATHS** Doz.

| | |
|---|---|
| 00 Patent | $13 75 |
| 1 | 13 20 |
| 2 | 12 65 |
| 3 | 11 55 |

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1903.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75 % |
| Wood, O.H., bright | 75 % |
| Wood, F.H., brass | 55 % |
| Wood, R.H., brass | 52½% |
| Wood, O.H., brass | 52½% |
| Wood, F.H., bronze | 60 % |
| Wood, R.H., bronze | 47½% |
| Wood, O.H., bronze | 47½% |
| Square cap | 20 |
| Hexagon cap | 20 |

**Wooden Bench Screws**

| | |
|---|---|
| Dozen | $7 90 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

| | | |
|---|---|---|
| 10¾ oz. | $9 00 | $8 50 |
| U.S. 28 | 8 60 | 8 10 |
| U.S. 26 | 8 30 | 7 80 |
| 22 and 24 | 8 15 | 7 65 |
| 18 and 20 | 8 00 | 7 50 |
| 16 | 7 85 | 7 35 |
| 14 | 7 70 | 7 20 |

Price on first 2 gauges of Apollo brand are for 30 in. or narrower. 36 in. wide in both gauges take an extra of 20 cents over the base price listed here.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $9 25 | $8 75 |
| 26 ga. | 9 00 | 8 50 |
| 24 ga. | 8 50 | 7 90 |
| 22 ga. | .... | 7 80 |
| 20 ga. | .... | 7 65 |

F.O.B. Montreal.

**SHINGLES, METAL**

| | |
|---|---|
| Standard, galvanized | $10 00 |
| Standard, painted | 8 00 |

Discount 7½%.

**SIDING, METAL**

| | |
|---|---|
| Standard, galvanzed | $8 50 |
| Standard, painted | 6 50 |

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**

Base, 3 to 8 lbs., 56¾c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**

See weekly report

**SPOUTS, SAP**

| | | |
|---|---|---|
| Eureka, per M | $13 50 | $16 50 |

**STAPLES**

See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $16 75 |
| Perfection No. 33, 3-burner | 24 26 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz. | 34 50 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 42 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 64 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 64 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Superba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 90 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 60 and 10% |
| Revised Hardware Tack List adopted Jan. 1, 1916 | 60 and 15% |
| Double pointed tacks | 60 and 10% |
| Shoe findings list adopted July 5, 1917 | Net List |
| List of Capped Goods adopted Jan. 1, 1916 | 60 and 15% |

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares.

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Canadian Beauty | $4 35 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 16 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor Giant No. 1 G, doz. | 2 70 |
| Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 5 00 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.

| | |
|---|---|
| 500 ft. | $0 22 |
| 550 ft. | 0 23¾ |
| 600 ft. | 0 25 |
| 650 ft. | 0 26½ |

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 80 |
| Cones, 3-ply, lb. | 0 76½ |
| Do., 4-ply, lb. | 0 80½ |

**WOOD TUBS**

| | |
|---|---|
| No. 0, per dozen | $20 80 |
| No. 1, per dozen | 18 50 |
| No. 2, per dozen | 16 20 |
| No. 3, per dozen | 13 85 |

F.O.B. Newmarket.

**VALVES** %

| | |
|---|---|
| Compression work, standard | 35 |
| High grade | 40 |
| Fuller work, standard | 40 |
| Basin cocks, No. 0, standard | 35 |
| Nos. 1 and 2 | 35 |
| Bath cocks, compression | 37-45 |
| Flatway stop and waste cocks, standard | 38-44 |
| Roundway stop and waste cocks, standard | 38-44 |
| Brass steam cocks, standard | Net list |
| Radiator valves, standard | 31 |
| Do., removable seat | Net list |
| Globe, angle and check valves, standard | 5-9% |
| Do., No. 91 | 3 60 |
| Gate or Straightway | 7½% |
| Jenkins Valves | Net List |
| Jenkins Globe | 5% |
| Standard Gate | 5% |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Compodisk Valves | 5-2½% |
| Gate Valves | 15% |
| Regrinding Valves | 5% |
| Swing Check Valves | Net List |

**WARES, ETC.**

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%. 33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.00; 11-16 in., $18.40; ¾ in., $19.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-16 in., 1⅜ in., 1½ in., 1 5-16 in., $18.00; 1⅝ in., 1¾ in., 1⅞ in., $18.40; 1⅞ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 42 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.75 |
| Section, ½ lb., per 100 lbs. | 3.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. | 2.75 | 3.25 | 3.25 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $63 00 |
| Garden, steel, doz. | 64 25 |
| Light garden, doz. | 46 80 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 40 |
| No. 10 | 5 50 |
| No. 11 | 5 55 |
| No. 12 | 5 65 |
| No. 13 | 5 75 |
| No. 13½ | 5 75 |
| No. 14 | 5 95 |
| No. 15 | 6 15 |
| No. 16 | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | $ 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

| | |
|---|---|
| Nos. 0-9 gauge, base | $ 00 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 20c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 50 |
| 36 | in., doz. | 81 00 |

# This Booklet Lists 259 Shades *of* DOUGALL COLORS

*Manufactured Under The Famous Murphy Formulae*

These colors are not produced by any mere chance or perfected by haphazard manufacturing methods. Dougall Colors lead to-day because of specific reasons.

**Purity of Pigments**
**Fine Grinding**
**Uniform Quality**
**Exactness of Shade**

These are the basic principles of Dougall Color superiority.

## Color Price List

October 1st, 1919

The Dougall Varnish Co., Ltd.
MONTREAL

*Associated with Murphy Varnish Co., U.S.A.*

Save the surface and you save all" Paint & Varnish

## The Dougall Varnish Co., Limited
## MONTREAL

*Associated with The Murphy Varnish Co., U.S.A.*

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Chrome green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 26-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |
| F.o.b. Montreal, Toronto | |

| COLORS IN OIL, PURE | |
|---|---|
| 1 lb. tins— | |
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |
| F.o.b. Montreal, Toronto | |

| ENAMELS (white) | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albaglos ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS | Single Thick | Double Thick |
|---|---|---|
| Per 100 ft. | | |
| Under 25 ..... | $19 90 | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 30%; London, 30%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each .... | $0 80 |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each .... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each .... | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure ..... | $16 00 | $16 35 |
| Crown Diamond .... | 16 00 | 16 35 |
| Crown, Pure ..... | 16 00 | 16 35 |
| Green Seal ..... | 16 00 | 16 35 |
| Ramsay's Pure ..... | 16 35 | 16 70 |
| Moore's Pure ..... | 16 00 | 16 35 |
| Tiger Pure ..... | 16 00 | 16 35 |
| O.P.W. Dec. Pure... | 16 25 | 16 60 |
| Red Seal ..... | 16 00 | 16 35 |
| O.P.W. English .... | 16 20 | 16 55 |
| Elephant Genuine.... | 16 50 | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt... | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |
| F.o.b. Montreal, Toronto. | | |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white ..... | $4 95 |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Fresconette, white..... | 3 60 |
| B.-H. Fresconette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor .... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white .... | 5 05 |
| Lowe Bros., H.S., colors .... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 5s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal..... | 0 85 |
| Case (12 1's) .....10 50 | |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ½ bbls., gal.... | 0 90 |
| Carbonota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal ..... | 0 70 |
| 1s (case 12 gallons) case... | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... ... ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior .... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 8 40 |
| Coralite, 5-lb. pkgs., colors. | 8 40 |
| B.H. Frescota, 5-lb. pkge., white .... ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... ..... | 8 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC .... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ... ..... | 0 60-0 62 |
| Jamieson's liquid wax, all ... | |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

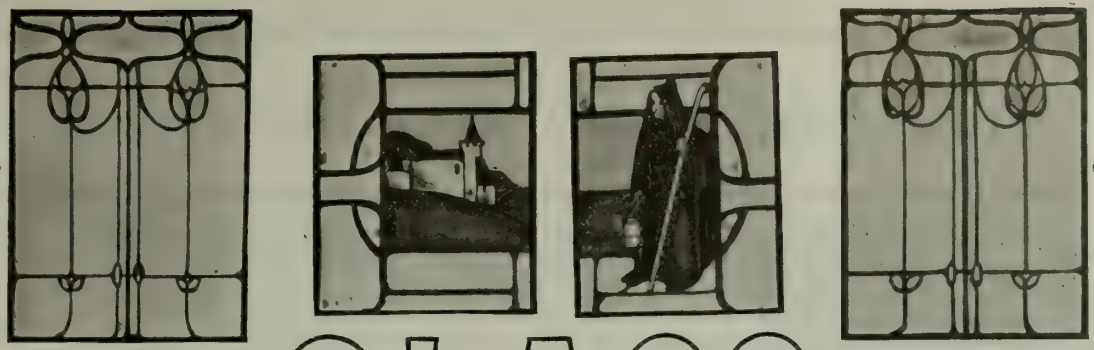
F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. ..... | $2 50 |

F.o.b. Montreal, Toronto, London

| | |
|---|---|
| Gilders, bolted, in bbls. .....$3 00 | |
| WOOD ALCOHOL | Per gal. |
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London



# GLASS

Now is the Time to Sort up on

## WINDOW GLASS

### ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

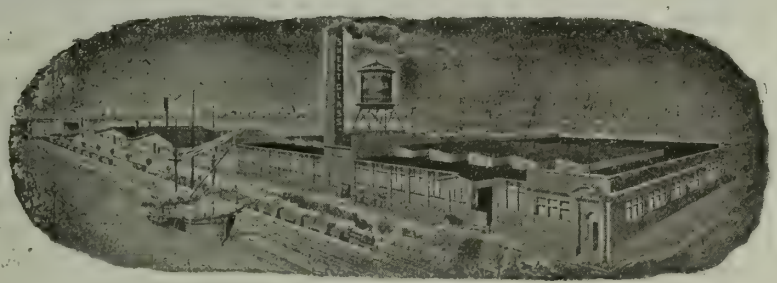
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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**S**

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

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# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 6 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 5 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | Net List |
| Gilmour | 45% |

**BARS, CROW.** $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

**BORAX.** Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

**CLEVISES, MALL.** 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.30.

Mounted on steel frames, $6 to $7.50.

**HARVEST TOOLS.** 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED

"Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 70 |
| 28 Am. or 26 Eng. | 9 80 |
| 26 Am. or 26 Eng. | 9 00 |
| 24 | 8 85 |
| 22 | 8 85 |
| 18 and 20 | 8 70 |
| 16 | 8 55 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

| | |
|---|---|
| Mrs. Pott's No. 55, set | $2 25 |
| Mrs. Pott's No. 50, set | 2 35 |

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 18 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $18 00 |
| No. 25. Dash-board | 17 50 |
| Short Globe, doz. | 18 00 |

**LEAD PIPE,** $12.40.

**LEAD WASTE,** $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

**NETTING.** Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 16 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 16 00 |
| ½ gal. | 9 90 |

# One Fact Sells Silkstone— Economy!




## Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

**PIPE, WROUGHT IRON**

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

**PLATES, CANADA**

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

**RIVETS AND BURRS**

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

**ROPE**

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

**SANDPAPER**

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| B. & A.— | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

**SASH BALANCES** (Caldwell).

10% on list.

**SAWS, BUCK**

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

**SCREWS**

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 35%. Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

**SNATHS—**

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

**SWEEPERS, CARPET—**

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $6 80 |
| 12 gauge | 6 85 |
| 14 gauge | 6 90 |
| 16 gauge | 7 00 |
| 18-20 gauge | 7 60 |
| 22-24 gauge | 7 65 |
| 26 gauge | 7 70 |
| 28 gauge | 7 80 |

**SHOVELS AND SPADES—**

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

**SPIKES, BOAT**

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

**STAPLES**

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

**STEEL**

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. Victor | H.& N. | Jump |
|---|---|---|---|
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

**TURPENTINE**
See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 66 |
| Cotton, 3-ply, balls | 0 69 |
| Cotton, 4-ply, cones | 0 70 |
| Cotton, 4-ply, balls | 0 73 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

**WARES, ETC.—**

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

**WASHERS—**

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

**WASTE**

| | |
|---|---|
| Cream, Polishing | $0 23 |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

**WHITE LEAD**

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

**WIRE, BARB**

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

**WIRE, PLAIN**

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.26 Fort William. Brass snare wire, per lb., 51c.

**WIRE, ANNEALED**

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

| WRENCHES (NUT) Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

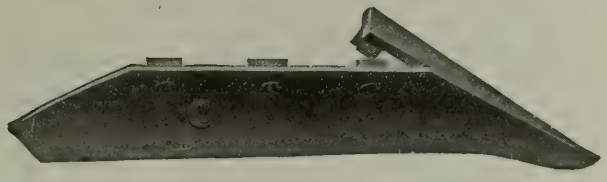
| WRENCHES (PIPE) Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| Trimo— | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| | Dozen. Black. | N.P. |
|---|---|---|
| Always Ready— | | |
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

**WRINGERS**

Eze, $62.55 per dozen, Reliance.

# CRESCENT SHARES



**OVER 1,000 PATTERNS.** **PERFECT IN FIT AND FINISH**

## Sandoval Rolling Coulter Harrow Teeth

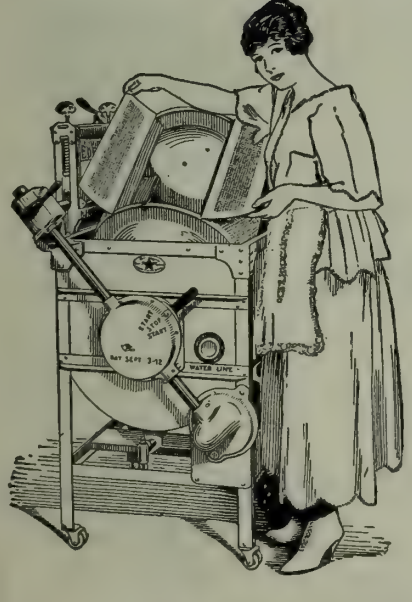
**Every Hardware Merchant in Western Canada should have these in stock.**

**The demand is assured. How is your supply? Better send us your order to-day.**

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## D. ACKLAND & SON, Limited

**WINNIPEG** ∴ **CALGARY**



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

The Eden

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

The Eden IS THE MACHINE FOR THE LIVE DEALER

## GREAT WEST ELECTRIC COMPANY, LTD.

WINNIPEG

*Distributors of LACO TUNGSTEN and NITRO LAMPS*




## HARDWARE DEALERS!

Five Minutes Concentration of Thought on Ash Sifters will convince you that the

# BANNER ASH SIFTERS

are superior and more satisfactory than other styles

First, the back-breaking shaking is eliminated. Easy rocker motion. All weight on ground. Sifts the cinders clean. Cannot clog. Convenient height. Sifts quickly. All parts made to fit tight. The No. 1 has a coarse and fine screen that saves extra fuel. Also an attached scuttle that closes in all dust in transferring. Can you conceive of more satisfactory ash sifters?

**The Burrowes Manufacturing Co., Toronto**

## ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of "The Economy Line"

**ECONOMY FOUNDRY CO., LTD.**

PORTAGE LA PRAIRIE, MAN.

## W. HARRIS & CO., Limited

MANUFACTURERS OF

# GLUES

Flake, Ground or Sheet

*Importers of*

## POTATO STARCH
## CORN DEXTRINE

*Your inquires solicited, giving name of your wholesale dealer*

**W. HARRIS & CO., Limited**

994 Danforth Ave. TORONTO, Can.

## CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

*Manufacturers of*

**BAR IRON and STEEL:** Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

1869 1919

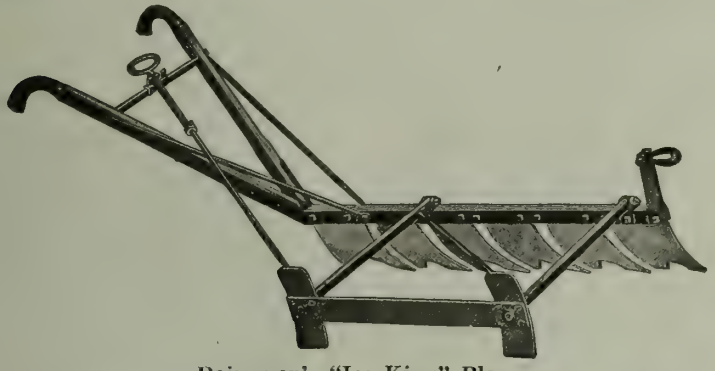
Golden Jubilee

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*

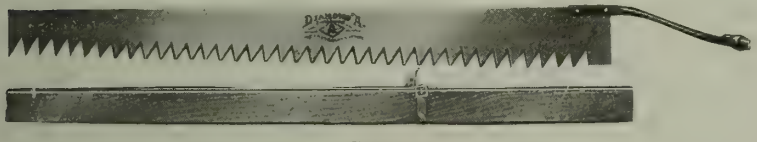
# Gifford-Wood Ice Tools

**Eighty-five years of practical experience and constant attention to details in manufacture have resulted in a constant development of this line. Every tool is perfect when leaving the factory. Made of high-grade materials only.**



**Dairymen's "Ice King" Plow**

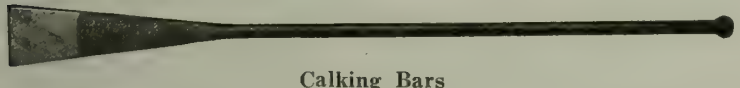
No. 315—8-inch Ice King, 5 cutting teeth and clearing tooth, with 22-in. non-adjustable swing guide, weight each 155 lbs.



**Saws**

**No. 21. With Wrought Iron and Beechwood Handles**

In 5-foot length and 17 lb. weight. Also furnished in wood cases with leather strap.



**Calking Bars**

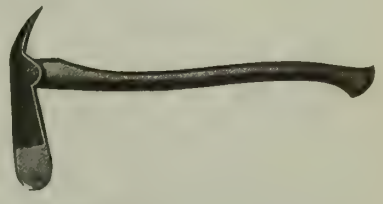
No. 457—Length 4 ft. 3 in., blade 14 x 4¾ in., hollow handle 1 in. diameter, weight each 8 lbs. Used to calk the ends of the grooves on the field and on the floats before they are detached, with the chips made in grooving, in order to prevent the water from running in and freezing up the grooves.



**Floor Levelers**

No. 470½—Length of teeth 12 in., cutting width, 9 in., weight each 15 lbs.

This floor leveler is adapted for rapid work on ice where a large amount of leveling is required. Its weight and construction give it a facility for heavy work that is not equalled by any other tool.



**Philadelphia Hook Ice Axes**

No. 611—Handle 28 in., blade 7½ x 2⅞ in., weight per dozen complete, 48 lbs.



**Pole Grapples**

No. 433—Steel, with handle, drop 8 in., weight each 13 lbs.



No. 540 No. 542

**Hand Tongs**

No. 540—Boston pattern, solid handles, span 26 in., weight per dozen pairs, 62 lbs.

No. 542—Boston pattern, extra hollow handles, span 13 in., weight per doz. pairs, 32 lbs.

**The J. H. Ashdown Hardware Co., Limited**

Calgary WINNIPEG Saskatoon

# THE BUYERS' GUIDE

*ly what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also he advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising con'ract.*

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

# Barrett Fast Selling Specialties for Farm and Home Trade

ON this page you will find brief descriptions of several popular Barrett Specialties. They are all fast sellers. If you don't carry all four of them you are overlooking good sales opportunities.

The name "Barrett" is recognized everywhere as standing for quality, and when you sell a customer these Specialties you can do so with the knowledge that they will give satisfaction.

We mention below some of the main selling points of each. Read them over. Perhaps you can sell *more* by suggesting the different uses to your customers.

## Barrett ELASTIGUM

### For Repairing Leaks Everywhere




BARRETT Elastigum is an elastic, waterproof plastic cement that spreads freely and adheres tenaciously to wood, metal, stone, brick or concrete. It can be used on wet or dry work and is always ready, without heating or mixing. It dries slowly, and makes a permanent, elastic joint that will not crack or pull away, but always remains tight, in the hottest or coldest weather. Applied with a trowel.

Used as a damp-course under sills or wall plates, it prevents seepage and protects the wood work. As a water-tight cement for cellars, party walls, cisterns and structures of brick, stone or concrete it has no equal. Used also in place of putty for glazing, stopping cracks, stuffing cornices, building up "plastic" slate roofs, and as a stopping or cement for flashings, which it renders permanently waterproof as no other cement can do.

Put up in airtight cans of 5 lbs.; also in drums and barrels; 1 lb. tins, 5 lb. kegs, 25 lb. kegs, 100 lb. kegs, half barrels and barrels about 600 lbs.

## CREONOID

### LICE DESTROYER AND COW SPRAY

BARRETT Creonoid protects live stock. It is an up-to-date, antiseptic preparation made from coal-tar, the source of so many of the wonderful modern remedies.

Effective for spraying cattle, horses, hogs and disinfecting chicken houses and stables against lice, vermin, flies, etc.

Remind your customers that Creonoid is cheap enough to use freely. Tell them to spray their larger animals often, and to paint or spray all perches, stalls, floors, walls, etc., in hen roosts, barns, pig pens and stables. They will soon see the difference in egg and milk production and in the health of their animals.

Put up in airtight cans of 1, 5 and 10 gallons, and in barrels and half barrels.

## Everjet Elastic Paint

### Protects Exposed Surfaces

BARRETT Everjet Elastic Carbon Paint is a tough, elastic glossy-black, carbon paint of wonderful durability; a paint that will add years of service to exposed surfaces—metal, wood, brick, concrete, etc. It is proof against all weather influences and acids, gases, steam vapors, etc.

For lengthening the life of steel or iron work, farm machinery and implements, metal roofings, in short, for any metal surface whatsoever—Everjet is unequalled. It will not blister or crack off, but forms a perfect elastic coating which expands and contracts with the metal under any variation of tem perature.

Put up in airtight cans of 1 gallon (12 cans to a case) and 5 and 10 gallons. Also in barrels of 40 gallons and in half barrels.




BARRETT'S Everlastic Roofing Cement is a black bituminous compound manufactured expressly to resurface old or worn out Prepared and Rubber Roofings of all kinds; there is a wonderful field for this product for this class of work. It is about the consistency of molasses and is liquid under ordinary weather conditions. IT IS ABSOLUTELY IMPERVIOUS TO MOISTURE AND CAN BE USED IN ANY CLIMATE, IT ALSO RESISTS EFFECTIVELY THE ACTION OF ACIDS, ALKALIES, VAPORS, ETC.

Made up in 1 pint cans (cases of two dozen), 1 gallon lithographed cans (cases of one dozen), 2, 5, 10 gallon wood jacketed cans, barrels and half-barrels.

TRADE B MARK

The Barrett Company LIMITED

MONTREAL TORONTO

WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

TRADE B MARK

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co. Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

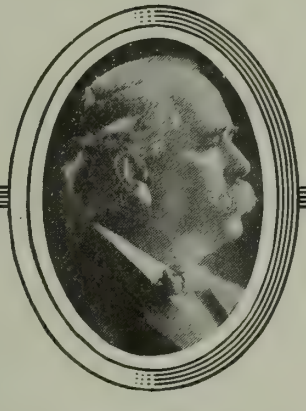
**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

# THERE ARE NO SUBSTITUTES FOR DAIRY FOODS

*P.M. Sharples*



The above slogan appearing in every advertisement of the Sharples Separator Company is the slogan of every North American dairyman.

For nearly forty years, Sharples has been identified with the North American dairy industry and at all times has been fighting for the ideals of the North American Dairyman.

For nearly forty years the Sharples dairy machines have been the standard for North American dairymen. Dealers identified with the Sharples institution realize the value of this Sharples goodwill.

THE SHARPLES SEPARATOR CO., West Chester, Pa.

TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N.B. J. Clark & Son, Fredericton, N.B.

*Distributors through all their Branches*

# THE BUYERS' GUIDE

Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Talmont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

**The Steel Co. of Canada, Ltd., Hamilton, Ont.**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates. Basket Grates.**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
The Hessco Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal,

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.

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**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Ullith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Coleuhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.

**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

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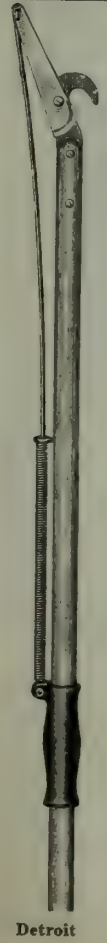
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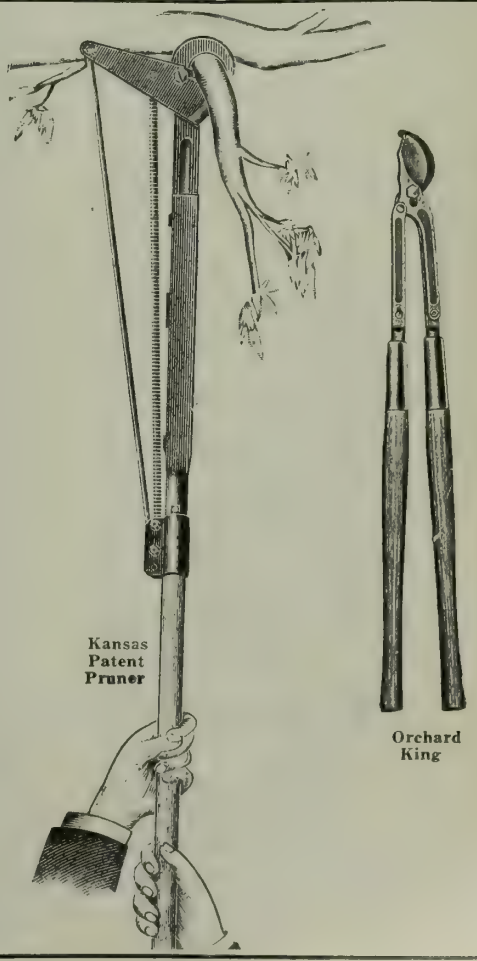
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Orchard King

# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Int Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co. Montreal, Que.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 160 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaner**
The Chamberlain Desotvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville
R. McDougall Co., Ltd., Galt. , Ont.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tw ed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for P aints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd.
The Smart-Turner Machine Co., , Inc., Toronto. Ont.
The Hamilton Motor Works, Ltd , Ltd., Hamilton,
, Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can.
Gilbert & Barker Mfg. Co., Ltd., Inc., Toronto. , Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd , Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuri**
Gilbert & Barker ng
**Pumps, Semi-rota** Mfg. Co., Springfield, Mass.
The Hamilton M y
**Pumps, Gasoline** tor Works, Ltd., Hamilton, Ont.
Gilbert & Bar
**Pump Oilers** er Mfg. Co., Springfield, Mass.
Cannon Oile

**Punches, C** Co., Keithsburg, Ill.
Goodell-Pr ntre Drive, etc.
North B att Co., Greenfield, Mass.
Mayhew Mfg. Co., Philadelphia, Pa.
Stanley Steel Products, Inc., New York.
Whitm Rule & Level Co., New Britain, Conn.
**Punch** an & Barnes Mfg. Co., St. Catharines, Ont.
Bri es, Ticket

**Put** geport Hdwe. Mfg. Corp., Bridgeport, Conn.
P y
andram-Henderson, Montreal.
A. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto. Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toro ato.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, ng.
Caverhill, Learmont & Co., Montre al.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Mon real.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York

**Reamers**
Pratt & Whitney Co. of anada, Ltd., Dundas.
Butterfield & Co., Rock land, Que.
Whitman & Barnes Mfg. o., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Gre enfield, Mass.
Whitman & Barnes M g. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking**
The Musical Mer Machine chandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidso a Mfg. Co., Ltd., Montreal.
Sanderson-Ha rold Co., Ltd., Paris, Ont.
Soren Bros. Toronto.

**Refrigerato r Drip Pans**
E. B. E dy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canad Foundries & Forgings, Brockville.
Enter prise Mfg. Co., Sackville, N.B.
A. F L Power Furnace Co., Toronto.
Jas Stewart Mfg. Co., Woodstock, Ont.
Tu tle & Bailey, Bridgeburg, Ont.

**Ri vets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton,

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal. Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zrwl Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton.

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesteman & Co., Ltd., Sheffield, Eng.
L. S. Starret Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.




# Elephant White Lead

Truly, this is Canada's favorite. For many years it has held first place because of its unchanging quality.

Every pound of genuine Elephant White Lead that leaves our factory bears the government stamp of purity. Its snowy whiteness and smoothness of texture have made it the popular choice of the painter.

## The CANADA PAINT Line

consists of a perfect finish for every surface—Paints, varnishes, stains, enamels, oils, dry colors, insecticides, etc., etc.

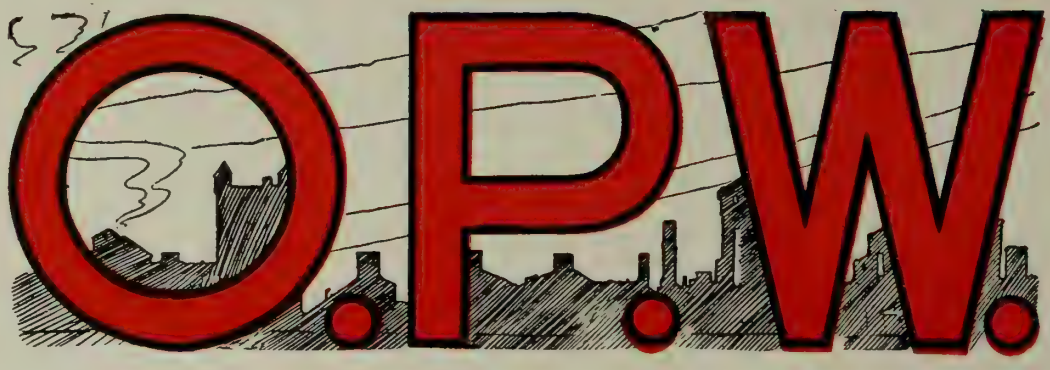
To sell the C. P. line means to increase sales. It is the line of least resistance. It is the line that leads to an expansion of business.

**The**

## Canada Paint Co., Limited

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Presto Patch Co., Toronto, Ont.
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The Northland Ski Mfg. Co., St. Paul, Minn.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto.

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Toronto.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinsinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valves, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes—Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Doucall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Vehicles, Business**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

**Veneer Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vermin Exterminator**
The Common Sense Mfg. Co., Toronto.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H., Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
Beauchamp & Co., J. E., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
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**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
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**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
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**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whips**
J. E. Beauchamp & Co., Montreal, Que.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's, Ltd., Collingwood, Ont.

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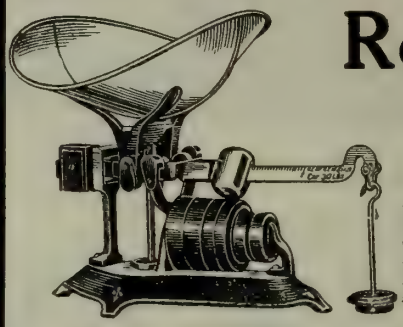
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**"Many Businesses Wrecked by Details"**
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McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
Hobbs Mfg. Co., Montreal, Que.

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wipers**
Scythes & Co., Ltd., Toronto, Ont.

**Windlasses**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
C. H. Johnson & Sons, Montreal, Que.

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

**Wire, Hay**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

**Wire, Oiled and Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

**Wire Mats**
B. Greening Wire Cloth Co., Ltd., Hamilton.

**Wire, Tinned**
The Graham Nail Works, Toronto.

**Wireworks of all kinds**
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wire Wheels**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wire Window Guards**
C. H. Johnson & Sons, Montreal, Que.

**Wrapping Paper**
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

**Wrenches and Accessories**
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Wrought Nipples**
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

**Wringers, Hand and Power**
Spielman Agencies, Montreal.

**Wrought Couplings**
Canadian Tube & Iron Co., Ltd., Montreal.

**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

**Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

**Yoke Ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Zinc, Bar**
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Zinc, Sheet**
B. & S. H Thompson & Co., Ltd., Montreal, Que.



*The illustration shows a busy spot along the Montreal waterfront and a number of ocean liners loading and unloading.*

# Canada Doing Things in a Big Way

## Filling Orders for Goods From All Parts of the World and Inquiries for More Pour in With Every Mail — Factories Equipped With Most Modern Machinery— Exports Showing Enormous Increases

THE people of Canada has shown their aptitude for doing things in a big way, not only in war, but in peace times as well. Almost a year has rolled around now since the signing of the armistice. Factories all over Canada which a few short months ago were working night and day to supply the boys on the firing line, were quickly converted into hives of peace-time activity and the wheels set humming to supply the needs of a world facing the greatest shortage of commodities ever known.

Canada, richer perhaps in undeveloped natural resources than any other country on the globe, has worked as hard as ever. The Dominion's war efforts won the admiration of the world. In the last few months the world has learned that Canada is a good place to turn to for supplies, and Canadians have been kept busy filling the orders that have come in thousands with every incoming mail.

### A Thrifty People

Canadians have been able to show results because they are not only an enthusiastic people, but have gone about things in a business-like way. They have so managed affairs that a splendid war effort in Europe has gone hand-in-hand with prosperity at home. On every side factories have doubled and trebled their capacity, built larger buildings and installed the most modern equipment. It might have been expected that with the advent of peace the output would diminish appreciably. This has not been the case. While the demand for war materials and supplies fell off, it was almost immediately replaced by the calls of a merchandise-hungry world. And Canada has responded. Not only her factories but her army of workers on the farms, in the mines, in the forests and from coast to coast, have worked as hard as ever, and merchants and business men all over the world have learned that Canada is a good nation with which to trade.

### Canada Continuing

Canada is continuing to do things in a big way. Realizing that the war devastated countries of Europe needed commodities as never before and were temporarily without means of paying for them, the Canadian authorities got busy. The credits granted up to the present time approximate $110,000,000.

Of the total amount, $25,000,000 each has been set aside for Roumania, Greece, France and Belgium, and the balance was allotted to Italy for the purchase of frozen beef. Italy has used up the entire amount allotted to her. Belgium has used her allocation to the extent of $1,008,021.68, and Roumania up to $5,053,656.42.

### Send Your Inquiries

Firms in any part of the world will find Canadian houses good houses to get acquainted with and to trade with. In this issue of HARDWARE AND METAL will be found the advertisements of a large number of firms who will welcome inquiries regarding the goods they have to offer, and will be pleased to furnish prices and full information. Merchants in distant lands who are interested, will find that it will pay them to write promptly and get in touch with these firms and establish a connection that will be mutually profitable.

### Export Figures

Just how splendidly Canadian trade is being maintained may be gathered from the following figures. The last available official figures are up to the end of August, and the amounts, taking in only domestic goods and not those imported and re-exported for foreign account, since the signing of the armistice, are as follows:

| 1918. | Exports. | Imports. | Excess of exports |
|---|---|---|---|
| Nov. | $119,161,003 | $73,090,048 | $46,070,955 |
| Dec. | 107,474,401 | 73,341,265 | 34,133,136 |
| 1919. | | | |
| Jan. | 116,358,387 | 73,749,397 | 42,608,990 |
| Feb. | 82,899,483 | 64,117,126 | 18,782,357 |
| Mar. | 91,152,361 | 71,749,569 | 19,402,792 |
| Apr. | 64,489,159 | 54,255,219 | 10,233,940 |
| May | 92,258,687 | 71,344,816 | 20,913,871 |
| June | 87,348,952 | 75,015,479 | 12,333,473 |
| July | 113,787,099 | 84,281,499 | 29,505,600 |
| Aug. | 116,564,792 | 81,357,485 | 35,207,507 |

### A Big Percentage

Agricultural products, mainly foods, still show the largest total, although they are followed closely by animals and animal products. Together they give a total for products of the farm equal to about 60 per cent. of the total domestic exports of the Dominion.

Following agricultural exports in the order named, come products of the pulp and paper and lumbering industry, or products of the forest; products of the iron and steel industry; ores, metals

and metal manufactures other than those made from iron and steel; the textiles, fibres and textile products, non-metallic minerals, products, etc.

At the Commercial Intelligence branch of the Trade and Commerce Department at Ottawa they will tell you that they are flooded with inquiries from people anxious to trade with Canada. There were many during the war, but it was hard often to take advantage of them. Shipping space for private individuals was scarce, but this situation has steadily improved and now every outgoing boat carries a cargo of Canadian goods.

A great business has arisen. In one case a tool manufacturer informed the department that, as a result of connections made through the department he had developed an export trade which now amounts to two-thirds of his whole business. Another company got orders for wire amounting to over half a million dollars.

One of the smaller Canadian rubber manufacturers got an inquiry from China during war time for goods in his line. He talked the matter over with his partner, and both were inclined to regard it as somewhat of a joke; but they took a chance. They got this order from China, with repeats, and developed a large import and export business, going into other foreign countries as well. A firm dealing in minerals in Montreal got orders in three months for over three hundred and fifty thousand dollars' worth of goods.

A Canadian firm is sending goods to Italy, the Argentine and other foreign lands where it would seem foolish to think that a trade could be built up from Canada; but one of the beauties of trade is that its possibilities are endless. It would scarcely seem possible, for example, that sausage casings from Montreal are being shipped all over the world; but they are. The "raw material" is imported from Australia and this firm has four establishments of its own in that country.

During the past two months there have been nine Canadian Trade Commissioners from different parts of the world going over the ground in Canada. Among them were such well-known men as B. S. Webb, from the Argentine; D. H. Ross, from Australia; W. A. Beddoe, New Zealand; J. W. Ross, China; W. J. Egan, South Africa; J. E. Ray, Manchester; Major G. B. Johnson (lately from Japan, bound for Brazil); H. R. Poussette, who before the war was in the Argentine, and is going on a special trip to China, Japan and Siberia.

Messrs. D. H. Ross and W. J. Egan are now travelling in Ontario. They have visited the Maritime Provinces and Quebec, calling on the manufacturers to get acquainted and to acquaint them with conditions in their own trade domains. When they complete their work here they will go to the Pacific coast, and eventually take ship back to the countries to which they are "accredited." There has been a great and encouraging interest shown by the manufacturers in their visits.

The Canadian Commercial Intelligence branch has received about three times as many inquiries in 1919 to date as in the whole of 1918, for addresses and other information. They are coming from all classes of manufacturers. A good many manufacturers are sending out travellers, and letters of introduction are constantly being asked for from the department.

The banks have been taking an interest in securing information from the department of Trade and Commerce. This is of importance, as the extent of our export trade depends very largely on the willingness of the banks to finance it.

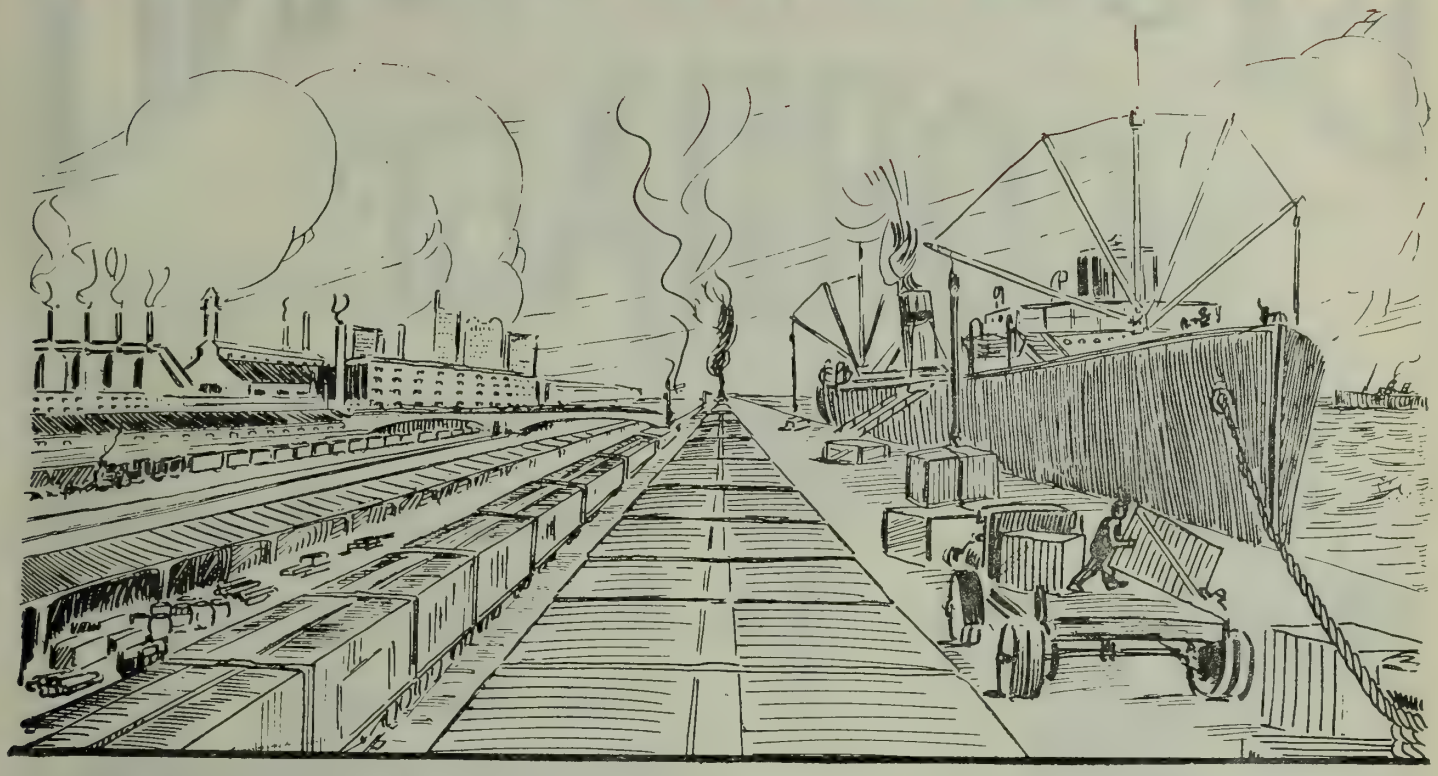
Moving pictures of Canadian scenes and Canadian trade processes are now being shown in the United Kingdom, France, Greece, Australia, New Zealand and South Africa. The titles of the pictures and "scenario" are being translated into Spanish with a view to use in South America. They have also been translated into Russian. The pictures are also being shown in the United States, and eventually will be familiar to movie fans all over the world.

An interesting sidelight in connection with the way Canadians are going after business is shown by the fact that the authorities have received requests from thirty to forty individuals or companies of soldiers or officers who are anxious to put to use the knowledge they gained in fighting the Hun. They think they can beat him at the trade war also. They represent a previous business experience of a wide nature from bankers to broom-makers, from bridge-builders to candy-makers. There is a wealth of experience and ability available there. The majority of them speak French and English, and frequently several other languages. Here are our commercial missionaries, well equipped and ready to go into any part of the world and boost Canadian trade.



*No country in the world has such unlimited waterpowers as Canada. The illustration shows one of the many big plants in which cheap power is obtained by harnessing the current of a river.*

# The CANADA METAL Co Limited



HARRIS
HEAVY PRESSURE
MAINTAINS
ITS
SUPREMACY
AS THE BEST
BABBITT METAL
FOR ALL
GENERAL MACHINERY
BEARINGS




WE SOLICIT
ENQUIRIES FOR EXPORT
OF
HARRIS
HEAVY PRESSURE
AND
CAN SHIP PROMPTLY
FROM
TORONTO
MONTREAL OR VANCOUVER

## Harris Metals

For Domestic or Export use, Harris Heavy Pressure has no superior. It wins first place for efficiency wherever good bearing metal is needed. Harris Heavy Pressure, "The Babbitt Metal Without a Fault" "goes the round of the sun" and is in demand wherever smooth, cool bearing surfaces are needed.

**Our Babbitt Metals satisfy customers and build lasting trade.**

ESTABLISHED OVER THIRTY FIVE YEARS

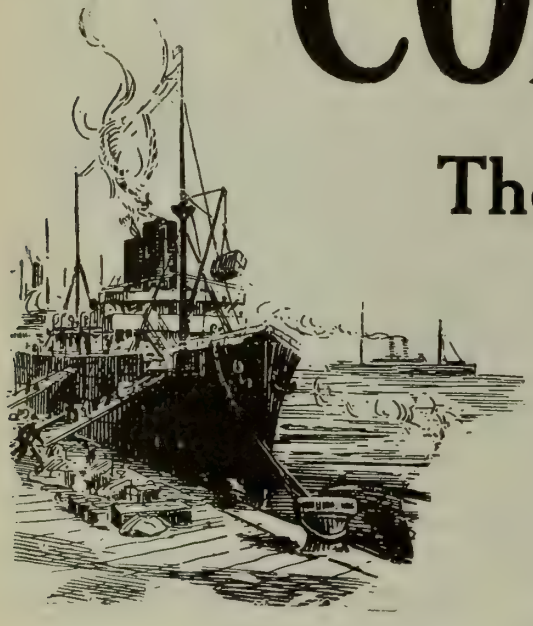
**Write for information.**

## The Canada Metal Company Limited

TORONTO CANADA

HAMILTON MONTREAL WINNIPEG VANCOUVER

# LION BRAND CORDAGE



## The Close of Navigation Will Stimulate Sales for *Lion Brand Cordage*— Be Ready!

Take up the cordage problem with our nearest agent and be ready for the demand that always comes with the close of navigation.

The cordage for all purposes and made in Canada too.

"COAST TO COAST SERVICE"

**Consumers Cordage Co.**
Limited
**Mills at Montreal and Halifax**

Branches and Stocks
**St. John, N.B. and Toronto**

Agents and Stocks
**TEES & PERSSE, Limited**
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSETT & CO. - QUEBEC
MACGOWAN & CO., VANCOUVER

THE TRADITIONAL TRADE MARK



The Name

# ENTERPRISE

***ON A STOVE---like the hall-mark on sterling silver---denotes BEST QUALITY and ABSOLUTE RELIABILITY***

The

## Enterprise Empire

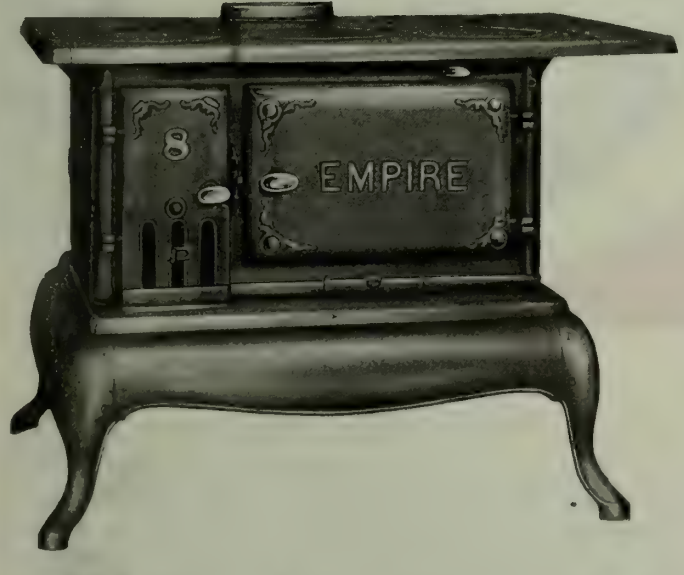
cast iron range was **Specially Made for Export.**

It has proven entirely satisfactory wherever introduced, either at home or abroad, and is a really good stove at a low price.




**Made in Three Sizes and Various Styles.**

**No. 6 has five 6″ covers and an oven 11″ wide.**
**No. 7 has five 7″ covers and an oven 13″ wide.**
**No. 8 has five 8″ covers and an oven 15″ wide.**




Our foundry is one of the most modern and best equipped in the British Empire and our large production insures prompt shipment. Our geographical position on the seaboard of Eastern Canada, near the open-all-year ports of St. John and Halifax, provides facilities for shipment and distribution which are unequalled.

## Write for Special Export Catalogue A

**Showing Our Full Line of Special Export Stoves**

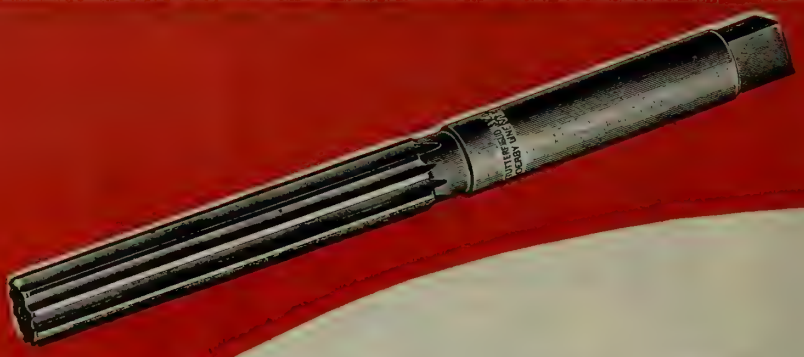
## The Enterprise Foundry Company

***Makers of High Grade Stoves, Ranges, Furnaces and Fireplace Fittings***

**Head Office and Factory:** SACKVILLE, N.B., CANADA

***Distributing Points:***
MONTREAL TORONTO WINNIPEG VANCOUVER

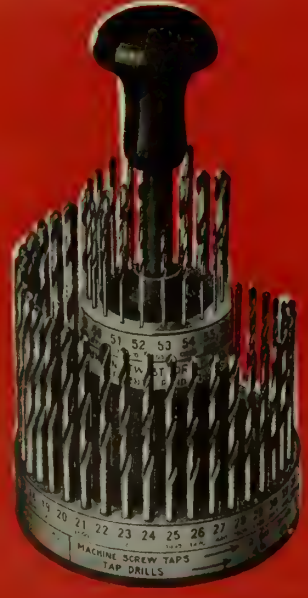


# BUTTERFIELD





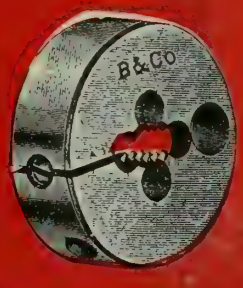

Carbon and High Speed Twist Drills, Milling Cutters, Taps, Dies and Reamers of Butterfield make are the best available for domestic or export use; because, being foremost in design and backed by 35 years' successful experience,

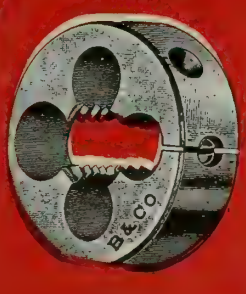
**Butterfield & Company, Inc.**












they are unequalled in tools to-day. It pays to sell them.

Your name and address on a post card to-day will bring you success and the Butterfield catalog.

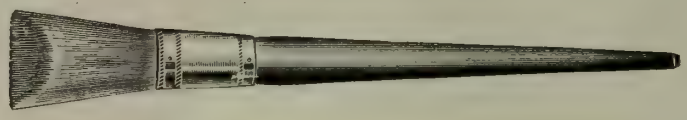
## Rock Island, Quebec, Canada



# Meakins Brushes

## Mean Turnovers That Count






Meakins Brushes sell because there is a brush for every customer's requirements. No time lost inducing them to take something in place of what they want.

With the Meakins you not only have what is called for, but perfect of its kind —perfect material, perfect workmanship and perfect satisfaction.

They are profitable and the bristles stay in.






**Meakins & Sons, Limited**

**Hamilton, Ontario**

**Warehouses: Winnipeg, Toronto, London, Montreal**

# — KRIBS —



SIMPLICITY is the keyword in describing the Kribs Electric Washer.

The machine delights the eye — finish and superior construction are so apparent. Knowledge of its efficiency, however, increases the admiration of the customer.

Nothing to get out of order. A child can operate it.

All moving parts are protected. The machine is smooth running, there is no slamming or jarring effect when in operation. It washes the most delicate fabrics or the heavy blankets and bedding with equally pleasing results.

No need for an outlay of from $150 to $200 for an electric washer. This machine retails at a good profit for *less than* $100.

Dealers not already in touch with this line should write to-day for information. Profit and satisfaction. Selling it is a pleasure.

The buyer becomes a booster.

## WM. A. KRIBS CO., LIMITED

HESPELER, ONTARIO

MAKERS OF FREIGHT-HANDLING TRUCKS OF ALL KINDS

# PINK'S Made in Canada
## LUMBERING TOOLS



**Pink's Lumbering Tools** are the standard of every Province of the Dominion, of New Zealand, Australia, etc. We manufacture all kinds of Lumbering Tools:—Peavys, Pike Poles, Cant Dogs, Hookaroons, Pickaroon, Boom Chains, Jammer Blocks, Loading Blocks,—in fact everything that is required in the Lumber Woods.

We supplied Pink's Lumbering Tools for the Forestry Battalions when overseas.

**Pink's Car Movers** are a line in which we take pride — they do their work powerfully and efficiently.

**We Solicit Export Business,** because we have a product that wins friends wherever it goes. To those in England, Scotland or elsewhere needing lumbering tools we can wish for no higher recommendation than that of the satisfied users of Canada, to whom we refer.

**Write for Catalogue.**

## Thomas Pink Company, Limited
### Pembroke, Ontario, Canada

*"In big demand*
*Preventing squeaks,*
*It fits your hand*
*And never leaks."*



# 250,000 For Export

In planning our 1920 output, 250,000 Clasco oilers are allotted for export to—

## Australia, New Zealand, South Africa and other British Possessions

Importers should get in touch with us quickly regarding their supply.

Prompt shipment, careful attention and profitable discounts.

**Say Clasco to your Jobber and sell the can with this mark on bottom.**

CLASCO

## Canadian Lamp & Stamping Co., Limited

*Manufacturers Clasco Motor Lamps, Clasco Tire Pumps, Clasco Oilers*

**Ford City, Ontario**

# Alabastine

Every wall needs a finish; it must be treated in some way. Paint, Kalsomine and Wallpaper have been tried with varying approaches to satisfaction.

Alabastine has proved the only satisfactory way and so has created a permanent trade.

Alabastine means profits and a permanent increase of business to the dealer. Wholesale prices are fixed and uniform retail prices protect you.

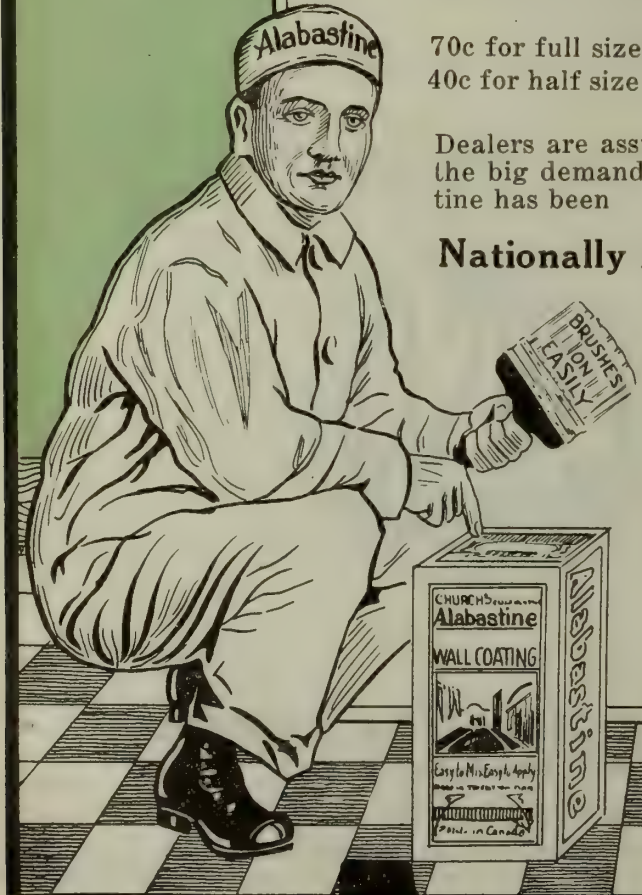
## Retail Prices, Tints and Whites

65c for full size pkg. } Ontario.
35c for half size pkg. } Maritime Provinces
British Columbia

70c for full size pkg. } Manitoba
40c for half size pkg. } Saskatchewan
Alberta

Dealers are assured of the maintenance of the big demand and sales because Alabastine has been

## Nationally Advertised 38 Years




**Alabastine Company**

Paris
Limited

Paris Ontario



*You can sell*

# Galt Couch Hammocks

## *Sales Have Increased 150%*

Sell them at prices your competitor can't touch. The sales increased 150% over 1918, and dealers handling them made good profits. If you missed it last year be prepared for 1920. Our salesmen are out now and will show the exclusive designs that pull big sales.

While labor conditions and supply of material are still difficult, *we guarantee deliveries as usual.*

## The Galt Robe Company

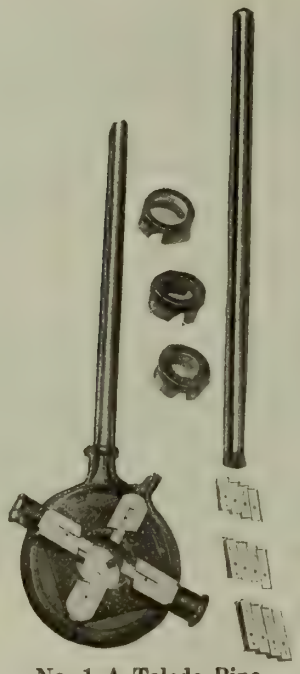
**Galt, Ontario**

# Jardine

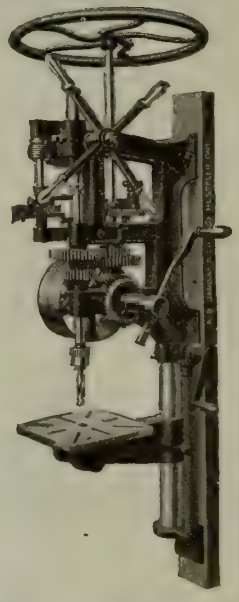
## *Machinists', Blacksmiths', Boiler Makers' and Pipe-Fitters' Tools*



Canadian Giant Power Hammer



No. 1 A Toledo Pipe Stock



No. 6. Hand and Power Drilling Machine



No. 3. Horse Shoer's Vise and Bolt Header

Jardine Tools are known and liked wherever there is a shop or a mechanic. The reason for this is sound; mechanics find that Jardine Tools serve their purposes efficiently.

Like efficient men, efficient tools are always in demand. The mechanic follows the tools—he becomes your customer if you stock Jardine's.

Every industrial plant in your locality, and its workmen, are your prospects for Jardine Tools.

Write for Catalog

## A. B. Jardine & Co., Limited

Hespeler, Ontario



Quebec Bridge, completed 1917.

# JAMIESON'S PAINT

## IS PROTECTING QUEBEC BRIDGE

FROM EVERY INCLEMENT WEATHER CONDITION.

ONLY QUALITY PAINTS WOULD STAND THE TEST THAT PRESENT WEATHER CONDITIONS IMPOSE.

Over two years ago, after the most exhaustive tests had been made which were spread over a period of four years, the board of engineers finally selected

## JAMIESON'S PAINT

## EXCLUSIVELY FOR THE FINAL COAT

## QUALITY ALWAYS WINS

CORRESPONDENCE INVITED

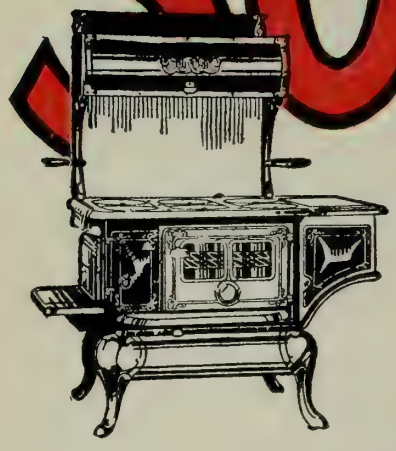
# R. C. JAMIESON & COMPANY, Limited

MONTREAL - CANADA

ESTABLISHED 1858

CALGARY Owning and Operating P. D. DODS & CO., LIMITED VANCOUVER

# SOUVENIR



## CAST IRON RANGE

## 23 Years Continuous Service

### *Read what one satisfied user says about his "Souvenir" and the test plan of buying*

The Hamilton Stove & Heater Co.,
Hamilton, Canada.

London, Canada, August 21, 1919.

Gentlemen:—This bit of Stove history may be of interest to you as successors to the firm that built our kitchen range:—

Some thirty-five years ago I brought into Canada a bright, active young English wife. Neither of us knew anything about a Canadian Kitchen range; we paid a big price to a big firm for one of their latest models; and for twelve years we had kitchen misery.

Then for about eighteen months I began a systematic enquiry among the dealers and then went to the homes of their customers and heard their private opinions after various terms of service:—The race narrowed down to two; with not a single user who was not well satisfied with either; with our minds prejudiced in favor of the rival of the Souvenir I decided to buy on a test plan and absolute guarantee; and with that plan approached all the dealers, and not one of the several competitors would entertain the test except the firm handling the Souvenir (A copy of contract enclosed).

We tried wood, coke, soft coal and hard coal; it made no difference, the Souvenir handled them all.

Instead of taking up 90 days' trial, we were fully satisfied in a month and paid in full $30.00.

On October 13th next, this range will have been 23 years in continuous service, and I would not take the original price for it to-day if offered. We have renewed nothing beyond the fire back bricks and the iron rest supporting same. It is also fitted to burn natural gas; this we did not try, because London has none.

In addition to our kitchen work, we heat a 30-gallon Soft Water Bathroom Tank upstairs some 25 feet away, and from which we get heat enough to protect the bathroom from frost during the winter months.

Our test plan of buying may have silenced timid rivals; but it gave us all we could desire, THE QUEEN OF KITCHEN RANGES, and almost a quarter of a century of kitchen range pleasure, and still going good as ever.

This range can be seen at my residence any time as proof of these statements.

Very sincerely and unsolicited,

(Signed) J. M. PARSONS,

379 Wellington St., London, Canada.

WM. WYATT & SONS

General Hardware, Stoves, etc.

Mr. John M. Parsons,
379 Wellington St.,
London, Ont. London, OCT. 13, 1896

Dear Sir:—We hereby guarantee the No. 9-20 Champion Souvenir Range, sold to Mr. John M. Parsons, 379 Wellington St., City, to be first class in material and properly put together, having no defects in workmanship, economic in fuel, will bake or roast, in a thorough manner, any article to be cooked in the oven. That the firepot will run five years, with renewal in case of failure, to be made at our expense, at such time of failure, and that after five years' use, when required we will replace or renew in a proper manner anywhere in the city, the firepot, at a cost not to exceed $1.50, and hereby give him three months' trial or less, to satisfy himself by tests, using wood and then coal, in order to make a thorough test in all lines of cooking, when if satisfactory, he agrees to accept the same and pay us the price agreed upon.

WM. WYATT & SON.



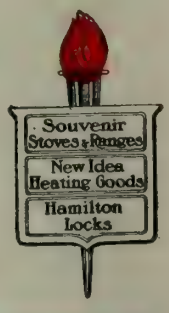

## The Hamilton Stove & Heater Co., Limited

*Successors to*

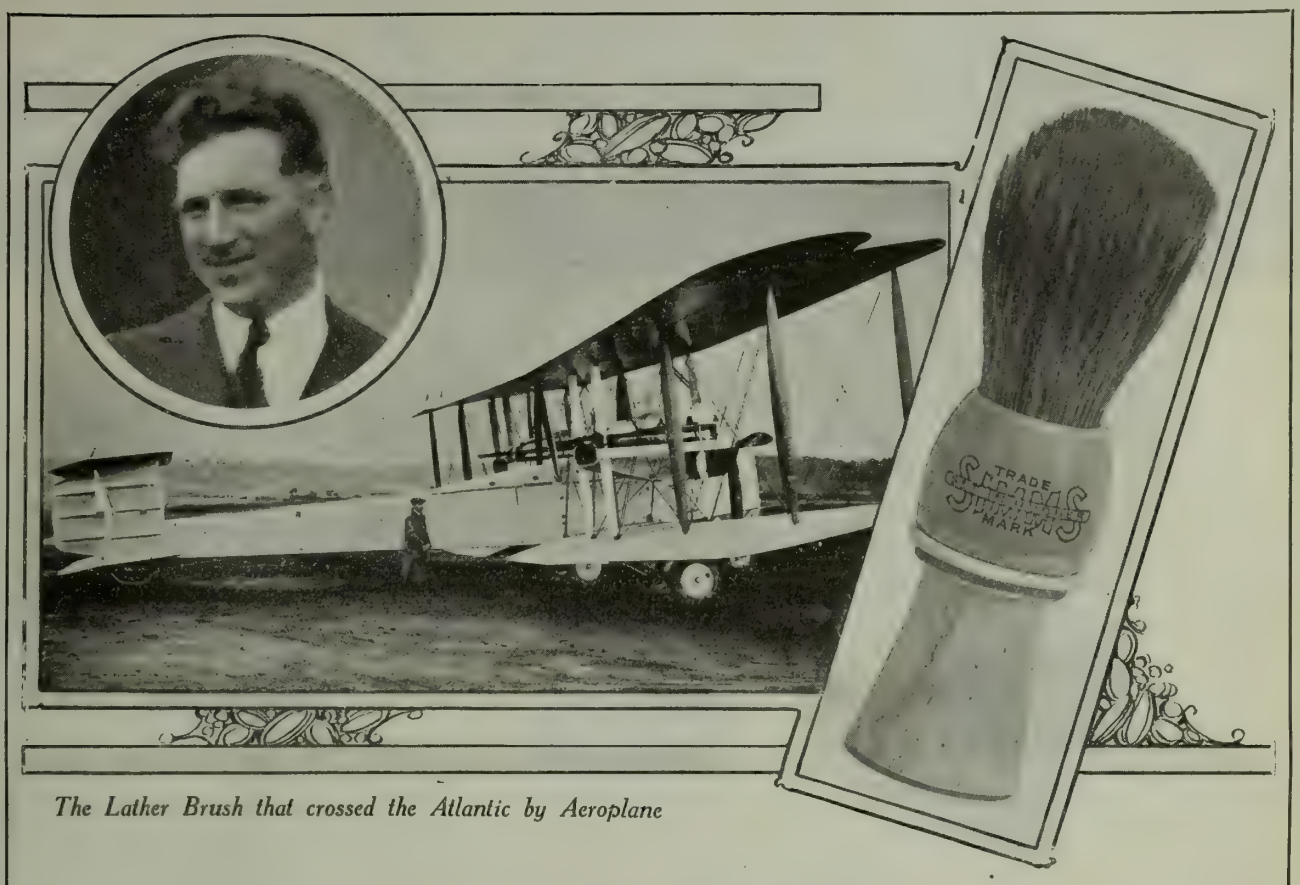
## Gurney, Tilden & Co., Limited

### Hamilton, Ontario

Vancouver Winnipeg Montreal




**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**




*The Lather Brush that crossed the Atlantic by Aeroplane*

# Pioneers Both

The famous Capt. Alcock, D.S.C., carried this SIMMS lather brush with him on the first non-stop flight across the Atlantic — from Newfoundland to Ireland — in June.

It was sent by Capt. Alcock as a souvenir of the flight, to W. J. McDonald, of T. S. Simms & Co., Ltd., St. John, N.B., accompanied by the following letter:—

37 Allison Road,
Acton, London W.

W. J. McDonald,
T. S. Simms & Co., Ltd.,
St. John, N.B.

Dear McDonald:—

Enclosed is shaving brush which I carried with me across. * * *

Yours, etc.,
J. ALCOCK

## CAPT. JOHN ALCOCK, D.S.C.

**the pioneer of trans-oceanic navigation**

**and**

TRADE
SIMMS
SET IN RUBBER
SIMMS
MARK

## Canada's Premier Lather Brush

**FIRST On Land - At Sea and IN THE AIR**

Canada's pioneer brush makers. SIMMS established the first brush factory in Canada—54 years ago.

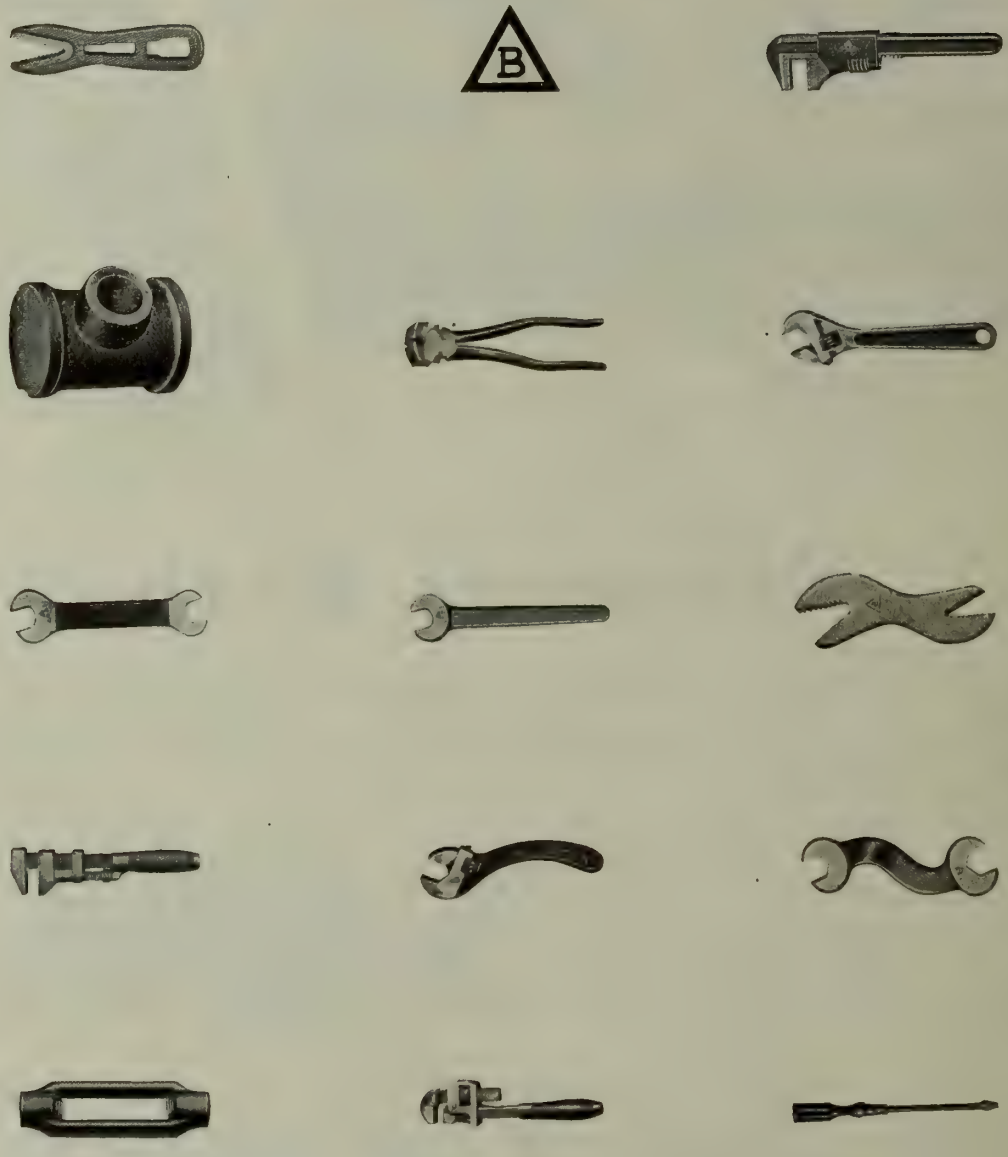
## T. S. SIMMS & CO., Limited

***Makers of Better Brushes for 54 years.***

ST. JOHN, N.B.

**Branches:** MONTREAL LONDON TORONTO

# CANADA FOUNDRIES & FORGINGS LIMITED




PRODUCED AT

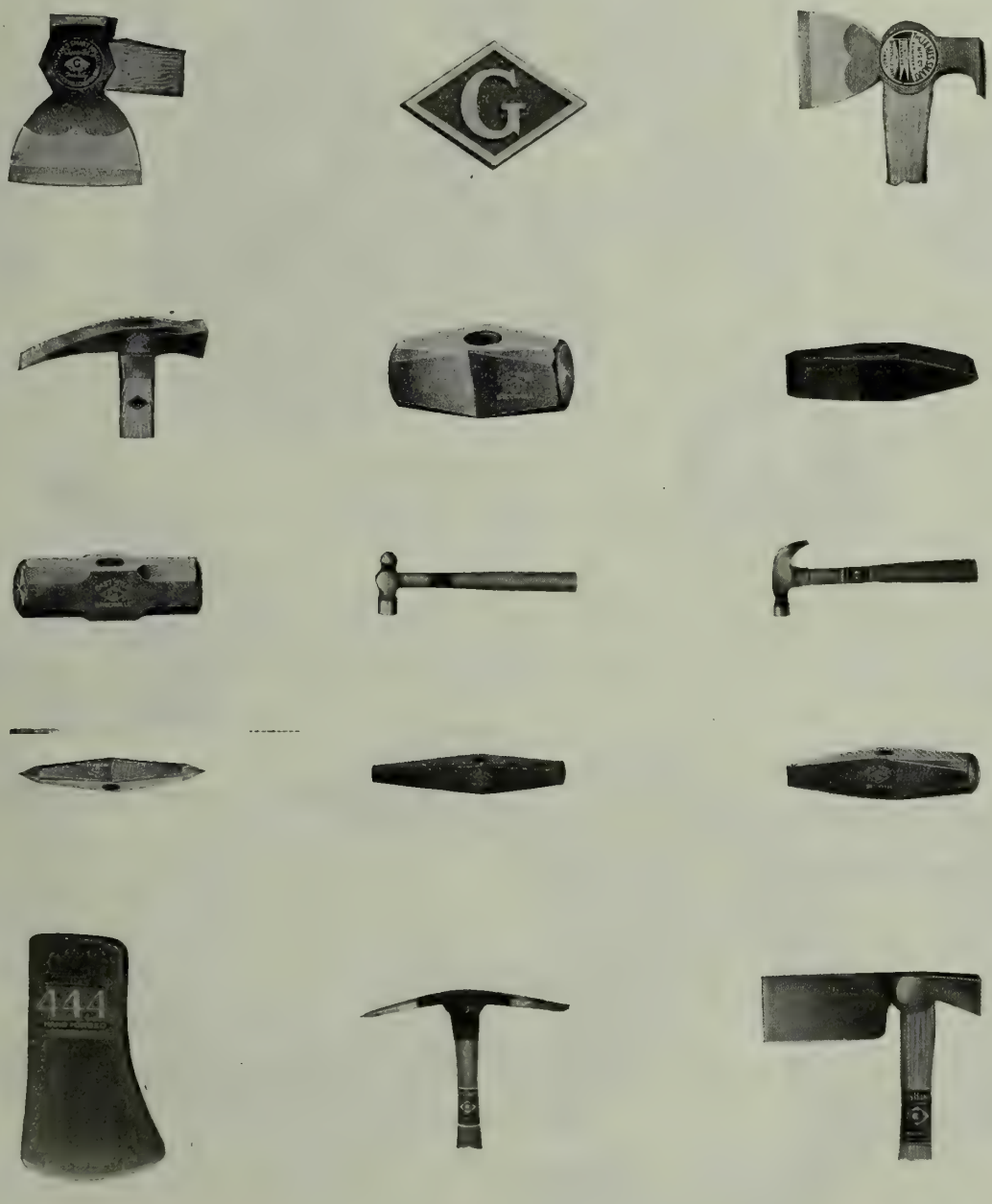
## CANADIAN BILLINGS & SPENCER PLANT

WELLAND, CANADA

CANADA

# FOUNDRIES & FORGINGS

LIMITED




PRODUCED AT

## JAMES SMART PLANT

BROCKVILLE, CANADA

# Wrico (Registered) Lines of Interest to



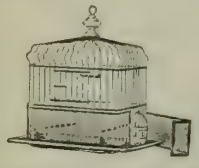
**No. 917, Machine Oiler**

Drawn from heavy steel, copper in and outside, burnished and lacquered, 5½-in. spout—packed one dozen in carton.



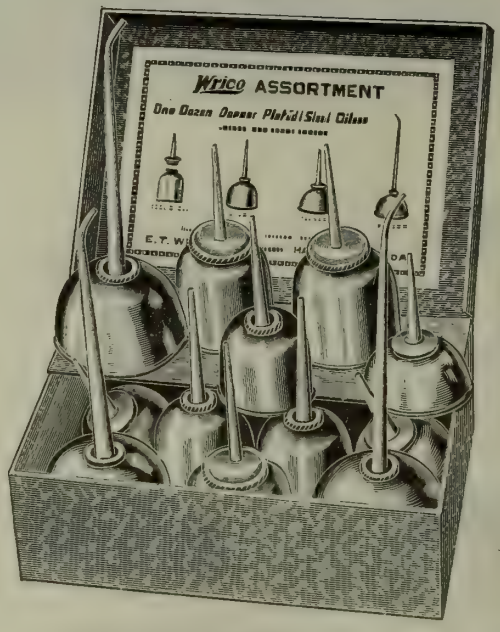
**No. 918L, Machine Oiler**

Drawn from heavy steel, coppered in and outside, burnished and lacquered, 5½-inch spout; one dozen in carton.



**Bird and Small Animal Cages**

All kinds, for all kinds of birds and small animals; shipped nested.




**"Wrico" Oiler Assortment**

Display box holds one dozen oilers in assorted sizes and styles, seamless one-piece bodies, spring steel bottoms, coppered in and outside.

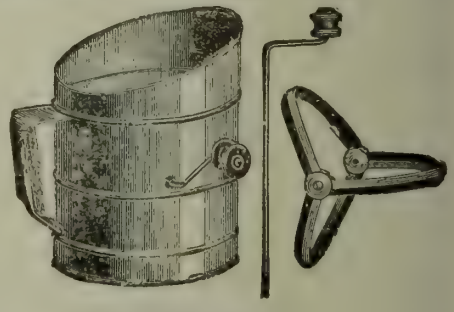
**Victor Flour Sifter**

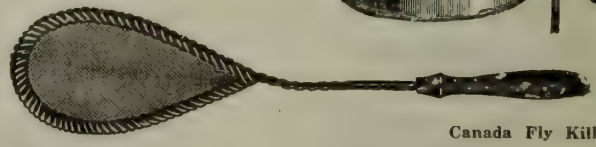
Tin reel, tin-rimmed basket, reel fits basket accurately, can be removed to clean, packed one dozen in carton, one gross in case.



**No. 705, Mowing Machine Oiler**

With large filler opening, oil may be poured in without using funnel and without spilling a drop, well-threaded spout; one dozen in carton.





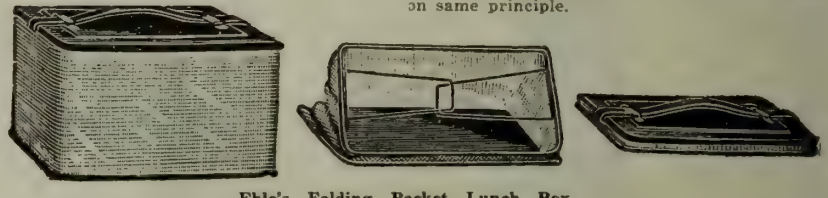
**Canada Fly Killer**

Kills but does not crush. Japanned wire cloth surface, secured firmly to oval frame of spring steel wire, edge neatly bound with soft corduroy velvet, wooden handle. Packed 1 dozen in box—1 gross in case. We also make the Ontario Fly Swat—a lower-priced article on same principle.



**"Niobe" Galvanized Pails**

Extra heavy, rimmed, blue bands, 1-inch ring and half-round handles, electric welded ears; shipped wired in one dozen bundle.



**Ehle's Folding Pocket Lunch Box**

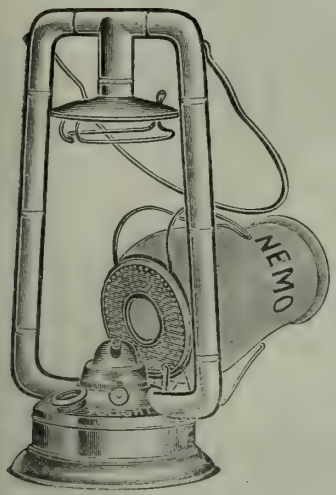
A cheap, convenient food carrier, made of rust-proof japanned metal top and bottom with sides of heavy black waterproof canvas. Strong web handle. Folds in compact space (1¼ inches thick). Parcelled 1 dozen in bundle, one gross in case; shipping weight 30 lbs. per gross.

## E. T. Wright Co., Limited

**HAMILTON, CANADA**

# the Export Trade

Wrico (Registered)



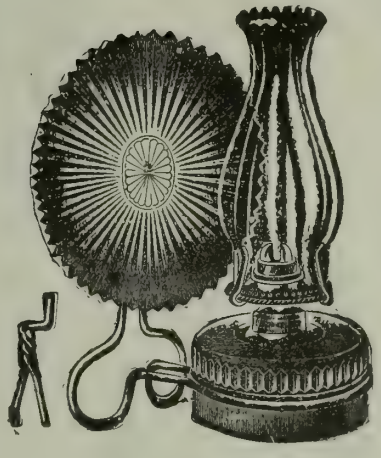

**"Nemo" Hot-blast Lantern**

Tubular, hinged, with break-proof globe clasps, locked burner cone. Packed one dozen in carton, 6 cartons to crate.



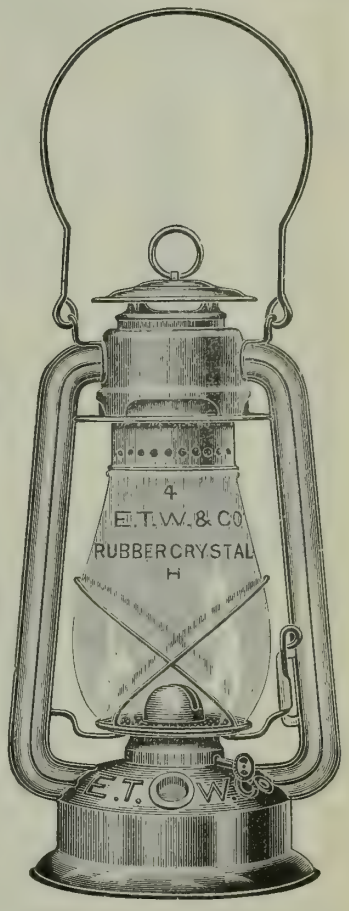

**Canuck Bread Mixer**

Mixes dough perpectly in 2½ minutes, much quicker and far better than by the old hand-kneading process. Made in 4 and 8 loaf sizes; well made and finished. Books of instruction and recipes with each mixer. Packed ½ doz. in wooden box; shipping weight, 4-loaf size, 55 lbs to case—8-loaf size, 63 lbs.



**"Jaxon" Bracket Lamp**

Bright corrugated tin, movable reflector, takes ordinary "B" font, "B" burner, "B" chimney, "B" wick; may be ordered with "A" collar, burner and wick. Chimneys not supplied unless ordered. Shipping weight per gross, 215 lbs.




**Wright's No. 4 Cold Blast Lantern**

For light-giving power and steady, long burning qualities it has never been equalled. Made in plain tin or japanned. Every lantern guaranteed. Packed ½ dozen in case.

## Place Orders Well in Advance

We advise the anticipation of your requirements and the placing of your orders well in advance and secure earliest possible delivery. Write for prices and further information.

**E. T. WRIGHT CO., LIMITED, Hamilton, Canada**




**"Comet" Hot-Blast Lantern**

Tubular, brilliant, handsome, strong dome well, inside lift, pressed tubes, plain or japanned, with or without dash attachment. "A" wick. One dozen in box; shipping weight, 30 lbs. to dozen.



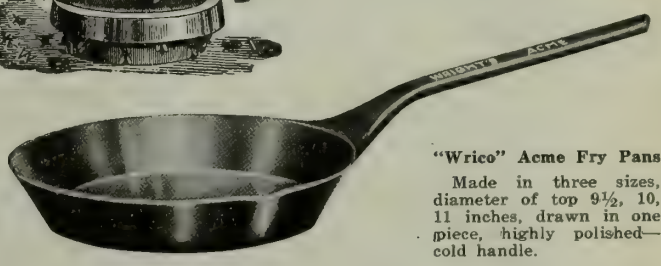
**Asbestos Stove Mats**

Made in two grades, light and heavy, for use on gas or coal stoves; made with ring or Alaska spiral wire handle; packed one dozen in cardboard box.



**"Balloon" Fly Trap**

"Always room for one more"—most desirable method of exterminating flies around the house. Nested 1 dozen in a carton; size of case 14½ x 12 x 6 inches. Shipping weight, 75 lbs. per gross.




**"Wrico" Acme Fry Pans**

Made in three sizes, diameter of top 9½, 10, 11 inches, drawn in one piece, highly polished—cold handle.

**British and Foreign Representatives:**

**Canadian United Manufacturers Agency, 12 Carterhouse Bldgs., Goswell Road, London, E.C.**
**Spence & Gerrard, 21 Forth St., Edinburgh, Scotland.**
**E. P. Gibbs, Port of Spain, Trinidad, B.W.I., and Guianas.**
**P. Heath & Co., Shanghai, China.**
**Dominion Exporters, Limited, Montreal, Que.—South Africa and Australia.**
**Export Association of Canada, Limited, Montreal—New Zealand.**
**Export Association of Canada, Limited, Montreal—France.**

# SEYMOUR

## SHEARS
## SCISSORS
## TINNER SNIPS














***Standard for nearly a century***

## STEEL LAID

Special Sheer Steel welded on forged frames makes the "SEYMOUR" cutting edge unsur. passed.

### SHEARS
STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

### SCISSORS
LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

### SNIPS
STRAIGHT
CURVED
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POCKET
DENTAL
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FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

**The Leading Wholesalers Will Supply You.**
**Ask Us to Mail Catalog.**

## HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:

Jas. Gerard Kerr, 401 St. Nicholas Bldg., Montreal

RAZORS
Proven Patterns
Large Selection



# "Challenge"

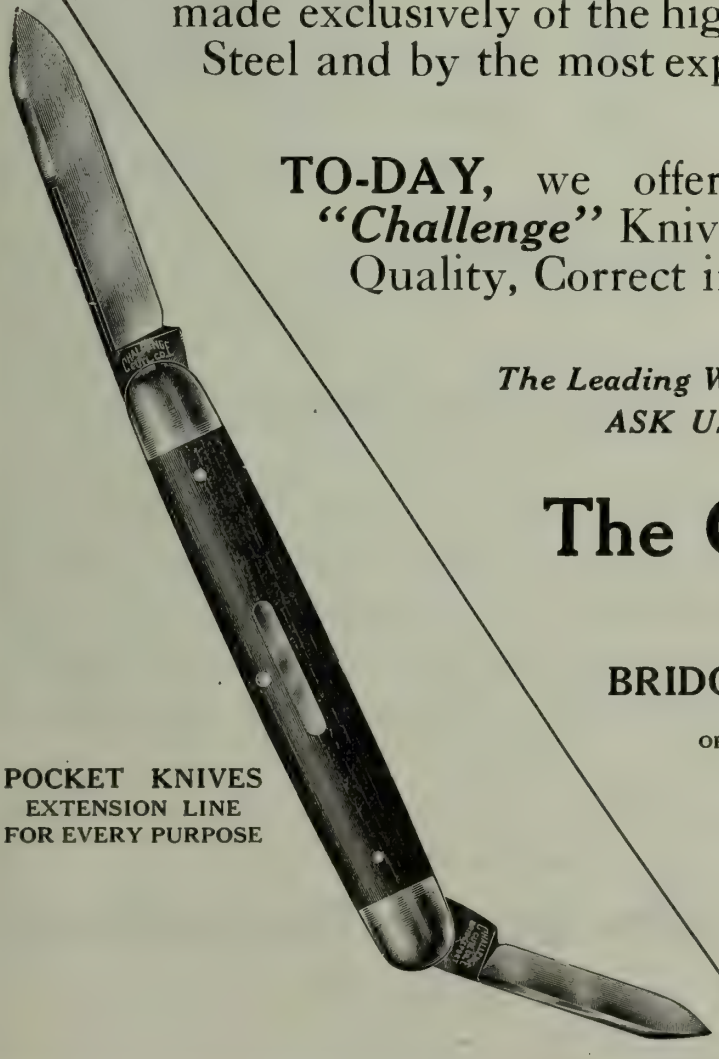
## POCKET KNIVES and RAZORS

**ONE HUNDRED** years ago the ***"Challenge"*** Trade Mark was copyrighted in Sheffield.

**EVER SINCE, *"Challenge"*** Cutlery has been made exclusively of the highest grade of English Steel and by the most expert workmanship.

**TO-DAY,** we offer a distinctive line of ***"Challenge"*** Knives and Razors, High in Quality, Correct in Finish and Design.

***The Leading Wholesalers Will Supply You.***
***ASK US TO MAIL CATALOG***



POCKET KNIVES
EXTENSION LINE
FOR EVERY PURPOSE

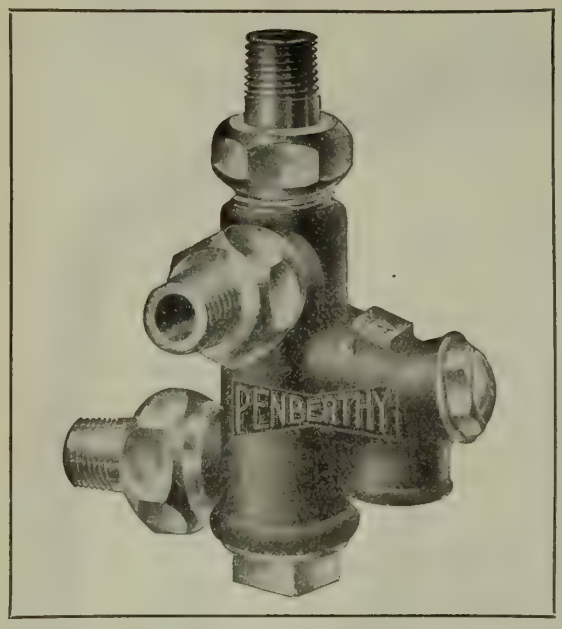
## The Challenge Cutlery Corporation

**BRIDGEPORT, CONN. U.S.A.**

OFFICE AND SALESROOMS,
106-110 LAFAYETTE STREET
NEW YORK, N.Y.

FACTORY:
BRIDGEPORT, CONN.

*Canadian Selling Agent:*
**JAS. GERARD KERR**
401 St. Nicholas Bldg. MONTREAL




The world's standard boiler feeder.

# PENBERTHY

## These high grade specialties are exported to all parts of the civilized world.

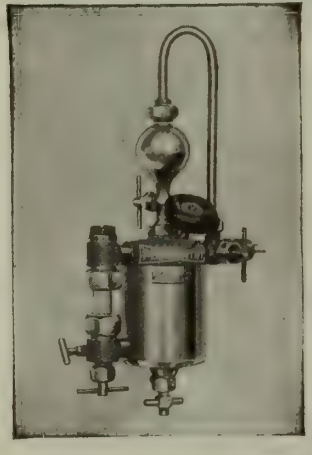


Syphon or steam jet pump for lifting or elevating liquids, etc.

We invite correspondence and requests for catalog from all parts of the British Empire.

## "Made in Canada"

POLAR



Sight feed lubricator.

Penberthy products represent the latest and most improved design and construction. They appeal to the foreign trade for this reason and also on account of the expert and careful workmanship given every article sent out.

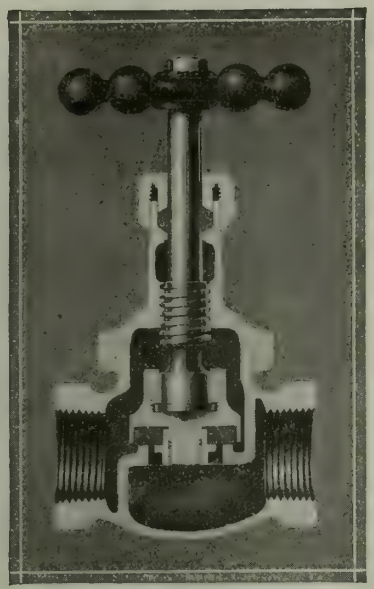
*Manufactured by*

**Penberthy Injector Co., Limited**

**WINDSOR, ONT.**

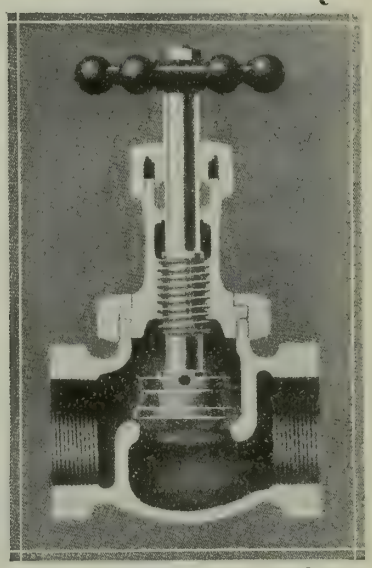
# PENBERTHY

## COMPODISK



Showing sectional view with the composition disc. Government approved for 175 lbs. pressure.

## REGRINDING



Showing sectional view with the metal disc. Government approved for 200 lbs. pressure.

***Made in Canada***

# THE EXPORT TRADE

Will find Penberthy valves specially suited for their trade for this reason:

They represent the most modern and best design in valve construction. Note our method of fastening bonnet to body of valve, via outside threads. It's Strong, Safe and Reliable.

All valves are made from best quality material. Pure ingot metal. Nothing else is permitted to go into their construction. The best obtainable trained mechanics are employed and the result is high class and superior workmanship and finish.

***We invite correspondence and requests for catalogs, etc., from any part of the British Empire.***

## Penberthy Injector Co., Limited

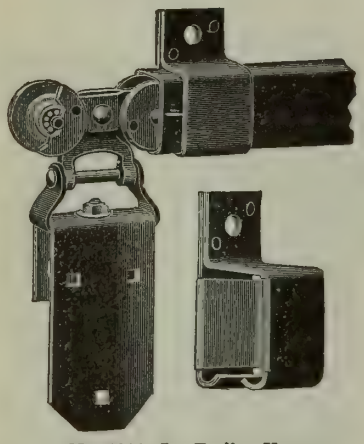
WINDSOR ONTARIO

# A Good Door Hanger Assortment

## For Up-to-Date Dealers

## HANGERS THAT IT PAYS TO SELL

**Every Pair Guaranteed**



No. 1914, Sq. Trolley Hanger with No. 1915 Sq. Trolley Track

For Garage Factory Warehouse or Barn

1915 Trolley Track with the round running bed.



End View

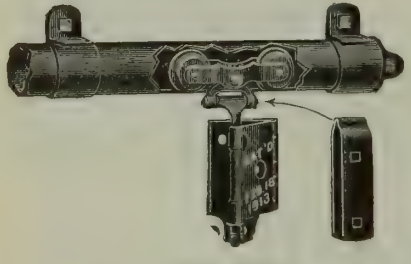
All Parts Baked Japan Finish



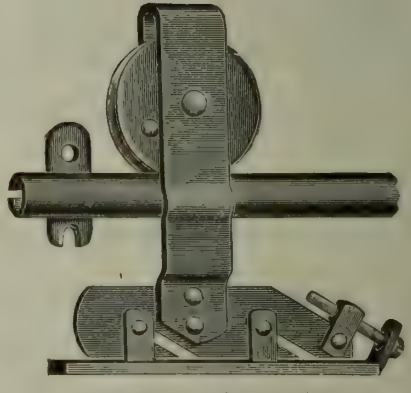
No. 136. Adjustable Sq. Trolley Hanger with No. 1915 Sq. Trolley Track.

QUALITY

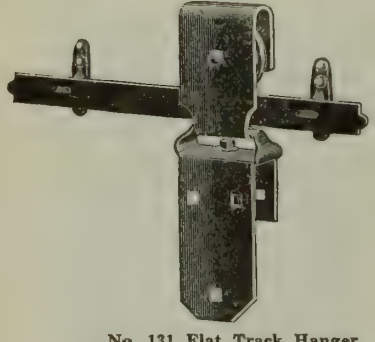
SERVICE



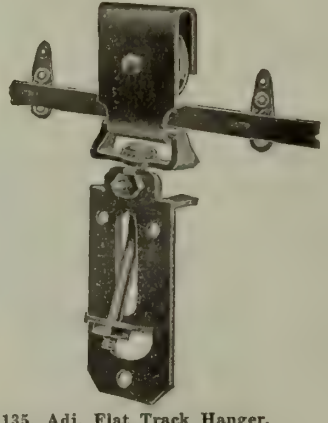
No. 1917, Hasp Hanger
No. 1918, Flush-hinged Hanger
No. 1918, Rd. Trolley Track



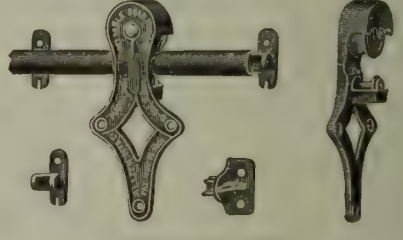
No. 9 "Reliable" Parlor Door Hanger for Single or Double Doors.



No. 131 Flat Track Hanger with 1¼ x 3-16 Flat Track.



No. 135, Adj. Flat Track Hanger, with 1¼ x 3-16 Flat Track.



Made in Three Sizes.
No. 1, No. 2, No. 3 Reliable Rd. Track Hanger, with Nos. 1, 2, 3 Reliable Rd. Track

*WHICH ITEMS are you INTERESTED IN?*
*Write us. We welcome your inquiries, large or small*

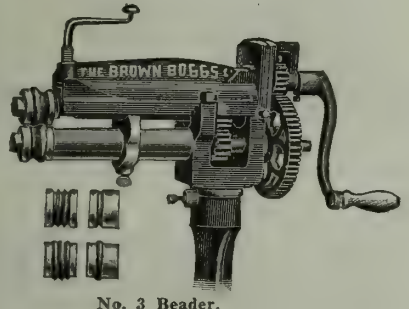
# Slater & Barnard, Limited

**Allith Manufacturing Company Branch**

**Hamilton, Ont.**

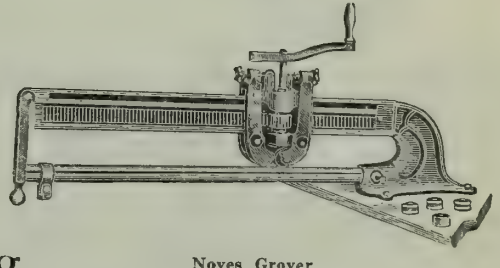
# Sheet Metal Working Tools






No. 3 Beader.

Are you using
**"B B Tools"**



Noyes Grover.

Only by installing up to the minute tools can you get the maximum production that is so necessary under the present *high labor costs.*



No. 15 S.I. Folder.



S.R. Former.

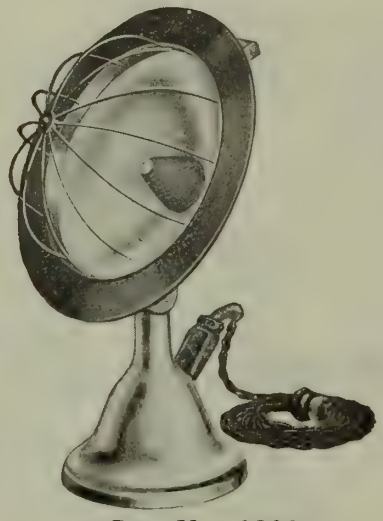
Every "B B" machine is a producer and is built with the above idea in view.

Our line comprises all kinds of Heavy Sheet Metal Working Machines, including Power Presses, Power Shears, Brakes, Bending Rolls, etc.

## The Brown Boggs Co., Limited

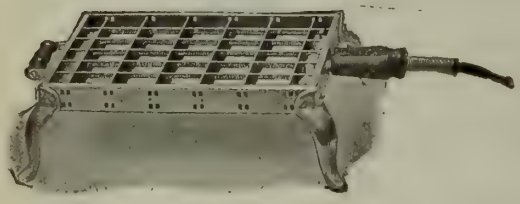
HAMILTON, CANADA

# National ELECTRIC



Cat. No. 1210

**Heatray Heater**



Cat. No. 180

**Toaster Stove**



Cat. No. 310

**Two Burner Hot Plate**

We manufacture a complete line of electrically heated appliances only a few of which are here shown.

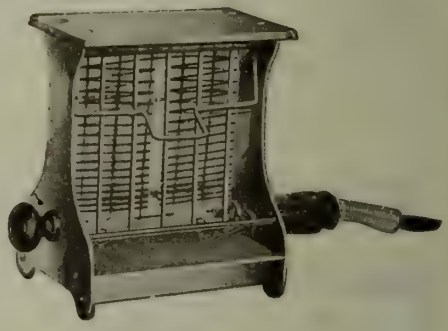
Write for our Catalog "C" and discounts.

You will find our goods and our prices right.



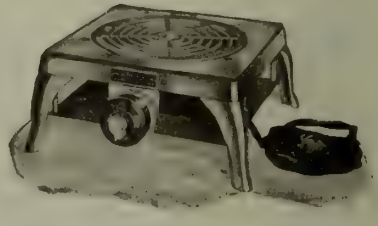
Cat. No. 106

**Model "B" 6-lb. Iron**



Cat. No. 175

**Upright Toaster**



Cat. No. 300

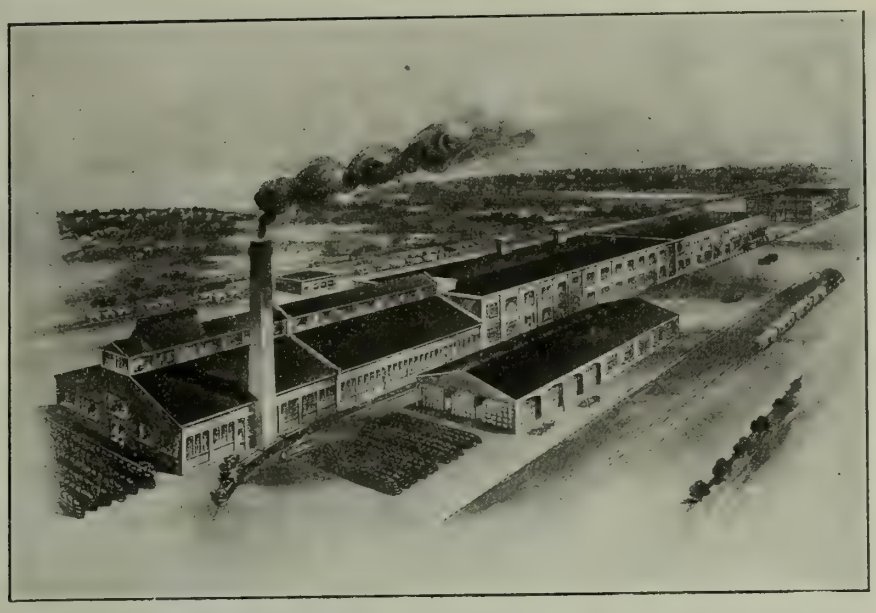
**One Burner Hot Plate**

## The National Electric Heating Co., Limited

TORONTO, CANADA

*Bale Ties*

*Baling Wire*



*Fine Wire*

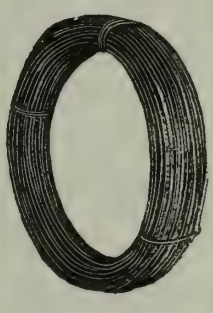
*Nails*

*Staples*

*Our Large Plant Devoted to the Manufacture of Wire Products Exclusively*

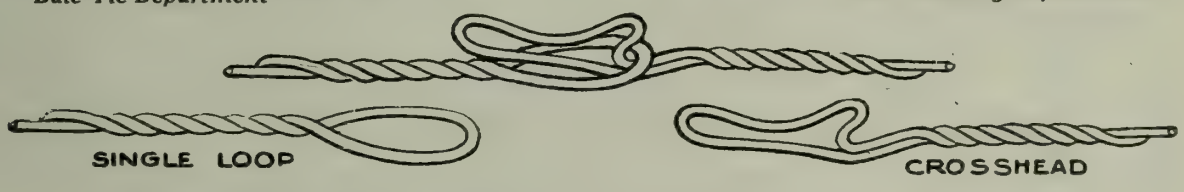


*Bale-Tie Department*





*Wire-Drawing Department*




# Wide Experience in Export Trade

Experience in shipping to all the principal countries of the world has taught us how to pack and ship for export so that importers abroad are assured of satisfactory service.

We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic ports, or c.i.f.

**Nails in all sizes and patterns of the European, Asiatic and Australian Market.**

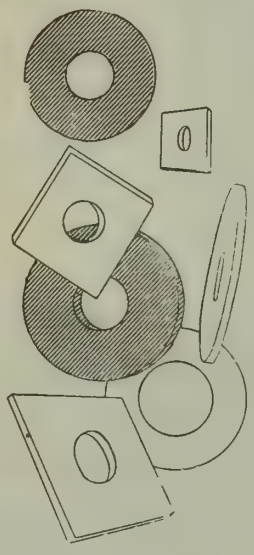
## The Laidlaw Bale-Tie Company, Limited, - Hamilton, Canada

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

**London, England: M. Bryan, 24 Aldgate**

***All Atlantic Ports from Baltimore north are equally convenient to Hamilton***

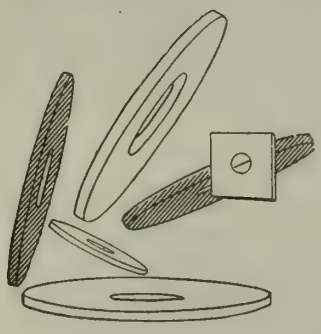
# "Unimeco"



## Wrought Washers Annealed Rivet Burrs

*Superior Quality and Finish*

With a fully equipped plant we are in a most favorable position to supply both domestic and foreign trade with anything in wrought washers, including round and square in both plain and galvanized.



We make a full range of sizes in Annealed Rivet Burrs.

Let us know your requirements. Our quotations are sure to interest you.

*Enquiries Solicited*

*Prompt Service Assured*

**Union Iron & Metal Company**

**Limited**

**1951 Dundas Street W.**

**Toronto** **Canada**

IMPERIAL TRADE MARK — P X H TRADE MARK

# Ingersoll Files

## "Cut Faster and Wear Longer"

*Guaranteed to Make Good or Money Back*

These excellent brands are widely known by name throughout the Dominion. They are made from the best clay crucible cast steel and are processed by expert workmen.

Our confidence in the continued expansion of business has led to the equipment of a modern file factory at Ingersoll with 90,000 square feet of floor space entirely devoted to the production of

## Canada's Fastest Selling Files

With Ingersoll Products you increase turnover and build lasting business. All risk is eliminated since Ingersoll Files are guaranteed absolutely.

We can assure foreign buyers of the same promptness, co-operation and dependability that have made our Canadian trade so successful.

*Domestic Dealers, Ask Your Jobber*

## Ingersoll File Co., Limited

**John Morrow Screw & Nut Co., Limited**

*Sole Selling Agents*

**Ingersoll, Ontario**

P X H TRADE MARK — IMPERIAL TRADE MARK

# "Months of Wear in Every Pair"

## *The Kind Your Customers Want*

This is a line that knows no selling season—they sell all the year 'round and make both friends and profits for every merchant who stocks them. We make Gloves for all outdoor and indoor work—Gloves that are widely recognized as possessing extreme quality—Gloves that ensure satisfaction to the wearer and "repeats" for the dealer.

Our glove factory at Chatham, Ontario, is equipped with the most modern machinery—and this fact, together with the high quality standard we have set for ourselves, results in that perfect workmanship which has so much to do with the service value of a glove.



# TAPATCO

REGISTERED TRADE MARK

BRAND

# GLOVES and MITTS

Our varied and complete line especially made to meet the requirements of the Hardware Dealers' Trade. A selection of styles that cover all customers' needs.

**Styles**—Gauntlet, Knit Wrist and Band Top.
**Weights**—Heavy, Medium and Light.
**Materials**—Leather Tip, Leather Faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

Merchants find a ready sale for

## TAPATCO
### Horse Collar Pads

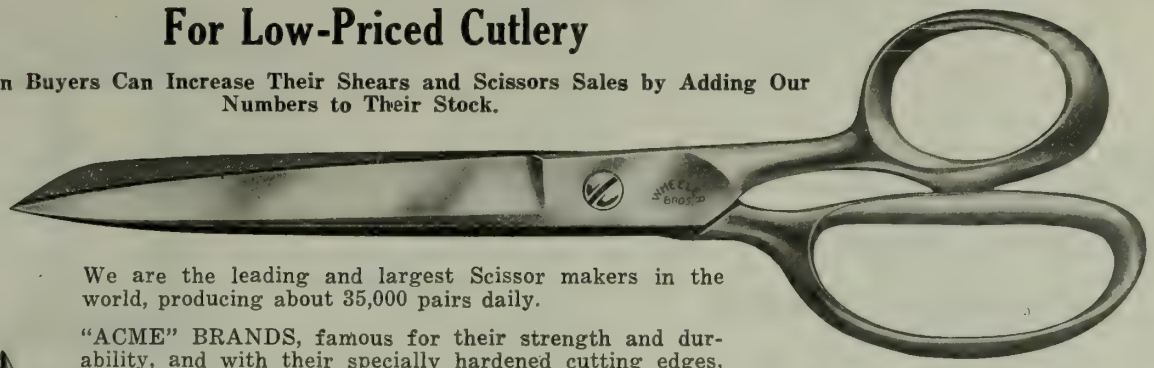
especially when they take the trouble to explain to their customers that by outfitting horses with these splendid pads, they can get more wear out of the collar itself—that the use of the collar may be continued long after its worn condition would otherwise necessitate the discarding of it. These Pads have our exclusive patented hook attachment which gives a firm hold and makes the hooks secure even after the fabric itself has been weakened by use.

## The American Pad and Textile Company
### CHATHAM, ONTARIO

# "ACME" SHEARS AND SCISSORS ARE STANDARD

## For Low-Priced Cutlery

**Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.**



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.





Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

**Have you seen our new No. 5 Catalogue? Let us mail one to you.**

## THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

**Incorporated 1882**
**Cap. Stock, $500,000**

**Canadian Agent: Mr. A. J. McCrae**
**23 Scott St., Toronto**

# THE BRAINERD LINE



CABINET-BOX-REFRIGERATOR-FURNITURE

## HARDWARE

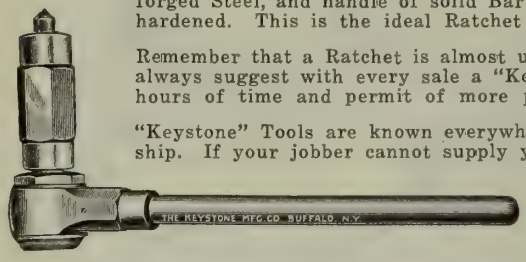
**BRASS—BRONZE—STEEL**

*THE MOST COMPLETE LINE ON THE MARKET*

## THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.

# Here's the strongest Ratchet Drill made




Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

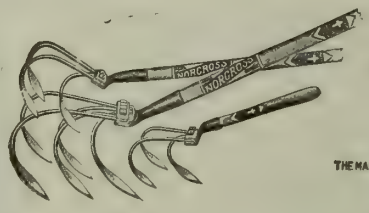
Remember that a Ratchet is almost useless without a Drilling Post. Therefore always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

**The KEYSTONE MFG. Co.**
**BUFFALO, N.Y.**
**Postal Station "B"**

"KEYSTONE" Drilling Post or "OLD MAN"



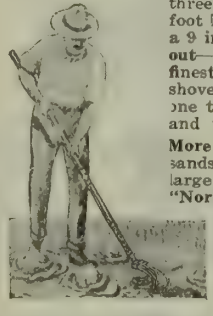




THE MARK OF QUALITY

# NORCROSS *GARDEN CULTIVATORS*

## Have Revolutionized Gardening

**These simple, inexpensive little implements do more and better work than the old fashioned hoe, with decidedly less labor. They work the soil closer to plants without injuring their roots or foliage than any other type of tool known.**



Suited to both men and women. Come in three sizes; 5 prong and 3 prong sizes with 4 foot handles, and the Midget (for flowers) with a 9 inch handle. **Quality the very best throughout**—detachable steel prongs, malleable head, finest quality handles. The sharp tapering shovels pulverize the ground thoroughly from one to five inches deep and leave it loose, level and untrampled.

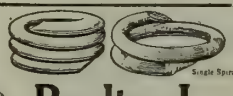
**More than a million in use in America**—thousands are being exported. No garden is too large or small for the profitable use of a "Norcross."

Write us for Prices and full particulars either direct or through your New York buying Agents.

Reference: Any bank in America.

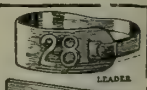
**C. S. NORCROSS & SONS,** BUSHNELL, ILL, U.S.A.




The World's Best

# Poultry Leg Bands







You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.




METAL EAR LABEL For Hogs, Sheep and Cattle










The Burrell Celluloid Band

Prices for those shown in cut F.O.B. destination in Canada:

| | | Size. | 100 | 500 | 1,000 |
|---|---|---|---|---|---|
| Three Spiral Bands (in 10 colors) | | I, 1A, 2 & 3 | $0.75 | $3.00 | $5.50 |
| " " " " | | 4 & 6 | 1.10 | 5.00 | 9.50 |
| " " " " | | 7 & 8 | 1.20 | 5.25 | 10.25 |
| " " " " | | 9 | 1.25 | 5.75 | 11.00 |
| Single " " " | | I, 1A, 2 & 3 | .65 | 2.25 | 4.00 |
| " " " " | | 4, 6 & 7 | .75 | 3.25 | 5.50 |
| " " " " | | 8 & 9 | .90 | 3.75 | 7.00 |
| Challenge and Leader Adjustable and Double Clinch | | | .65 | 2.75 | 5.00 |
| Smith Sealed Bands (no duplicate numbers) | | | 1.30 | 6.25 | 11.75 |

Burrell Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

# The Rideau Specialty Company

*Manufacturers of* Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

# STOVE MICA

**All sizes of Clear Mica in stock for immediate shipment**

***Price List on Application***

**Mica Company of Canada, Limited**
**P.O. Box 156, Hull, Que.**

## Monarch" & "Safe-Lock" Fencing,

**We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.**

**Owen Sound Wire Fence Co., Ltd.**
**OWEN SOUND, ONT.**

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg




# 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

**THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.**

No. 99—Tomahawk Box Tool.




No. 90—Matchless Opener.



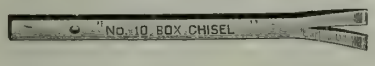

Box Terrier Crate Opener.




Pribar Screw Driver.



No. 10—Box Chisel.




Hercules Screw Driver.



# The BRIDGEPORT Line

## *Builds New Business*

It's well-known and well-liked; it's good and it's extensive.

Being well known, customers call for it; since it is good and well-liked they reorder it. The extensive line of tools manufactured offers a sufficient variety to fill any order. Bridgeport tools are made by skilled workmen from the best material.

Progressive dealers stock the Bridgeport line because they have found that it sells well and gives them a good margin of profit.

Reliance Screw Drivers
No. 35 ASSORTMENT

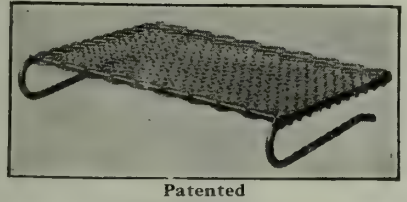



This fine driver is packed in a very attractive display rack containing the following drivers: four 4 inch, four 5 inch, and 4 six inch. The rack as shown above is substantially made of hardwood in mission oak finish, with attractive white, violet and gold labels. Displayed in this way they sell "on sight." 18 Assortments in case.

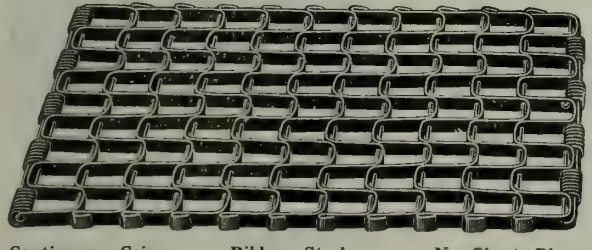
*Send for Complete Catalog No. 20*

**The Bridgeport Hardware Mfg. Corporation**
Bridgeport, Conn., U.S.A.
W. J. Latimer, 122 Hilton Avenue, Toronto, Canadian Sales Agent

# Keystone Flexible Steel Mats



Patented
AUTOMOBILE MAT



Continuous Crimp Ribbon Steel No Short Pieces
FLEXIBLE MAT.

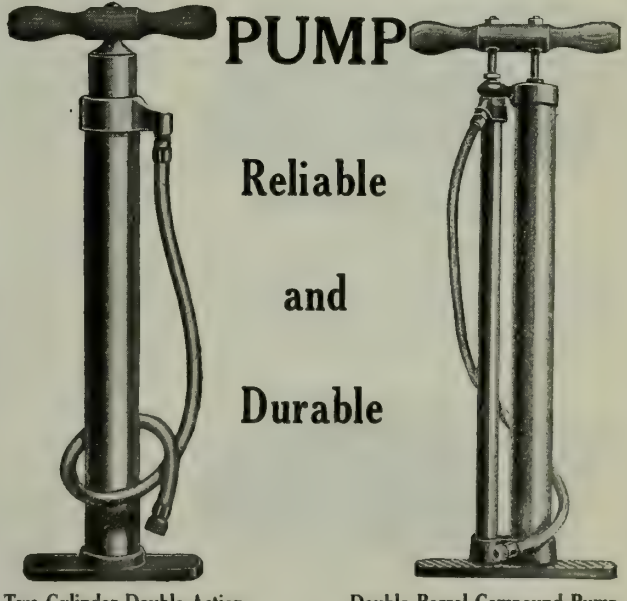
Keystones are flexible, reversible and durable. They come in 100-foot rolls, all widths, also stock sizes Nos. 1 to 8.

The Automobile Mat is made of galvanized steel wire. Will attach to the running-board without screws or bolts and will not rattle or become detached. Keeps the car free from mud and snow. Every car owner is a prospect—particularly in the season just approaching.

PORT HOPE MAT & MFG. CO.
PORT HOPE, ONTARIO

Insist on Getting a

# TALLMAN TIRE PUMP



Reliable

and

Durable

Two Cylinder Double Action

Double Barrel Compound Pump

Tallman Brass & Metal Limited
HAMILTON, ONT.

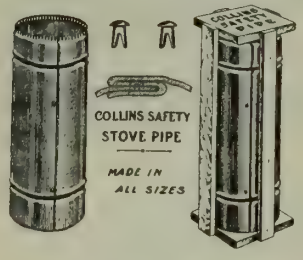
# A LUCKY STRIKE FOR YOU

**The Strike is Still On in the Steel Mills**

## SHEETS ARE SCARCE

(Read it in "Hardware and Metal")

## We Can Cover Your Needs—Today




25 Lengths in a crate
MADE PERFECT
BEST STOCK

**Stove Pipe**
**T's, Tapers, etc.**
**Elbows**
**Drums**
**Dampers**
**Ash Sifters**
**Thimbles**

**Complete Line**

THE GIBSON FUNNEL DAMPER

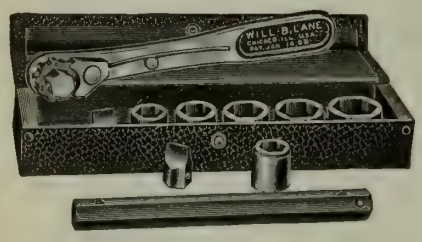



**Saves 1/3 of your Fuel**

Coal is Scarce
Coal is High
Why Not Buy?

## THE COLLINS MANUFACTURING CO., 331 SYMINGTON AVE. TORONTO

# LANE'S HANDY AUTO RATCHET TOOLS



**FORD SET**

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



**STANDARD SET**

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

*Manufactured by*

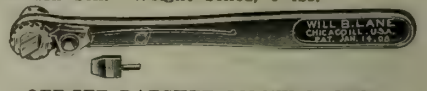
## WILL B. LANE

180 N. Dearborn St.
**CHICAGO, ILL.**




**SUPER-UNIQUE SET**

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.

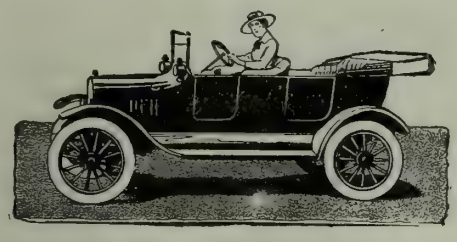


**OFF-SET RATCHET SCREW DRIVER**

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

# Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366

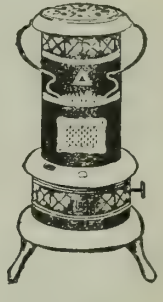




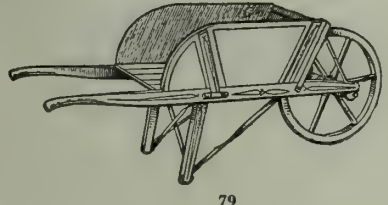
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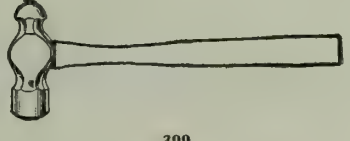
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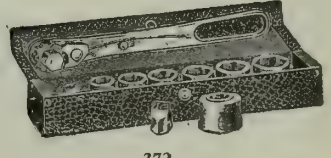
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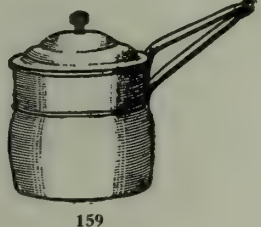
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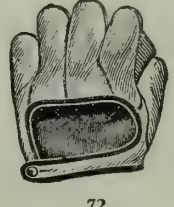
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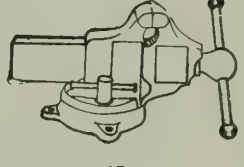
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330



72



67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

# RALPH CONNOR

## *On "The New Canada and Its Needs"*

RALPH CONNOR, the famous Canadian novelist, who served for several years at the front and saw the war from many angles, is convinced that Canada must be prepared to make important changes if she is to profit by the lessons of the war. He has written a series of articles embodying his views and calling vigorously on patriotic Canadians to awake to the needs of the hour. The articles, which deal with economic, social and Imperial topics, were written for MACLEAN'S MAGAZINE and the first appears in the November issue, under the title: "The New Canada and Its Needs."

## Every Mother Who Lost a Son at the Front

will read with deepest feeling Nellie McClung's wonderful story, "Men and Money," which also appears in November MACLEAN'S. Mrs. McClung wrote this story with a purpose—to show the ease with which the world forgets the contribution these mothers made. But it is also a very fine story—real, human and gripping.

## "The Idle Hands at Ottawa"

*By J. K. MUNRO*

The recent session of the Dominion House was in many respects an idle one. There was not a great deal done, so the members had a lot of time to stir up things, and the result was some hugely interesting political situations. All of which J. K. Munro tells about in his usual unsparing and tersely humorous way.

## *Remarkable Features of a Remarkable Number*

The November MACLEAN'S is cram full of other big features—famous writers on vital subjects and everything Canadian. Look over this list:

**Baroness Orczy.**—The author of "The Scarlet Pimpernel," best seller of best sellers, is represented by a serial story, "His Majesty's Well Beloved."

**Robert W. Service.**—The great poet of the Yukon and the battlefront contributes a strong poem, "The Outlaw."

**Basil King.**—This great novelist who lives abroad contributes an interesting discussion on "Why I Remain a Canadian."

**Janey Canuck.**—An article on Mrs. Murphy's experiences as the first woman magistrate in the whole of Canada.

**Camilla Kenyon.**—A new novelist who promises to become a great favorite, tells a humorous story of adventure, and treasure, "Spanish Doubloons."

**Stephen Leacock.**—A humorous sketch entitled, "My Memories and Miseries as a School Master."

**"Two Men and an Idea That Grew and Grew and Grew."**—By Charles Christopher Jenkins.—A sketch of two remarkable and practically unknown Western Millionaires.

**"A Little Bit of Chicken Feed."**—By Allen C. Shore. A bright story combining love and business themes.

**"The Rainbow Death."**—By Madge Macbeth. An intensely interesting detective story.

**"The Search for Missing Men."**—By Gertrude Arnold. An article on hospital experiences at the front by a young Canadian V.A.D.

# MACLEAN'S will be Twice-A-Month

starting February 1st, next year. An important point to remember. If you want to keep up with things nationally Canadian, you'll have to get the MACLEAN'S Twice-A-Month habit.

*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

*NOVEMBER ISSUE* *Now On Sale At All News Dealers* *20c*

If there are no newsdealers in your town, of if your new dealer cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada

# CANADIAN ASBESTOS COMPANY

**MONTREAL** **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

**Asbestos Cements** **Blackote Rubber Roofing**

**Cotton Waste and Oakum**

*Sole Canadian Agents:*

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

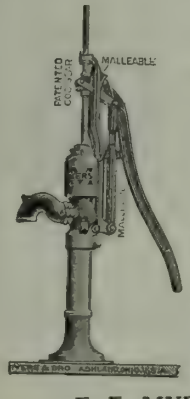



**Talk No. Two Hundred and Thirty-Two**

Victory Loan Campaign? Well, I should smile! Every Tinker who depends on Premier Galvanized Sheets in his business always buys his share of Bonds to help Canada carry on. He can afford to.

Look for Talk No. 233 next week. TINKER TOM.

**DOMINION SHEET METAL CORPORATION, Limited**
HAMILTON, CANADA




# MYERS
**"HONOR-BILT"**
**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service. The aggressive dealer handles the MYERS — Ask your jobber or write us.

**F. E. MYERS & BRO.**
No. 65 Orange St. ASHLAND, OHIO

**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**

*Manufacturers of*

# FERRONA PIG IRON

and SIEMENS-MARTIN

**OPEN HEARTH STEEL**

# A Successful Season

awaits the merchant who handles goods that are

**EASY TO SELL**
**WILL SATISFY YOUR CUSTOMERS**
**AND GIVE YOU A GOOD PROFIT**

# LONDON BAR IRON
**FILLS THE BILL**

It stands up always in Durability and Strength, and makes good for the user.

Just keep in mind the unsettled state of the Iron market owing to war requirements, embargoes, etc.

Fill up the stock for your customers and thereby save them and yourself disappointment.

Sales representatives: Manitoba, Bissett & Webb, Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

# London Rolling Mill Co.
**Limited**
**LONDON, CANADA**

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.

Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

*Hardware Exporters*

**45, 47 and 49 Mains St., off Waterloo St., Glasgow**



# Last Call!

Can still take a few orders for this ice chopper but only a few as we are nearly sold up.

They are great sellers and every one sold sends new customers in for them.

City of Buffalo has adopted them.

## Better Do It Today

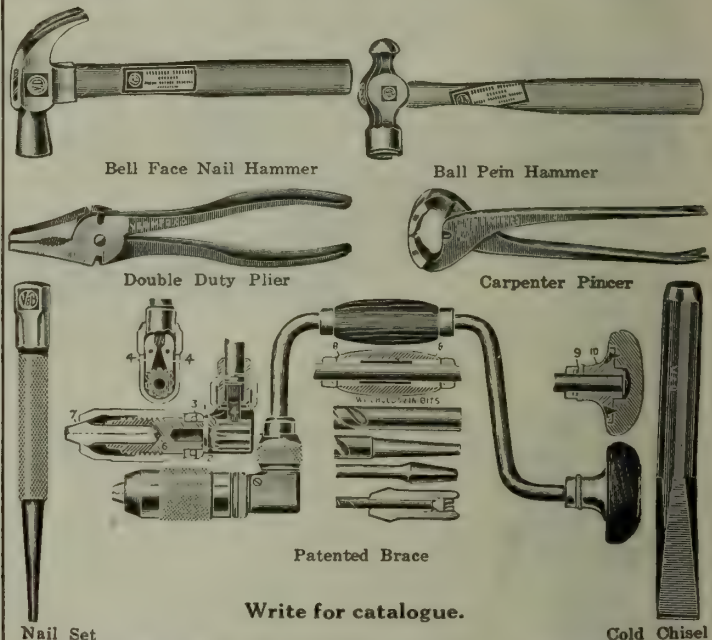
**Made just like a chisel—laid tool steel. Stays sharp.**

## The L. & I. J. White Co.

**55 Columbia St., Buffalo, N.Y.**

# V & B TOOLS

**Individually Tempered and Tested**



Bell Face Nail Hammer

Ball Pein Hammer

Double Duty Plier

Carpenter Pincer

Patented Brace

Nail Set

Cold Chisel

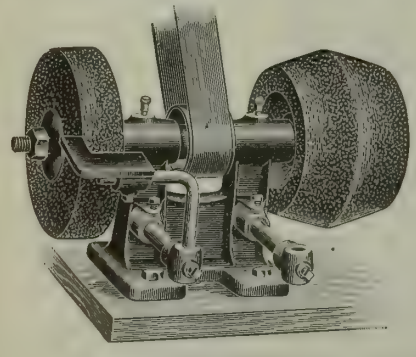
**Write for catalogue.**

## VAUGHAN & BUSHNELL MFG. CO.

*Makers of Fine Tools*

**2114 Carroll Ave., Chicago**

**Represented in Ontario and Eastern Provinces by ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.**



# BULLDOG

## *Power Tool Grinders*

designed to meet the demand for a small power head grinder.
Two vitrified corundum wheels for general use, and tool rests.
The ideal wheel for steel grinding.
Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

## WESTERN HARDWARE MFG., COMPANY, LIMITED

MILWAUKEE, WISCONSIN



# Perfection Sanitary Brushes

Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

We are the original manufacturers in Canada of High-grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

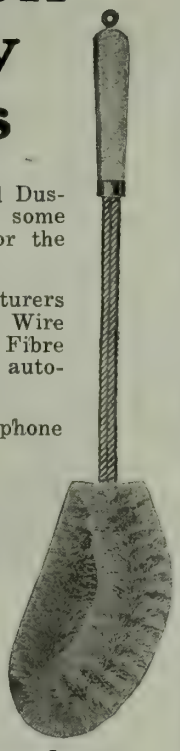
For further information, 'phone Park 250, or write—



Radiator Brush No. 35.

## The Perfection Sanitary Brush Co.

1118 Queen Street W.
Toronto



Lavatory Bowl Brush No. 2



# ARROWHEAD SAWS

## *Vanadium Steel*

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

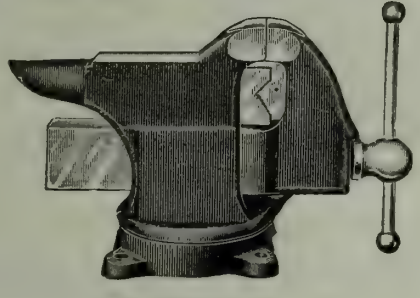
**Our Catalog is a guide to profit; your name and address will bring it.**

## T. F. Shurly Company Limited

St. Catharines
Ontario

# ROCK ISLAND VISES

## *A Type and Size for Every Service*



**No. 241—Autovise**

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

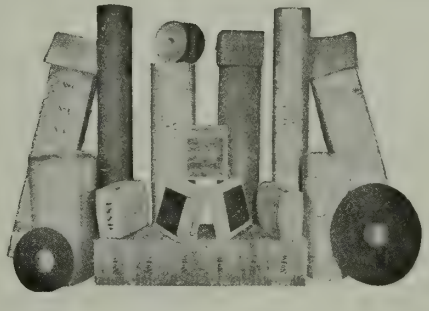
**Factory and Office:**

## Rock Island Mfg. Co.

**Rock Island, Ill., U.S.A.**

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

We can help you to increase your sales. Write for catalogue and prices.

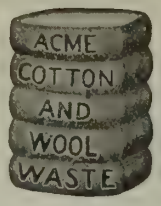
**Canadian Sales Representatives:**

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.

**Williamsport, Pennsylvania**

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

**C. KLOEPFER, LIMITED**
Edward Halloran, General Manager
**44-50 Wellington St. East, TORONTO**
Factory at Guelph, Ont.

We solicit your inquiries on---
**IRON and STEEL**
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.
*Prompt attention and quick delivery assured.*

**Veneer Chair Seats**
THREE PLY BIRCH
Patterns—Round, Square, Ball Top, Crown Dining and Local. All sizes.
PRICES

| | | |
|---|---|---|
| 12″ | $0.12 | each |
| 13″ | .13 | " |
| 14″ | .14 | " |
| 15″ | .16 | " |
| 16″ | .18 | " |
| 18″ | .24 | " |
| 20″ | .28 | " |

*"Quality and Satisfaction"*

**DALY & MORIN, Limited**
LACHINE : : MONTREAL

**The Double Duty**



TRADE B&C MARK

**FEATURE PULLS SALES**

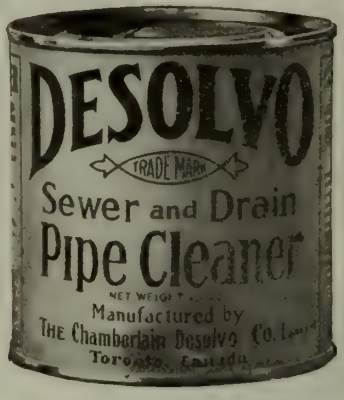
This excellent Combination Wrench is the strongest ever made. One side takes a bull-dog grip on pipes, the other grips nuts in a forceful way that produces results—the B. & C. way. A ready seller, sure profits, and quick turnover. **Ask about B. & C. Products.**

**BEMIS & CALL HARDWARE AND TOOL CO.**
SPRINGFIELD, MASS.

**Canada Wire and Iron Goods Co.**

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada




**Desolvo's Success**

is due to the wonderful results it gives. Customers come back for more, and send their friends to buy.

**THE CHAMBERLAIN DESOLVO COMPANY**
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario & Western Representative: L. F. Lane, 99 Quebec St., Toronto

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

**Plow Attached Packers and Harrows**
WE MAKE THE BEST LARGE PACKERS SOLD



LEADERS IN OUR LINES

*Write for Price List and Catalog*



MULCHER

PLOW HARROW

Surface and subsoil also supplied when called for.

**CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG**

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

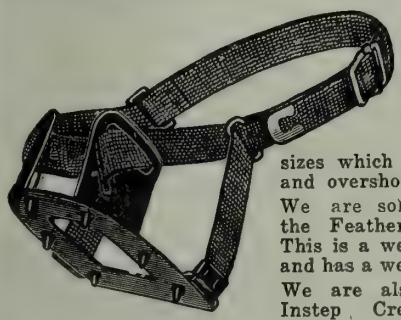
All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

***Prices on Application.*** ***Immediate Shipment.***

**JAMES HUTTON & CO.**

**706 Shaughnessy Building - MONTREAL**

## CHURCHILL'S "ICE GRIPPER"



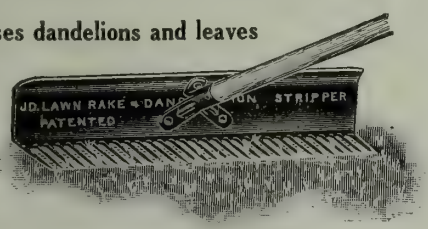
Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

**CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.**

**The "J.D." chases dandelions and leaves**



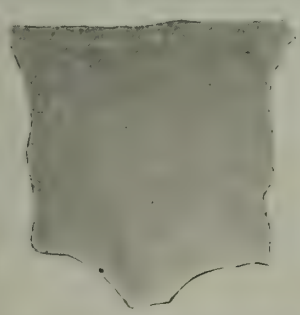

It's no friend to those abominable weeds for they cannot exist where the **J. D. Lawn Rake** and **Dandelion Stripper** go over the top after them.

The J. D. cleans the lawn of dead grass and other foreign articles at the same time.

**Order Your Stock.**

**COLEMAN FARE BOX CO., LIMITED**

**1191 BATHURST STREET : TORONTO, ONT.**



## Chamois Skins

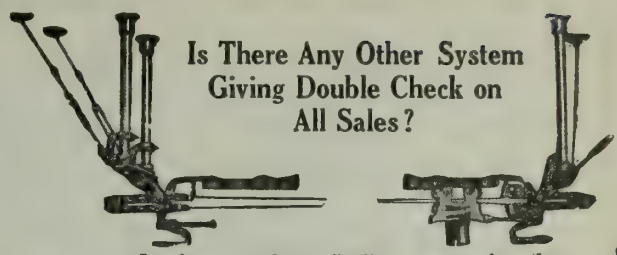
**With a few exceptions**

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

**EVANS & COMPANY, Limited**

**Coristine Bldg. Montreal, Canada**

***We represent two of the largest factories in the world.***



**Is There Any Other System Giving Double Check on All Sales?**

Is there another affording means for the saving of time and labor by obviating running —as it does?

Is there another placing the responsibility for the proper care of all money and charges on the custodian in your office —where it properly belongs?

Have you thought the matter over and considered how best these questions may be answered?

Our four-page leaflet tells crisply about it. A post card will bring one to you.

**GIPE-HAZARD STORE SERVICE CO., LTD.,**
**113 Sumach Street**
**Toronto, Ontario, Canada**

## Trade With England

British firm, with important offices in the City of London, England, is prepared to accept selling agencies for Canadian manufacturers of household articles.

Show-room and full selling organization are offered.

**No. 443 c/o Hardware and Metal**
**143-153 University Ave. Toronto**

## "Maple Leaf" Belting




**STRONG**
**DURABLE**
**RUNS TRUE**
**EFFICIENT**

has been proven to be 50% stronger on a breaking test than light double leather and 25% stronger than 6-ply rubber belting.

**Order "Maple Leaf" from your jobber.**

**Made in Canada**

**The Dominion Belting Co., Limited**
**HAMILTON, CANADA**

## ELEY BROTHERS, LTD.

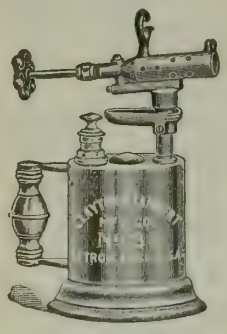
specialize in the manufacture of the following articles at the lowest prices:

**SHAVING STICK CASES**
**OVAL AND ROUND TOPS**
for Powder Tins, Cruets, Dredgers, etc.
**METAL BOXES**
for Dentifrice, Soap Tablets, etc.
**FERRULES**
for Walking Sticks, Whips, Bamboo Fittings, etc.
**PENCIL FITTINGS**
in any of the following metals: Brass, Copper, or White Metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac).

**Eley Bros., Ltd.** (Dept. 21) **Edmonton, London, N.**

# RUSH ORDERS

will be coming in and the wise mechanic should look well to his stock of C. & L. high-grade Fire Pots and Torches now and be ready to care for them promptly, for with these tools he can do his work quicker and better, and with a great big saving in fuel expense. Remember C. & L. Fires save both time and money and will soon save their cost in fuel alone. Jobbers supply at factory price. Send for catalog—it's free.



No. 32 Torch.
List Price Each $16.00.
Ask for Di.count.

**CLAYTON & LAMBERT MFG. CO.**
Detroit, Mich., U.S.A.



## Entirely Different from Others

***And Sell Quickly***

**PERFECTION STEEL ANKLE SUPPORT**

Patented in Canada and United States.

The Perfection Ankle Supports is the only **perfect** support on the market.
It does away with all old-time cumbersome devices, and also the fatigue which prevents many from indulging in this healthful pastime.
The "Perfection" is something entirely new that will surely prove a popular seller this winter in your sporting goods department.
**Made from the best quality Steel. Order from**

**OWEN SOUND STEEL PRESS WORKS**
OWEN SOUND, ONT.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

# *Announcement*

THE GARLAND STOVE & FURNACE CO., of Hamilton, Ont., announce that they have taken over the business of CANADIAN STOVES, LIMITED, of Grimsby, Ont., and will in future manufacture all of the well-known GARLAND line of stoves and furnaces, together with the stoves which were and are now being made by Canadian Stoves, Limited (formerly the Specialty Mfg. Co.).

Dealers requiring any repairs for stoves or furnaces formerly made by BOWES, JAMIESON & CO., or THE SPECIALTY MFG. CO., or for those now made by the Garland Stove & Furnace Co., will receive prompt attention by addressing their orders to

**CANADIAN STOVES, LIMITED**
*operating*
**THE GARLAND STOVE & FURNACE CO.**
GRIMSBY - - ONTARIO
N.B.—We invite enquiries from Jobbers

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

# BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

**LONDON BOLT & HINGE WORKS**
**LONDON, CANADA**




# OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**
*Manufacturers of*
**Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.**
**Wellington Mills, London, S.E.1., Eng.**
*Agents:*
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

# *Dixon Safetee Lamps*



***rivals the world's lighting—a boon to rural Canada.***

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

**Write for full particulars.**
**The Hamilton Gas Mantle Co., Ltd**
Toronto Hamilton, Canada Montreal

# THE GREAT WESTERN SMELTING & REFINING CO.

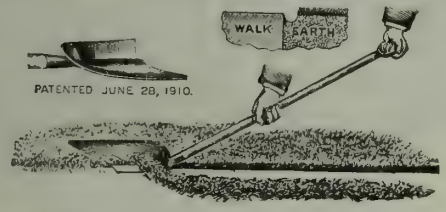
Manufacture and stock a complete line of metals

## Babbitt Metals
## Guaranteed Solders

**Also Pig Lead, Banca Tin, etc.**

**VANCOUVER, B.C. P.O. BOX 1060**

# Imperial Lawn Edge Trimmer

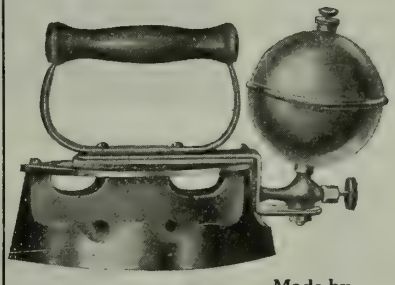



**THEY BUY IT AS SOON AS SEEN**

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

**Imperial Bit and Snap Co., Racine, Wis.**

# NOTICE TO THE TRADE
## FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

**"COMFORT" IRON**

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

**Big Demand, Good Profit**

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
**NATIONAL STAMPING & ELECTRIC WORKS**
CHICAGO, U.S.A.

**Our Step-Ladder Chairs are Winners**



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.



**Otterville Mfg. Co., Limited**
OTTERVILLE, ONT.



Opening the Strap

# Adjustable Taper Stove Pipe

This is a quick seller that helps the merchant economize storage space. No large assortment of taper pipes is necessary. This handy patent permits adjustment to fit any stove collar with a smoke-tight joint.

**O-Rib-O Manufacturing Co.**
Winnipeg, Manitoba

## Cannon Oilers

**Easy Seller Because—**

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

**Order NOW of Your Jobber.**
Manufactured only by
**THE CANNON OILER COMPANY**
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

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| Calgary, Alta. | Vancouver, B.C. |
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Reputation gained by long years of vigorous, conscientious and successful work.

**Thomas C. Irving** General Manager Western Canada
TORONTO



Convenient, Efficient Price Cards for Hardware-man, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

## RUSTICERE

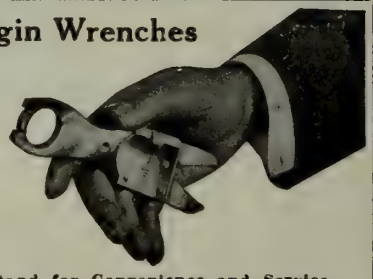
Trade Mark Reg'd—Pat. Off. Wash.

LOOSENS FAST-BOUND METAL JOINTS INSTANTLY

*Send ONE DOLLAR for a Trial Order*

*Distributors*
*Gramoline Co., Ltd., 11 S. La Salle St., Chicago*

## Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

**STAR MANUFACTURING CO.**
Carpentersville, Ill., U.S.A.

## E. VICTOR VALLANCE

**Winnipeg, Canada**

*Hardware Manufacturers' Agent*
*Energetic Representation*

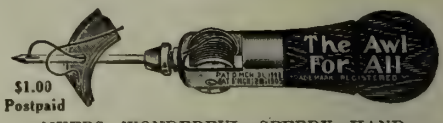
"Covers the West and Sells the Best"

## F. E. LINDSTROM

SWEDEN

## PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal




$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.



## Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

**CAMERON & CAMPBELL,** Sole Manufacturers
Toronto, Canada

## A MONEY MAKER



Genuine I.X.L. Vacuum washer. Washes anything. Thousands now in use.
Price, per dozen
**$10.50** F.O.B. Winnipeg. Direct or through your jobber.

**Moncrieff & Endress, Limited**
Galt Building, Winnipeg

## OWL METALS



We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

**OWL METAL CO., LIMITED, WINNIPEG**

## CLIMAX BALED PAPERS



ALL STEEL—FIREPROOF

*"Turns Waste into Profit"*

12 SIZES

**Climax Baler Co.**
Hamilton, Ont.

## SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

## A. H. FRASER

Representing Manufacturers of
**Hardware and Auto Accessories in Western Canada**

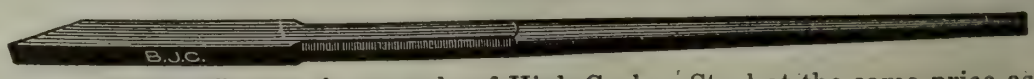
1150 Homer St. VANCOUVER, B.C.

## SMALL TURN BUCKLES



Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

## CROWBARS




No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

**B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.**




# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## BADGES

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

## Decalcomania Transfer

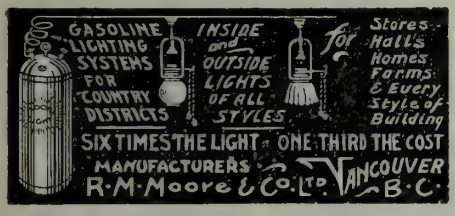
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

## Swedish Steel Forging Co.

SWEDEN

# RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal




## TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

## BEAR BRAND LAMP BLACKS

*A Germantown of quality that gets big business*
WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## Metal Mounted Pick Handles

to fit "Hardy" Coal Picks for Miners. Trade-Mark EXCELSIOR. All kinds of Pick Handles for Miners made out of the Best Second Growth air-seasoned timber. Write for latest prices.

**St. Marys Wood Specialty Co., Ltd.**
St. Marys, Ontario, Canada

## STERLING

**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.




## Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

**The Guelph Spring & Axle Company, Limited**
GUELPH, ONTARIO

## TENTS, AWNINGS

**FLAGS ALL SIZES, ALL KINDS**

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

*Send Postcard for Catalogue*

**GRANT, HOLDEN, GRAHAM LTD.**
OTTAWA, CANADA

## PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

**The Peterborough Canoe Co., Limited**
Peterborough, Canada



## MILBRADT LADDERS.

are made in many styles and to fit all kinds of Shelving.

**Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.**

**John Caiander Mfg. Co.**
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

## BATH ROOM FITTINGS

K NIAGARA

**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

## Galvanized Iron Sheets

We have just received a shipment of Queen's Head galvanized sheets and have also a full assortment of Apollo galvanized and black sheets.

**WHEELER & BAIN**
**Toronto**



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 318 State St., BOSTON

## ALLEN-FLUX

**Send Us a Postal Card**

and get free samples of Allen Non-Acid Sodering Sticks, Paste, Liquid Salts. Solves other people's sodering problems (including aluminum). Why not yours?

**A Soldered Joint is No Stronger Than Its Flux**

Sales Co., 163

**BISSETT & WEBB, Ltd.**
126 Lombard St., Winnipeg, Canada

London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*

# Wanted

## POSITIONS WANTED

Situation wanted as sales manager or manager of store, branch, department in hardware or paints, or assistant to chief executive of a growing concern; 38 years; married; French and English. Experience in building business; knows also all allied lines to hardware. Nothing less than $3,500 yearly considered.

BOX 519, HARDWARE AND METAL

WANTED—BY LIVE, RELIABLE AND WELL connected salesman, hardware lines on commission for Alberta. Box 514, Hardware and Metal.

AN AGGRESSIVE HARDWARE MAN, WITH pleasing personality, and fifteen years' experience, seeks position with reliable jobber or manufacturer. Box 510, Hardware and Metal.

## HELP WANTED

WANTED — TRAVELLING SALESMAN, BY November 15th, to call on the carriage and hardware trade in Central Ontario. A good position for an aggressive, ambitious young man. Must know shelf hardware. Box 522, Hardware and Metal.

## FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

## WANTED

WANTED—COMPLETE SET OF SECOND-hand tinsmiths tools in good order. T. J. McManus, Pembroke, Ont.

WANTED — ESTABLISHED HARDWARE business in good farming community; stock four to eight thousand; give full particulars regarding same. Correspondence confidential. Box 525, Hardware and Metal.

## AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

## TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault P.O. Box 135, Station B, Montreal.

## MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Souvenirs, Crown Hurons, Peninsulars, Jewels, Pandoras, Imperial Oxfords, Climax, Marvels, Colonists, Arklans, Admirals, Crown Princes, Home Comforts, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?


## Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

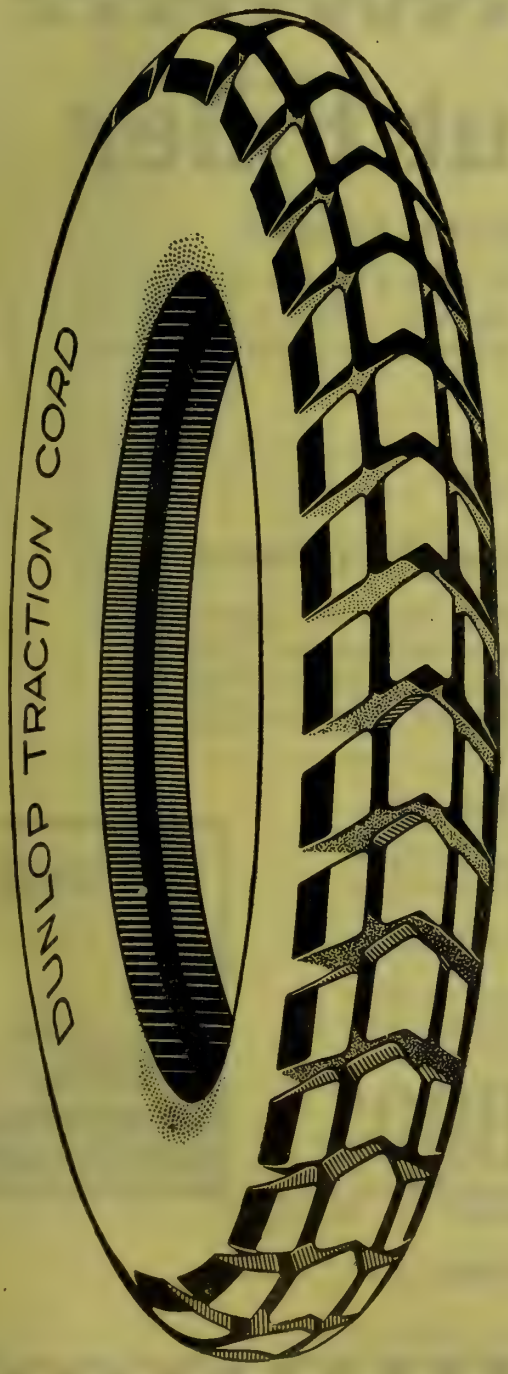
If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

DUNLOP TIRES

SEAL OF QUALITY

CORD




# The "Ace" of Tiredom

Dunlop Cord Tires **come right** to you because they **go right** from us.

The difference in the Dunlop price in comparison with some unknown and unvouched-for tires is a mere incident in comparison with the continuous service you receive from Dunlop Cord Tires—"Traction" or "Ribbed."

While Dunlop Cord Tires naturally become the motorist's property ultimately, they never cease to carry the Dunlop name.

That name which stands for so much that is notably praiseworthy in connection with the whole history of tire-making now means the last letter in "the last word" of tire merit to critical motor owners—it means Pre-War Quality and Price and Post-War Improvements and Satisfaction.

All sizes—30 x 3½ to 37 x 5.

**Dunlop Tire & Rubber Goods Co.**
**Limited**

**Head Office and Factories: Toronto**

**Branches in the Leading Cities**

# DUTCH BRAND



# PRODUCTS




# 2 in 1 Cut Filler

**ONE OF OUR BIGGEST SELLERS**

Motorists use Dutch Brand 2 in 1 Cut Filler for filling small cuts, bruises and gashes in casings. This heavy, liquid rubber prevents formation of sand and water pockets.

Easily applied; dries quickly.

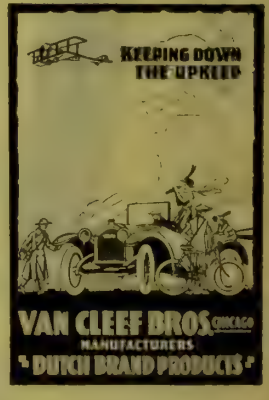
One dozen tubes in attractive cartons—a real "Sales Help." Through your jobber, or write us.

## Fine Shelf Goods For Hardware Merchants

Our lines cover many needs of automobiles, bicycles, trucks, tractors and airplanes. Some of these money makers are Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator-Seal Compound, Valve Grinding Compound, Gasket Shellac—Tire Talc, Tire Fluid, Friction Tape, etc.

## *"Keeping Down the Upkeep" Keeps Sales Up*

We want you to have this little book telling about our products. If you are not already selling Dutch Brand products we'd like you to know about them.
Situated at Chicago we are able to serve Canada promptly to the East or West.
We have splendid equipment for turning out goods; modern buildings, methods and appliances; we maintain a high standard; we advertise extensively, and take care of the trade.

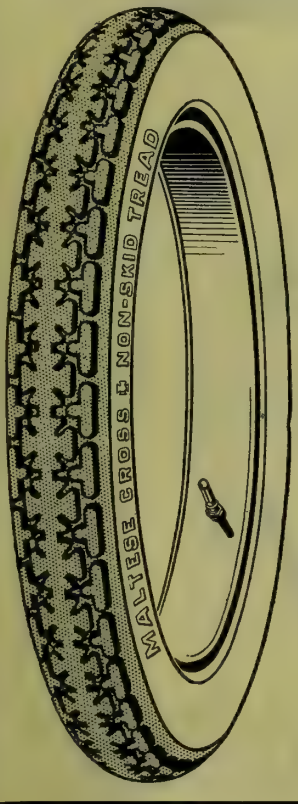



## VAN CLEEF BROS.

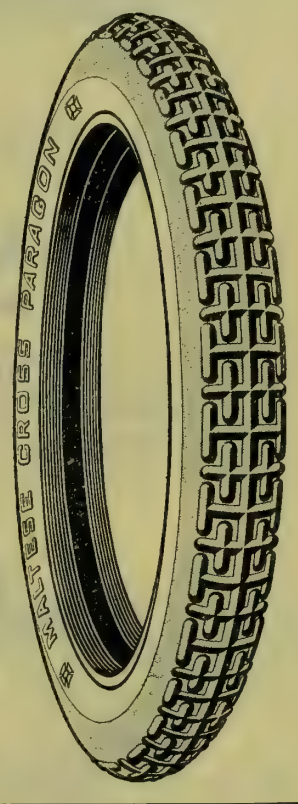
*Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties*

**Woodlawn Ave., Chicago**
**77 to 78 Sts.**

# The "Better Class" Dealers Sell Maltese Cross Tires




GUTTA PERCHA & RUBBER LIMITED TRADE MARK




A pleased and satisfied customer means more business and profit to you. Persuade your customer to purchase a Maltese Cross Tire, "The Tire That Gives Satisfaction," and when he wants another, he will come back to you and ask for the Maltese Cross Brand.

The Maltese Cross Tires are built to stand up under the severest usage in all seasons, in all kinds of weather, winter and summer.

## Gutta Percha & Rubber, Limited

**Head Offices and Factory, TORONTO**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria**



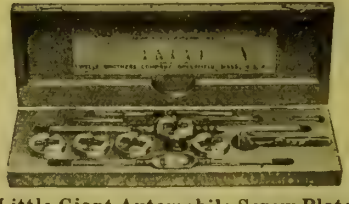

Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

## Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

## Wells Brothers Company of Canada, Ltd.

**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**






# Bull Strength

**Strength is the deciding factor in every walk of life.**

**The strength of your Tires is the deciding factor in making that long trip on rough roads—they will go the distance because they have bull strength.**

# Partridge Tires



**made by the hands of men who know the requirements of a good tire.**

*Made by*

**The F. E. Partridge Rubber Co., Limited, Guelph, Ont.**

The advertisement shown above is No. 13 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

| | | | |
|---|---|---|---|
| E. T. Black Tire Company | Vancouver, B.C. | The Marks-Clavett-Dobie Co., Ltd. | Port Arthur, Ont. |
| Border City Auto Supply Co. | Windsor, Ont. | Marshall-Wells Co., Ltd. | Winnipeg, Man. |
| The Motor Car Supply Co., Ltd. | Calgary, Alta. | Marshall-Wells Alberta Co., Ltd. | Edmonton, Alta. |
| The Canada Auto Devices Co. | London, Ont. | Ontario Auto Spring & Supply Co. | Guelph, Ont. |
| Edwin Chown & Son | Kingston, Ont. | Thomas Plimley | Victoria, B.C. |
| Cragg Bros. Co., Ltd. | Halifax, N.S. | Summer Company | Moncton, N.B. |
| Hugh Carson Co., Ltd. | Ottawa, Ont. | Samuel Trees & Co., Ltd. | Toronto, Ont. |
| G. L. Griffith & Son | Stratford, Ont. | The United Automobile Tire Co., Ltd. | St. John, N.B. |
| Lamontagne, Ltd. | Montreal, Que. | Wilson Auto Specialties Co. | Hamilton, Ont. |



# SHOW IT —It Sells Itself

Show the motorist how this little vulcanizer can permanently vulcanize his punctured tubes —as good as new—with a firm, flat, feather-edge, **vulcanized** repair—in 5 minutes.

He has read about this wonderful vulcanizer in our advertisements—now let him know you sell it.

Let him see how simple it is—that anybody can perfectly mend tubes with it—anywhere—in any weather—without gasoline, cement or flame—without delay, without danger of injuring the tubes. The vulcanizer will quickly sell itself.

The Shaler 5-minute Vulcanizer gives you a good profit selling the vulcanizer—and besides it makes motorists come back to you to buy Patch-&-Heat Units to use with it—and you get "repeat sale" profits—regularly—selling additional Patch-&-Heat Units.

## Get These Big Profits—*Order From Your Jobber NOW*

Start now—to increase your sales and profits by demonstrating the SHALER 5-minute Vulcanizer. It builds business—it sells itself. Order from your jobber to-day to insure prompt delivery —write us for catalog of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists use.

**C. A. SHALER CO.** **1510 Fourth St., Waupun, Wis.**

***Oldest and Largest Manufacturers of Vulcanizers in the World***

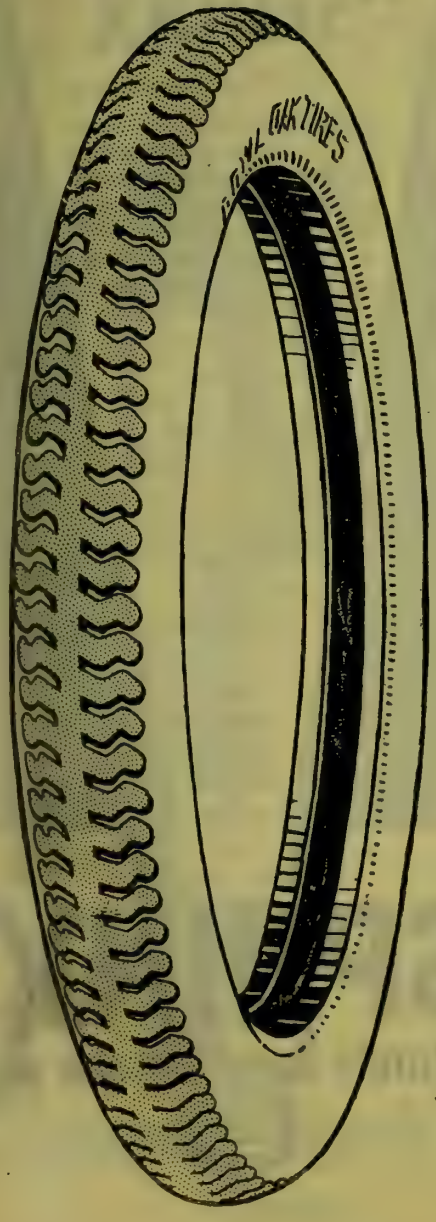
# SHALER

## 5 Minute Vulcanizer

# What Kind of a Tire

## is the

# ROYAL OAK




ASK any responsible jobber or dealer. They will tell you, these men, that the Royal Oak Tire gives good service, that it satisfies their customers, and that it allows them a decent profit, and that its ability to yield big mileage on all sorts and conditions of roads gains good will for the dealer and jobber who sells it.

Letters on file in our office from all parts of Canada prove conclusively that the Royal Oak Tire wins confidence by its unvarying reliability.

We, therefore, do not need to say much about the Royal Oak Tire. From our knowledge of it and the knowledge gained from our customers, we should say it is able to do some very effective talking on its own account. If that's the kind of a tire you're out to handle, we'd like to hear from you.

**Oak Tire & Rubber Company**
**Limited**

**19 Dundas Street East, Toronto, Canada**

*Factory:*
**OAKVILLE, ONTARIO, CANADA**

*Winnipeg Office:*
**120 LOMBARD STREET**

COUPON

Kindly send me full particulars of your special proposition to the trade.

Name .....

Address .....

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

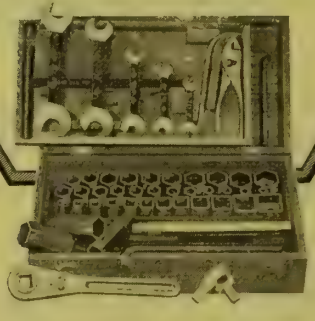
In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

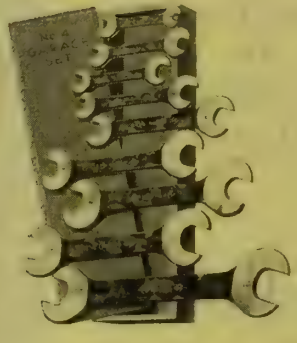
Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line—Mossberg—meets all wrench needs.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. Standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

**Send for complete catalogue and particulars.**





BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.



From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

# "SPHINX"

**ngland's Most Durable Plug**

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co. Birmingham, England

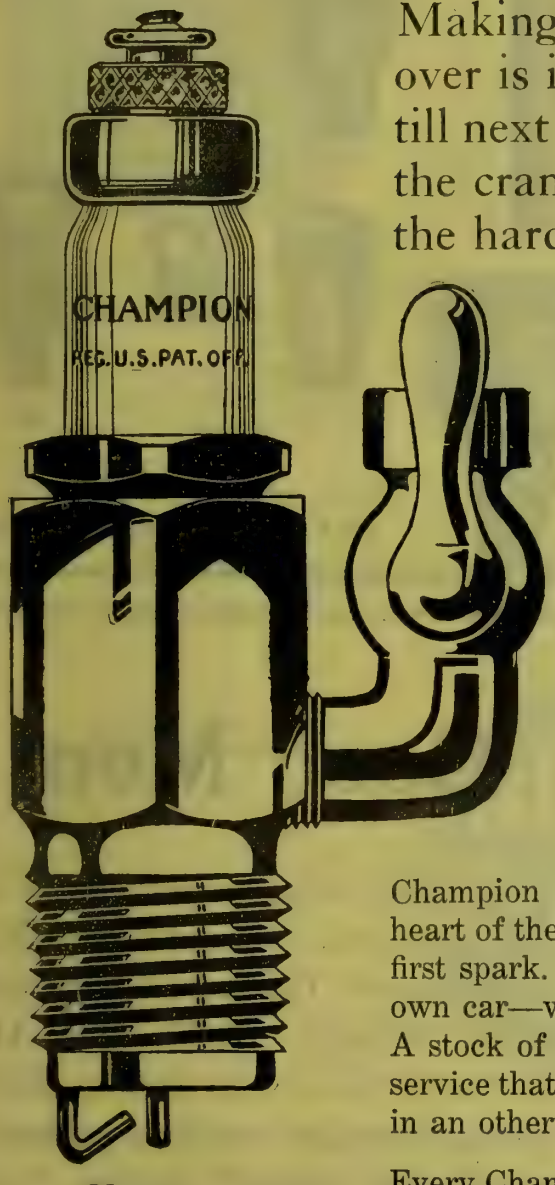



# 'SPHINX'

## England's most Durable Plug

# Putting the Spark in a Cold Motor

Making a motor hum with the first turn-over is important to all motorists from now till next April. Getting a quick answer from the crank or the starter eliminates most of the hardships of cold-weather starting.




***Champion Priming Plug price $1.50***

## Champion Priming Plugs

Will not only help your customers to run their cars in comfort all winter, but they save gasoline, starters and batteries.

They take the worry and work out of driving a car, and it means more sales and profits to you. Show your customers how a "Prime Saves Time."

Champion Priming Plugs place the gasoline right into the heart of the motor, at the sparking point, where it catches the first spark. This is the plug that every man who drives his own car—whether passenger car or truck—needs right now. A stock of Champion Priming Plugs will help you to give a service that your customers will appreciate, and increase sales in an otherwise dull accessory season.

Every Champion is guaranteed to give "complete satisfaction to the user or free repair or replacement will be made."

Any jobber in motor equipment can supply you.

**Champion Spark Plug Co. of Canada, Limited**

**Windsor - - Ontario**

# IVER JOHNSON
SAFETY—AUTOMATIC **REVOLVERS**

## Cover the World




Yes, the Iver Johnson is known in every corner of the world as the "Hammer the Hammer" revolver—the one that can't go off by accident.

That's why the Iver Johnson line is easy to sell. Sales are closed with a minimum of time and selling effort.

And the Iver Johnson stays sold. No comebacks, no complaints. Its automatic safety feature, its simplicity and strength of construction, its assurance of accuracy and dependability—all these features create good-will, which reacts favorably on Iver Johnson dealers.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

*Write for firearms catalog and complete dealer information—also for literature on bicycles and motorcycles.*

HAMMER THE HAMMER

**Iver Johnson's Cycle & Arms Works**
330 River St., Fitchburg, Mass.
99 Chambers St., New York
717 Market St. San Francisco

"THE SAFE REVOLVER TO SELL"



**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers Dowel Pins**




Catalogues and Prices Sent Upon Application

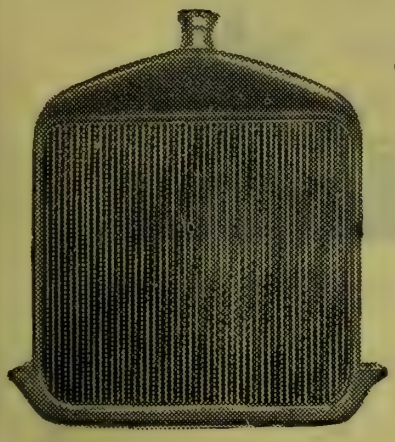
**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR



# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

# A Frost-Proof Radiator



## "Perfecto" Radiators

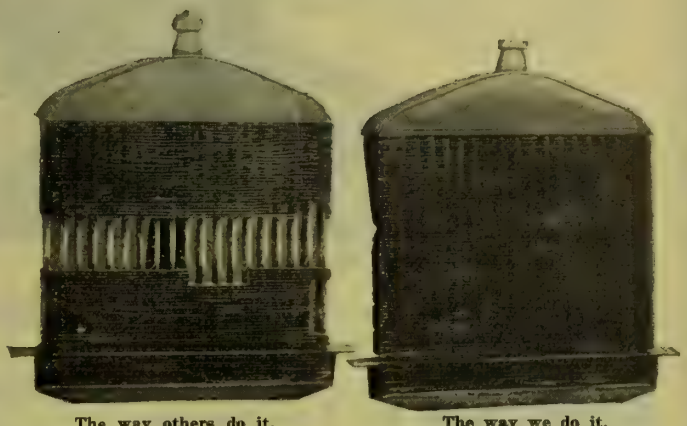
are built on scientific principles, with the greatest cooling surface made. No overheating in summer. We know the capability of the "Perfecto" Radiator thoroughly. As an evidence of our confidence in the superiority of the "Perfecto" we offer the following guarantee:

"The undersigned hereby guarantee the "Perfecto" Frost-Proof Radiator, numbered 1919-20, against frost for the coming winter ending March 31st, 1920, by replacing same with our new Perfecto Radiator if same has been burst from frost.

"Guarantee Sheet Metal & Roofing Co."

**A MONEY-MAKING AGENCY.**

A splendid opportunity to increase your turnover lies in "Perfecto" Radiators. Write to-day—a post card will bring the proposition. Ford size, $50. Estitmates free on other sizes.



The way others do it. The way we do it.

## Radiator Repairs

If it's repairs, we have the most up-to-date Radiator Repair Department in Western Canada. Give us an opportunity to demonstrate for you the right kind of repairs—the kind that satisfy.

## Guarantee Sheet Metal & Roofing Company

**490 Portage Avenue, Winnipeg**

AD-EL-ITE
T.M. REG. U.S. PAT. OFF.
NON-FREEZING
LIQUID

## THE ONE BEST SELLER

AD-EL-ITE Non-Freezing Liquid saves money and eliminates radiator worries.

Harmless to rubber and **prevents** radiators from freezing. Safe and sure.

Striking sales-getting advertising matter.

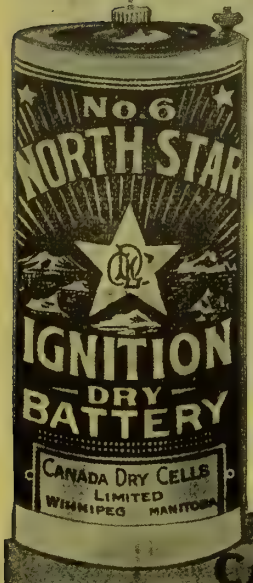
*Ask your jobber for Adelite Non-Freezing Liquid*

## ADAMS & ELTING CO.

**17 Adelaide Street East, Toronto**

CHICAGO NEW YORK






## *Quality Batteries at Reasonable Prices and Good Profits*

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

*All good jobbers sell them.*

**CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA**

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MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**

**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

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**Homer & Wilson**

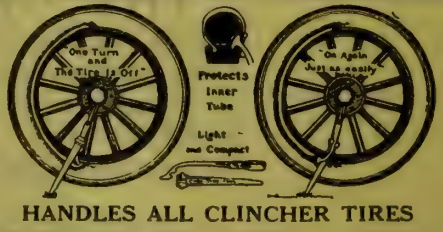
## CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

**Order from your jobber or write direct.**

**Homer & Wilson**
**Lancaster Street**
**HAMILTON**

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**HANDLES ALL CLINCHER TIRES**

## THE CASE TIRE TOOL

is a new wonderful time and clothes saver. The fastest selling auto accessory on the market. Order a large stock from your jobber because they sell fast.

DEALERS:—The Case Tire Tool offers you a wonderful sales opportunity. Write for our attractive demonstration proposition. To delay may mean someone else will get ahead of you. Mention name of your jobber.

**MOTOR NECESSITIES COMPANY OF CANADA**
**231 Somerset Bldg. WINNIPEG, MAN. Phone M. 2916**

# North American Hardware Supply Limited

**222 Notre Dame Street West**

**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

## "Diamond Tires"

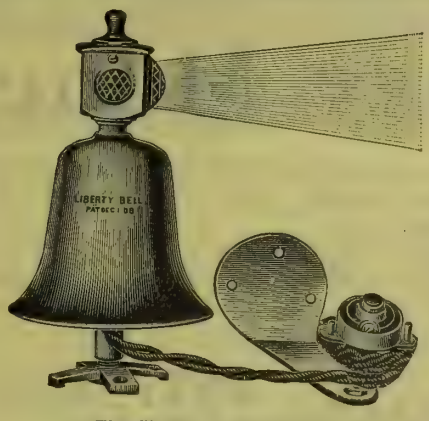
## "Viko" Aluminum Products

**ALSO**

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***






**The Signal of Distinction**

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# WARNS BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

**GETS THE RIGHT OF WAY**

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

**A POLITE SIGNAL**

***We have an attractive proposition for you. Write for prices.***

## THE BUNYAN MFG. CO.

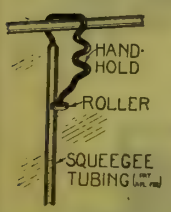
**9805 MADISON AVE. - CLEVELAND, OHIO**



STADCO SEE-SAFE

# WINDSHIELD WIPER

## Boosts Your Winter Profits




A live, popular-priced seller that has a big popular demand. Keeps winter profits high—even now sales are increasing.

Sells for 75c. Anybody can put it on in three seconds and it works. Cleans either one spot or the entire upper part of the windshield. Display case free with every dozen.

## STADCO QUALITY PRODUCTS

TRADE MARK

## *Are Winter Necessities*

**See-Safe Windshield Wiper ..75c**
**Breakproof Hydrometer .....$1.00**
**No. 21 Quadruple Spark Plug Wrench ..... 45c**
**No. 10 Pet Cock Wrench ..... 20c**
**Door Anti-Rattler ..... 20c**
**Chain-Type Valve Lifter .....$1.00**

They're the kind of products that sell big in winter. High-class in every respect—well made of the very best materials—every one a popular seller at a popular price.

***Order from your Jobber***

Make the "dull" months your most profitable months. Ask your jobber for full information about the STADCO line—place your order with him now—or write us for full particulars, dealers' discounts, etc.

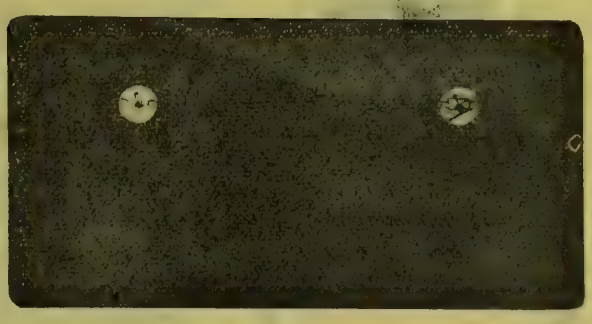
***Canadian Sales Department:***

**Campbell Agencies, 19 Melinda St., Toronto, Ont.**

**Stadeker Metal Specialty Co., 358 W. Madison St., Chicago, Ill.**



# RENASCO Radiator Protector



**Patents pending in U.S. and Canada. Keeps Radiator from freezing while driving.**

**Made of black cardboard, with two simple fasteners attached.**

**Only takes a minute to attach or detach.**

**Absolutely the cheapest radiator protection on the market.**

**Just as necessary with Anti-Freeze as without.**

**Made in Canada**

**Retail Price, 45 Cents.**

**Write, Phone or Wire your orders NOW to be assured of a supply when cold weather arrives.**

## REN AUTOMOTIVE SUPPLY MFG. CO.

**Manufacturers of *"Renasco"* Products**

**Preston - - - Ontario**

# Easy Money for Dealers

Motorists are using their tire chains every day and all day. And every single tire chain needs a Merchant's Chain Tightener.

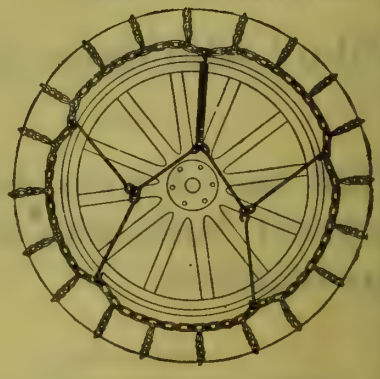
These Chain Tighteners are selling like hot cakes. They take up scarcely any room, require a very small investment, and are very profitable to handle. Send in your order **now,** while the wintry season is with us.

**$1.00 a Pair**

## MERCHANT'S ANTI-SKID CHAIN TIGHTENER

Keeps chain from pounding against the fenders, prevents it from unhooking accidentally, holds it in place so that it cannot drag or rattle, while allowing it to "creep" on the tires and carry out to the full its non-skidding action. In fact it helps the anti-skid action by preventing the chain from slipping. Note the safety hook; they cannot come off.

Built of best materials, carefully made, it catches the chain at five points and holds it with an even, steady tension all around. Simple, easy to attach, no trouble at all.



U.S. and Can. Pat. Pending.

*Ask your jobber or write us for generous discounts.*

## M. H. MERCHANT Corp.

SOLE MANUFACTURERS

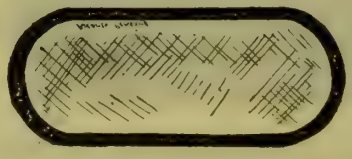
**236 and 238 Emma Street** **Syracuse, N.Y.**

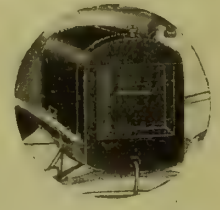
Dept. A Ref. Syracuse Trust Co.



# KEEP YOUR CUSTOMERS WARM





Now that the Fall chill is here, these wind breakers will please your Ford customers. Show them.

Also, these stick-tight curtain windows help keep out the cold.

The early dark of Fall means that a trouble lamp will come in handy.

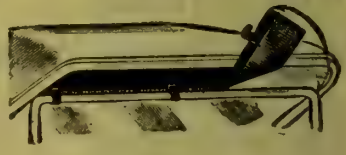
Engine covers make the car start easily in cold weather and save gasoline.

While keeping the engine warm, why not suggest a car heater.

WE HAVE THEM ALL IN STOCK.

It's your move. Let our stock be your sales supply.

"24-Hour Service Worth While"







## WALKER-VALLANCE LIMITED

HAMILTON CANADA

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark



ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

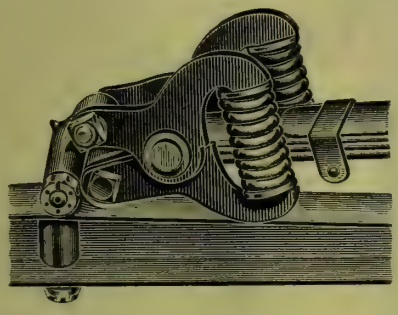



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GULDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

*Would You Like to Make a Sale to Every Ford Car?*



# Star W-X Shock Absorbers

have every Ford car as prospects. They increase your turnover quickly. They sell readily to all Fords because they are simply and easily attached without extra tools; rigid to fore and aft forces and movements, thus harmonizing perfectly with the regular spring mountings; offer greater flexibility and sure easy-riding qualities.

**Sell them like Spark Plugs—any owner can attach it.**

## Star Specialty Manufacturing Co.

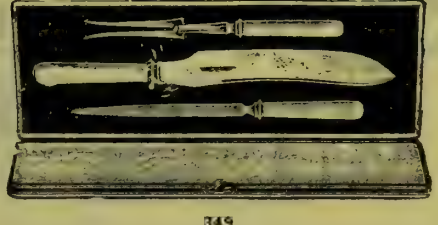
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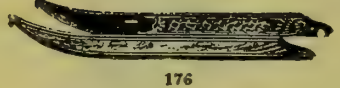
# Make Your Seasonable Christmas


342

# Ads Pay Electros for Advertising


339


349


176


338

The above are a few seasonable electros you can use in your Christmas advertising. We will send any one of them for 25c postpaid. Send for our catalog of over 300 different electros.



## Hardware and Metal

**143-153 University Avenue, Toronto**

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LUFKIN MECHANICS' SCALES

ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.




# Easy To Sell The Daisy Churn

Look at it. Look at the finish! Note the neat construction of the frame. Note the advantages built into it for the convenience of the user.

Made of quarter-cut oak, with galvanized and enameled frame—fit for the parlour. Lasts a life-time. Easy to run.

No farmer's wife will want a dash churn when she can get a Daisy. A dash churn is cheap, for it's only made of ash and it breaks a woman's back to work it.

Demonstrate the Daisy and your customers will have nothing else.

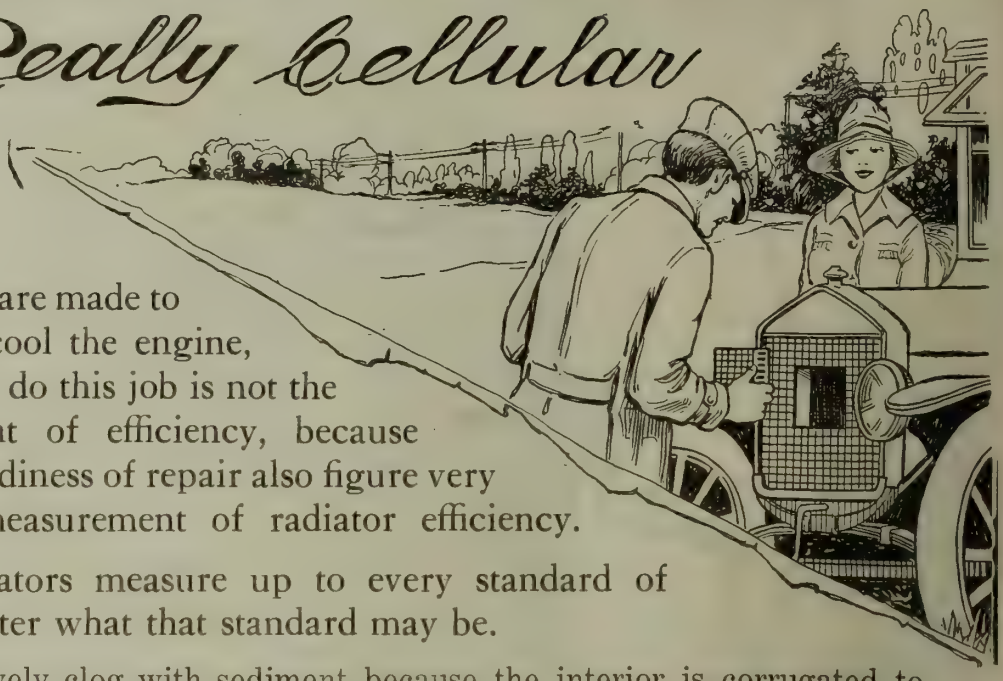
Have you our general catalogue? There's a copy for every hardware merchant. Write, if you haven't one, to

## Beatty Bros. Limited

Winnipeg, Man.
Edmonton, Alta.
Fergus, Ont.
London, Ont.
Montreal, Que.
St. John, N.B.
London, England 16 Holborn Viaduct

# McKINNON RADIATORS

## *Really Cellular*



RADIATORS are made to protect and cool the engine, but their ability to do this job is not the only measurement of efficiency, because durability and readiness of repair also figure very largely in the measurement of radiator efficiency.

McKinnon Radiators measure up to every standard of efficiency, no matter what that standard may be.

They cannot positively clog with sediment because the interior is corrugated to keep the water in constant agitated action. The cells and the air passages are so scientifically proportioned that a strong cooling draught is sucked through the air passages to keep the water cool, so that your engine hits regularly, runs smoothly and does not get over-heated during the summer days.

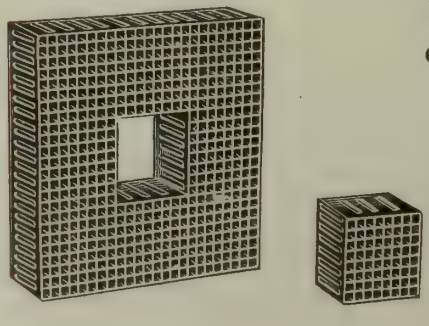
McKinnon Radiators are simply a combination of individual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core; the very method that hardens the metal and makes it crack so easily.

You dealers and garage men will readily see what a perfect radiator it is, how easy it is to repair by the simple soldering in of new cells.

Over 750,000 of these radiators are in use.

They are now being nationally advertised.

You dealers and garage men should be ready to sell this line, or to make repairs, as accidents will happen to the most careful drivers.



Write us for information—Address your communication to our "General Sales Department."

*McKinnon Industries*

*Limited*

*St. Catharines, Ont.*

# HARDWARE AND METAL

Vol. XXXI
No. 45

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

NOVEMBER 8
1919

100% PURE

THE QUALITY NEVER CHANGES

MARTIN-SENOUR PAINT & VARNISHES

You Get

REAL VALUE

IN EVERY CAN OF

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA SOLD ON MERIT

MARTIN-SENOUR QUALITY is unsurpassed and our guarantee gives absolute assurance to both the Dealer Agent and his customer of full value for every dollar invested.

The MARTIN-SENOUR complete line will meet every requirement of your trade and will spell Bigger and Better Business for you.

*Write us for our Dealer Agency Proposition*

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX
Associated wtih International Varnish Co., Limited

# HOLDFAST GASKET SHELLAC

## Is the Greatest Shellac in the World for All Kinds of Gasket Work

**Never has been equalled for sticking qualities---Dries just right**




Don't be confused or misled on this gasket shellac question. There are many cements, a few so-called shellacs, but for real, honest, **PURE** shellac there's nothing "within a hundred miles" of Holdfast Gasket Shellac; nothing that will make gaskets air-tight and resist the terrific heat to which gaskets are subjected like this wonderful preparation.

Holdfast Gasket Shellac is an extra high-grade, thick-bodied solution made from the finest quality of the gum. It sticks after all others work loose, dry up and blow away. It is skillfully prepared so that it always *dries just right*. On account of the extra large amount of flake shellac used to the gallon as well as the high quality, one gallon will do more and better work than two or three gallons of the ordinary shellac or cements. It is so well liked by those who know it, that every succeeding order is larger than the preceding.

YOU CAN'T AFFORD TO SELL OR USE AN INFERIOR SHELLAC OR CEMENT. Eventually you will come to Holdfast—don't wait, send for a sample and particulars *now*. Put up in many sizes and *pays you an attractive profit*, if you are in a position to sell it.

**BUFFALO SPECIALTY CO.,** "The [illegible] People"

**Also makers of RADIATOR NEVERLEAK and NEVER-KNOCK CARBON REMOVER**

**346 Ellicott Street** **Buffalo, N.Y.**


HARDWARE AND METAL, November 8, 1919. Volume XXXI., No. 45. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

CANADA
FOUNDRIES & FORGINGS
LIMITED

# THE ULTIMATE IN ENDURANCE



## DIAMOND G JACK SCREWS

SEE YOUR JOBBER

*PRODUCED AT*

JAMES SMART PLANT
BROCKVILLE, CANADA

# PUSH THE BIG THREE TO THE FORE AND BRING MORE TRADE TO YOUR STORE



Universal Coffee Percolator.
No. 476.

The Trade Mark Known
UNIVERSAL
in Every Home

***Sell the goods that hold the trade, That's the way the money's made.***

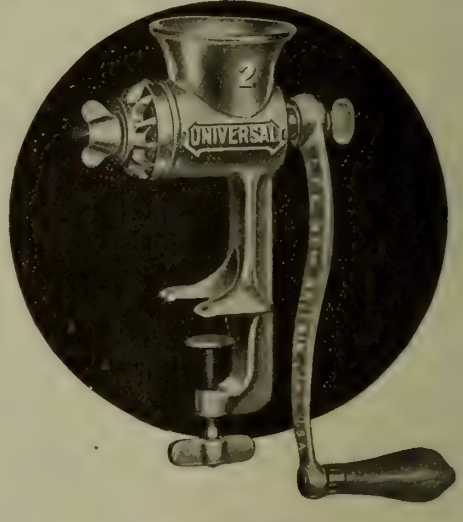
There is no better getter of trade than these three UNIVERSAL appliances. The wise woman is eager to buy anything that saves time, labor and money in the home. UNIVERSAL Products have proved their worth and deserve a place in every kitchen.




Universal Bread Maker.
No. 4.

All things come to those who wait, but they will come sooner if you are too busy to wait for them. The great cry is "Down with the High Cost of Living." Housewives are increasingly active in this movement. They are eager to adopt every worthy scheme and device to save food, time and labor. They know, need, want, and will buy "UNIVERSAL" Bread Makers, Food Choppers and Percolators.

Now is the time to sell these UNIVERSAL Products. Write for our striking window display. Keep the goods showing and you'll keep them going.




Universal Food Chopper.
No. 0.

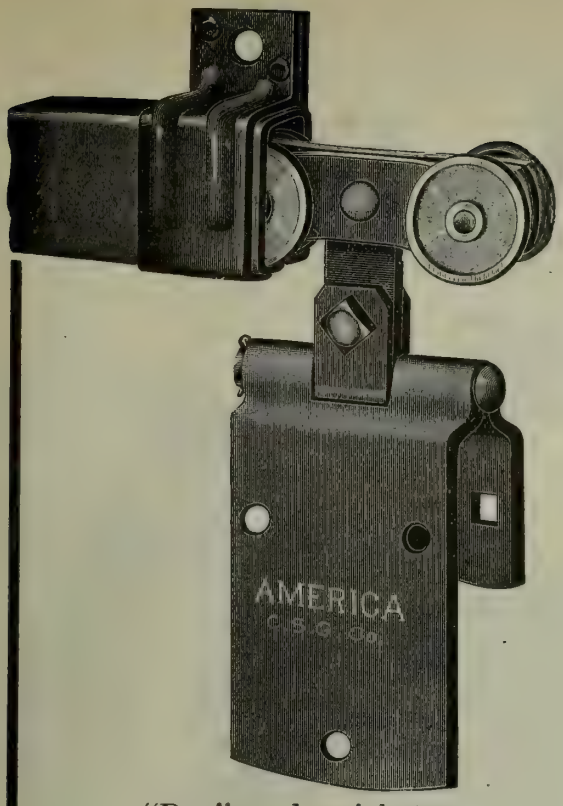
**Canadian Representative:**

**A. MACFARLANE & CO., LIMITED**

MONTREAL, QUEBEC

# LANDERS, FRARY & CLARK

**NEW BRITAIN, CONNECTICUT**




# "America" and "Canada" Hangers

## These Will Put "Pep" in the Turnover




"Pep" and quick turnover. Special features appeal to your customers and make quick, frequent sales.

"Canada" efficiency is based on anti-friction, steel roller-bearings.

Runs on the same standard "National" track. It cannot jump the track.

**Don't forget the building activity everywhere.**

"Canada" Hangers are packed one pair complete with suitable bolts, in a strong, neat box. The weight is 75 pounds per dozen pairs.

Unquestionably the most popular, and has the largest sale of any Trolley Hanger in the Dominion.

The "America" operates in the Hatch Trolley Track—the only Track supported by the famous corrugated Track Brackets.

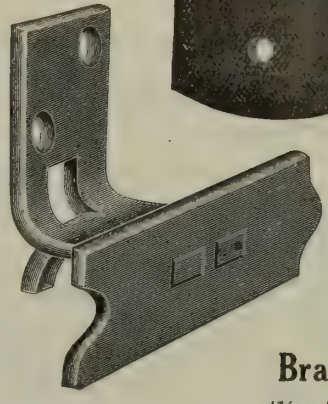
**These Are the Only Track Brackets That Are Corrugated.**

They are naturally much stronger and better than the ordinary plain Track Bracket.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.



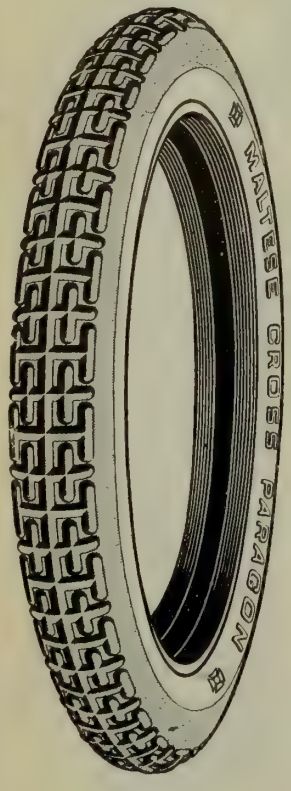
**Braced Rail**

1¼ x 3-16 inches. In lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

# Canada Steel Goods Co., Limited

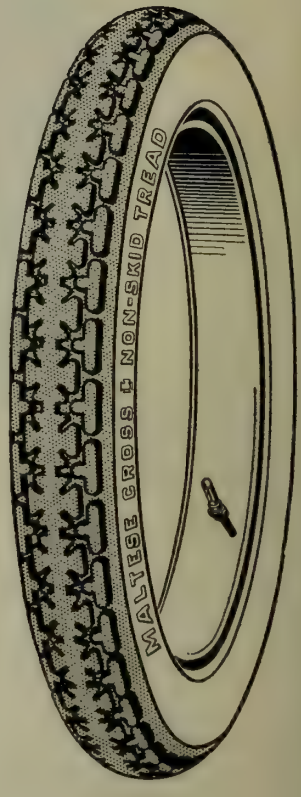
## Hamilton, Canada

# Maltese Cross Tires










## DISPLAY

**"The TIRES THAT Give Satisfaction" in Your Window.**



The heavy demand for Maltese Cross Tires this coming winter is going to find some of the dealers short of "The Tires That Give Satisfaction" if they do not stock up at once. The demand for Maltese Cross Tires has been very heavy of late and will be more so as King Winter approaches. All motorists know of the greater advantage Maltese Cross Tires have over other makes. They are masters of the situation when ploughing through rain, snow, slush and ice.

Dealers should see that they keep up a good display of Maltese Cross Tires, and watch your tire receipts grow.

## *Gutta Percha & Rubber, Limited*

**Head Offices and Factory, Toronto**

***BRANCHES:*** **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

# Flexible Storm-Proof Door Hanger

## No. 77

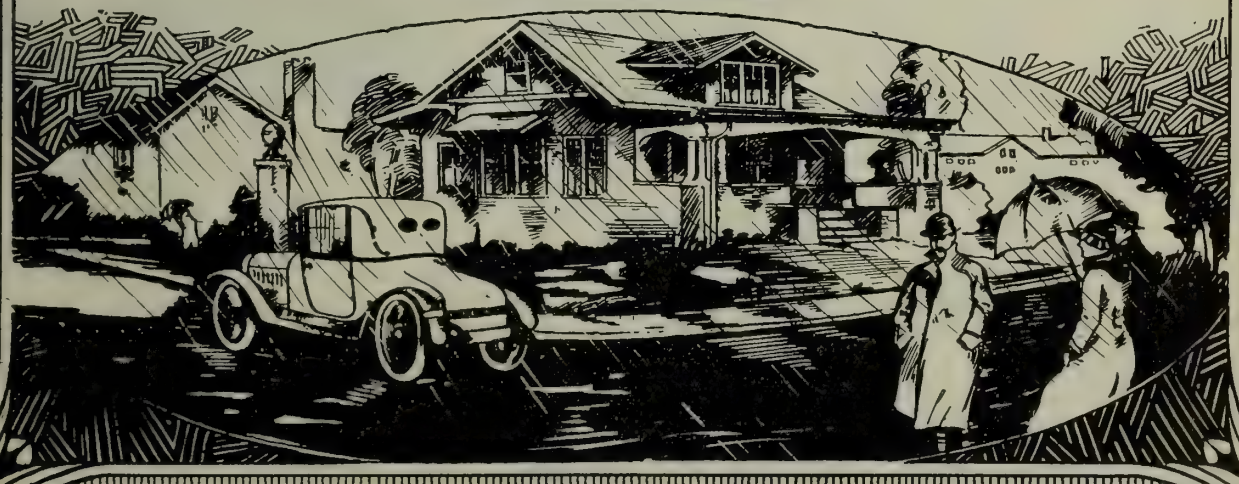


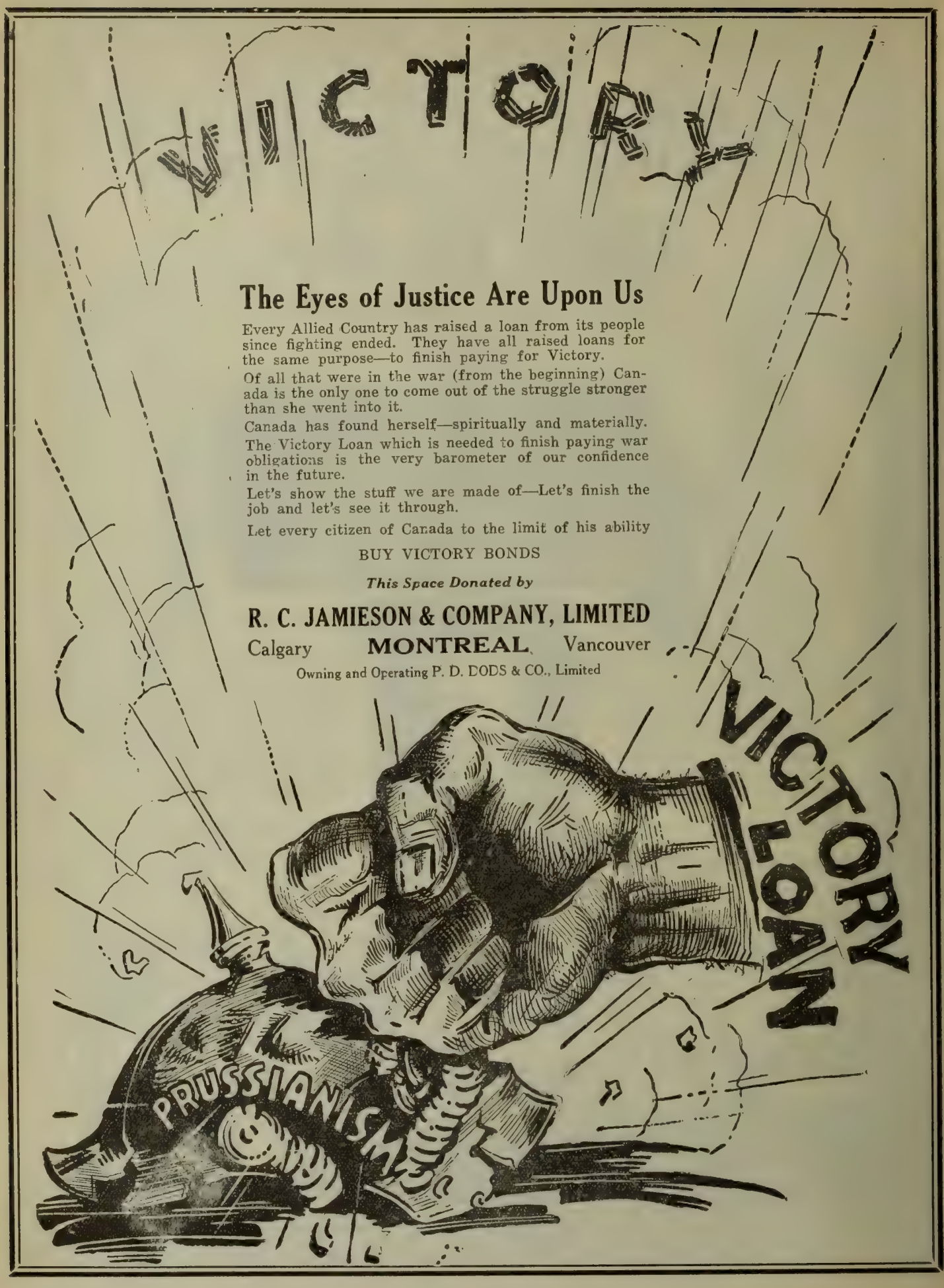
No. 77 has all the good features of the No. 66 and in addition a flexible hinge joint. This joint allows the door to give, and swing out when bumped. When the door hangs down there is no vibration in the hanger.

No. 77 is very popular with the trade, being in the class of the Big "4." It has oil-holes for bearings, and a special way of attaching connecting strap to truck, permitting free action. The truck is held firmly upright.

**National Manufacturing Co.**

**Sterling Illinois**






## The Eyes of Justice Are Upon Us

Every Allied Country has raised a loan from its people since fighting ended. They have all raised loans for the same purpose—to finish paying for Victory.

Of all that were in the war (from the beginning) Canada is the only one to come out of the struggle stronger than she went into it.

Canada has found herself—spiritually and materially.

The Victory Loan which is needed to finish paying war obligations is the very barometer of our confidence in the future.

Let's show the stuff we are made of—Let's finish the job and let's see it through.

Let every citizen of Canada to the limit of his ability

BUY VICTORY BONDS

*This Space Donated by*

**R. C. JAMIESON & COMPANY, LIMITED**

Calgary **MONTREAL** Vancouver

Owning and Operating P. D. DODS & CO., Limited





# Butterfield Reamers

These excellent reamers, like other Butterfield tools, cover a wide range of styles. There are, of course, reamers with straight and spiral flutes, of carbon or high speed steel; reamers with threaded ends (self-feeding); locomotive taper reamers; bridge and boiler reamers and a great variety of others.

When you handle the Butterfield line you need never be "stumped" for a tool. We fill orders for special tools from drawings or samples.

The Canadian mechanic, and his shop executives, are thoroughly "sold" on Butterfield products. They increase your business, bring you customers (for they follow Butterfield tools) and found profitable trade.

## Butterfield & Co., Inc.

**Rock Island, Quebec**




# HACK SAWS AND TOOTH SHAPES

## Right down at the bottom of cheaper

cutting costs is the shape of the tooth. Years of experiment and actual working tests have given us the "Standard" shape tooth. It "cuts quicker and lasts longer."

And here's the reason. As a saw is used the points are worn off and the "contact area" of the teeth on the work becomes so great that enough weight to make the teeth "bite" crushes or breaks the blade. In other words, "the saw is dull."

Another thing: In the acute or "positive" angle tooth the leading edge points in the direction of the cut, it's always "digging in" under the surface and most likely to strip. The negative angle tooth simply scrapes off the metal and does not actually cut at all. The hook tooth is under the same handicap as the acute angled tooth. In all unusual teeth the "contact area," the friction producing surface, is greater than with the "Standard" tooth.

The easiest, surest way to get economy in Hack Saws is to use Starrett Blades with the Starrett Chart. Send for Catalog No. 21 "MA"

## THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO

42-996




**Starrett Hack Saws**


By Product Coke
Hamilton Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Open Hearth Steel Sheets
Quality
Drop Forgings
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL
Railway Fastenings
Service
Wrought Pipe
Pole Line Hardware
Screws & Nails
Bolts Nuts & Washers
Wire & Wire Products




# FEATHER YOUR NEST.

WHEN you invest your money in Victory Bonds you are not *giving* money to your country. You are making the safest investment in the world, and your money will come back to you, with interest, at a time when you may need it far more than you do now. And

**Remember the Somme? Ypres? Vimy?**
**Passchendaele? Cambrai? MONS?**

**Canada Stove and Foundry Co., Ltd.**

**Ville St. Laurent** **MONTREAL, QUE.**

# WILT

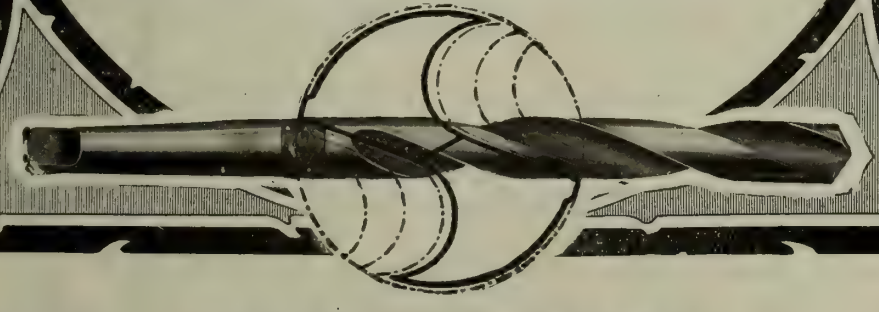
"Where there's a WILT—there's the Way"

## HIGH SPEED AND CARBON TWIST DRILLS

### Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS, REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the market of all **WILT PRODUCTS, WILT DRILLS, REAMERS, AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics makes that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS. REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling **WILT Products. Investigate.**

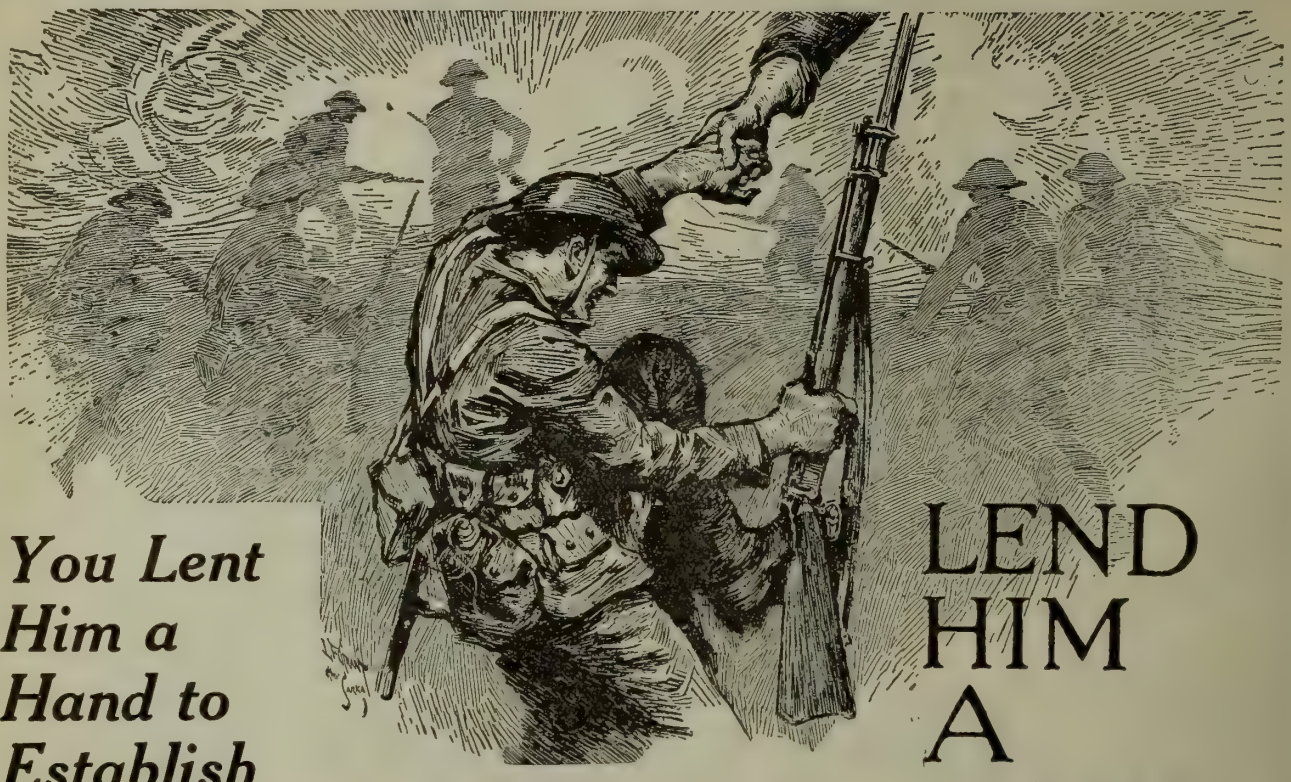
**WHERE THERE'S A WILT—THERE'S THE WAY**



## WILT TWIST DRILL CO.
## OF CANADA LIMITED

**WALKERVILLE - - - ONTARIO**

**LONDON OFFICE: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**



# LEND HIM A HAND

***You Lent Him a Hand to Establish Canada in the Minds of our Enemy. AND HE DID IT WELL!***

It is now up to us to establish him in his pre-war successful career, which he laid aside to go over and fix things up for Canada, and we who have the cash can lend it, NOT GIVE IT, MIND YOU? JUST LEND IT.

The reaction from war to peace has been sudden and strong. Our courage may be a bit spent, our enthusiasm for service a trifle on the wane, but the boys who have been over are still for us, and we must be still for them. Therefore, what if it does need a little extra courage and a big effort for us to get some cash together for VICTORY BONDS, let us do it with all the good spirit we have within us.

The HARDWAREMEN THROUGHOUT CANADA were always away up at the top when it came to doing their bit, and now that the work has got to be finished in real, first-class shape, you, they and we all will be there with a great, noble finish.

Encourage your clerks and your friends to buy VICTORY BONDS. Make it easy for your employees to do so.

## YOU ARE ABSOLUTELY SECURED

Why the very store you own is part security for the payment of these bonds.

**This Space Donated by**

**CAVERHILL, LEARMONT & CO.**

**MONTREAL**

# You Can Sell One to Every Horse and Cow Owner



HORSE owners are generally recognizing the benefit of FALL CLIPPING, as well as the spring clipping which puts the horse in splendid condition for the summer's work.

FALL CLIPPING gives a clean, comfortable coat, enabling the horse to keep healthy and strong during the winter's exposure. Any horse owner who has nursed a valuable animal through winter colds, chills, etc., will appreciate its value.

Many will clip this fall, and they are likely customers for Stewart Clipping Machines. You will cash in on the demand by displaying Stewart Machines now. They are so well known that they sell on sight—a quick, profitable turnover.

## Display Stewart Clipping Machines Now




### Stewart No. 1 Ball Bearing Horse and Cow Clipping Machine

The gear case is dust proof, excluding dust and dirt—it contains oil, the gears being continuously lubricated.

Gears cut from solid steel bar and made file hard by special heat treatment.

Machine is ball bearing and runs easily and smoothly.

Equipped with six feet of highest grade flexible shaft and the famous Stewart Single Tension Clipping Head.

**Retail Price $16.00**

## Every Dairy Farmer a Splendid Prospect for Clipping Machines

DAIRY officials, prominent dairy farmers and dairy publications are urging cow clipping as an absolute necessity for producing CLEAN MILK.

The flanks and udders of all dairy cows should be clipped at frequent intervals, especially during the fall and winter. The hair being kept short, these parts can be readily cleansed before milking, and the milk is not contaminated from filth.

In many communities it is demanded that all certified dairies clip their cows regularly. If your community health authorities have not already taken such action, they will eventually do so.

Stewart Clipping Machines, so successful in horse clipping, are just the thing for clipping cows. Their reliable construction and years of satisfactory service are well known.

Be prepared to meet the increased demand for Stewart Clipping Machines for clipping cows. It will soon be general, and the demand will be permanent and substantial as the dairy business itself.

We will co-operate with you in every way in increasing sales. Get a stock of Stewart machines, and go after the business now.

Every dairy farmer in your section is a sure prospect.

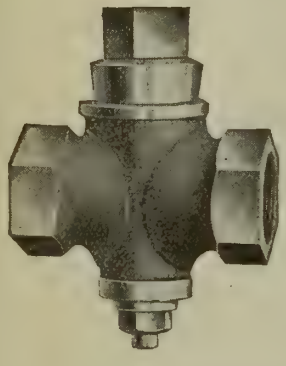
**Don't overlook this chance**
**Write your jobber TODAY**

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Ave.**

**Chicago, Ill., U.S.A.**





FIVE WORKS---OVER 3,000 EMPLOYEES

# UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



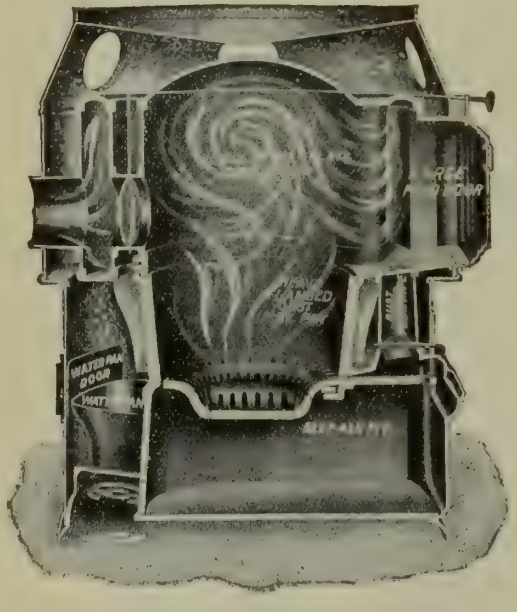



## "UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. M. MASON ROOKE, M.I.M.E., 613 Dominion Bank Bldg., Vancouver, B.C.





## *A Startling— but True Statement*

THE New Idea Warm Air Furnace meets and overcomes every problem, in the matter of successfully heating homes, business houses, etc. The

**NEW IDEA WARM AIR FURNACE**

is unquestionably the superior method of heating. With the New Idea you get warm, moist air—where you want it, and as much as you want.

The New Idea contains more heating surface than any other furnace. The large, roomy ash pit prevents the ashes from banking up and burning out the grates. The fire pot is guaranteed for five years. One striking feature is the New Idea Duplex Grates which are easy to operate and take care of clinkers of all sizes.

Sell your customers the New Idea and you have made friends for life.

For particulars, special information and prices write

THE HAMILTON STOVE & HEATER CO., LIMITED
Successors To
GURNEY, TILDEN, CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

"75 YEARS OF SUCCESSFUL MANUFACTURING"

# You Don't Give —You Lend

In deciding how many Victory Bonds you will buy, remember this important point—you are not giving—you are lending to your country!

You are lending at a good rate of interest.

You are lending on the highest security.

You are lending to maintain your own and your country's prosperity.

In your own personal interest you should make strenuous efforts to buy as many Victory Bonds as you possibly can.

You couldn't put your money in a better place.

You want to save money—everybody does.

It is the only way to get ahead.

And Canada needs to borrow your money to bridge the gap from War to Peace.

It's your duty to lend.

Take the proper view of this Victory Loan.

Say to yourself: "I am going to buy all the Victory Bonds I can pay for now and in the next ten months." What if it is an effort to pay for them?

Look ahead a little.

Think of what you will own when your Victory Bonds are finally paid for.

Every cent you pay on your Victory Bonds you lend to your country—you save!

Remember that, and

# Buy Victory Bonds

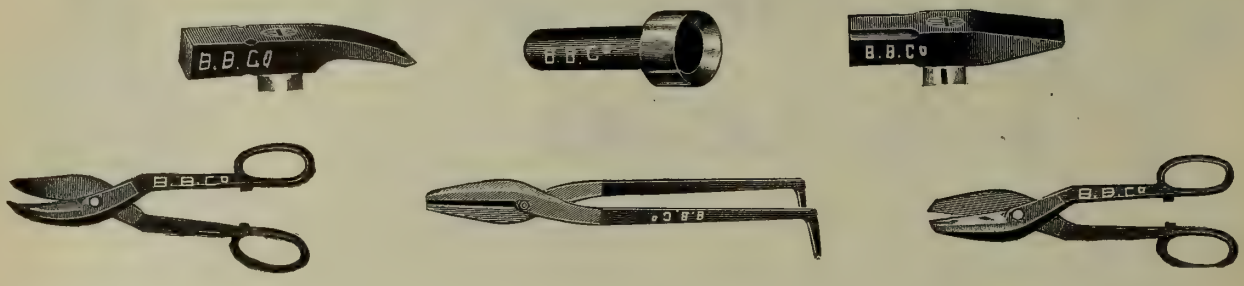
***"Every Dollar Spent in Canada"***

THIS SPACE DONATED TO THE VICTORY LOAN 1919 CAMPAIGN BY

**DOMINION CARTRIDGE COMPANY, LIMITED**

MONTREAL, CANADA

# Tinsmith Tools




## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

## The Brown Boggs Co., Limited

**Hamilton, Canada**

# "YANKEE" TOOLS

## PUSH DRILL No. 44

### *Saves Time at Every Turn*

**Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.**




**A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.**

*Your Jobber Can Supply*

## NORTH BROS. MFG. CO.

**PHILADELPHIA, PA.**

# Kiddie-Kar

*The Largest Selling Child's Vehicle in the World*

The sales of Kiddie-Kar since its appearance on the market have steadily increased until it stands supreme as the world's largest selling child's vehicle.

There are good reasons behind Kiddie-Kar's enormous sales; the margin of profit is large, there are no complaints or comebacks; girls love it as well as boys; it is a year round staple—not a novelty. Made in sizes for children from 1 to 8 years old.

See the trailer—a sure seller.



*More Than Half Your Customers See Kiddie-Kar Advertising in Over 3,000,000 Homes*

During these three months before Christmas your customers will see Kiddie-Kar advertised in full pages in color—the most compelling form of advertising.

**Canadian K-K Company** **Elora, Ontario, Canada**

# *THERE ARE MATCHES and* E-D-D-Y'S MATCHES

## *WHICH DO YOU SELL?*



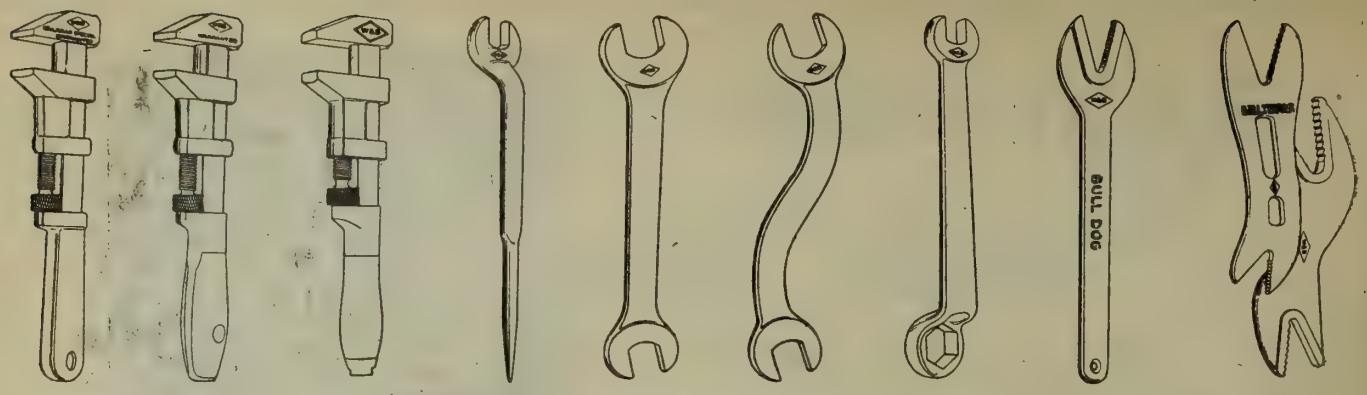

There's just as much difference between Matches as between people.
Some you can always rely upon.
Others are never dependable.
Eddy's Matches are like old friends.
They'll Never go back on you (Never **come** back on the dealer either.)
70,000,000 of them go out daily to lend a hand in keeping things going throughout the land.
Quick turnover is the ideal of every merchant.
You need never worry about Eddy's Matches. Known from Coast to Coast, they sell themselves. Better send in your order to-day.

### THE PAIL THAT PROTECTS

If you're looking for REAL fire protection, no need to go further.
The EDDY FIRE PAIL is what you want.
Made of our justly famous Indurated Fibreware, it's moulded in one piece. No hoops nor wires.
No leaking nor shrinking.
Always ready. Always right.
Made by




**The E. B. Eddy Co., Limited - Hull, Canada**




# Sell the Full Line

It always pays to have the one right tool for the particular need of your customer. You wouldn't think of offering a monkey wrench to a structural iron worker, or a construction wrench to the garage man. He knows what he wants, and he knows he can find it in the "W & B" line.

You'll find every requirement of machinist, engineer, structural worker, farmer, automobilist and household customer well taken care of in the "W & B" line. For 66 years every "W & B" tool has been made to the standard:—

***"Make it better than anyone else can make it, put your name on it, and stand by it"***

**The Whitman & Barnes Mfg. Co.**
**Office and Factory: St. Catharines**
**European Office: 139 Queen Victoria Street, London, E.C.**

W&B TRADE MARK

**Established 66 Years**
# Whitman & Barnes
**TWIST DRILLS — REAMERS — WRENCHES — HAMMERS**

# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.
**55-71 Amory Street**
**Roxbury, Mass.**
**U.S.A.**



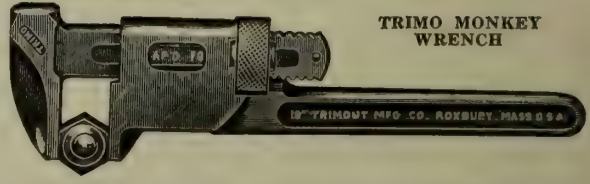

TRIMO PIPE WRENCH
STEEL HANDLE




TRIMO PIPE WRENCH
WOOD HANDLE

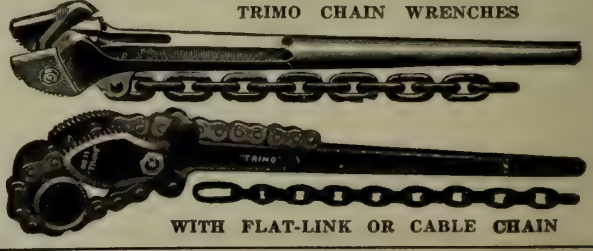
TRIMO PIPE CUTTER




TRIMO MONKEY
WRENCH

TRIMO CHAIN WRENCHES




WITH FLAT-LINK OR CABLE CHAIN

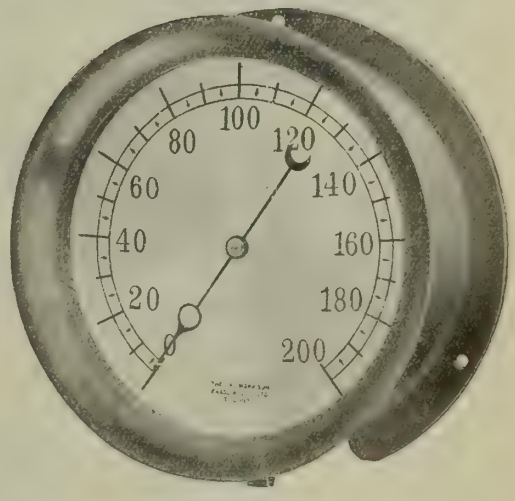
# MORRISON
## Gauges

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction.

They include gauges for every conceivable purpose—for indicating, or indicating and recording—pressure, temperature, altitude, revolutions, etc.

"Morrison's" is seen on most all Canadian Working Drawings and Specifications. You may expect frequent calls for Morrison goods.

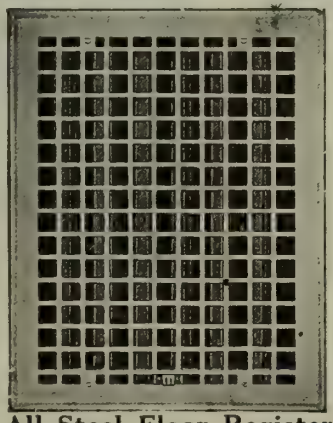



**The James Morrison Brass Mfg. Co.**
Limited
**93-97 Adelaide St. W., Toronto, Ontario**

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**
The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.


All Steel Floor Register

Cast Iron, Semi-Steel and all Steel.

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

In all sizes, designs and finishes.

**IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.**

**TUTTLE & BAILEY MFG. CO. OF CANADA**
BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.

# THEN IT WAS VICTORY—NOW IT'S MONEY

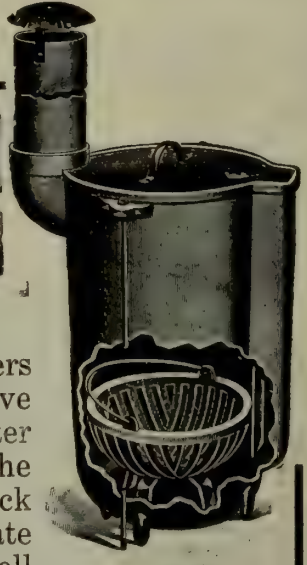
This time last year it was the war we wanted to win. Now it's the Prince's Honour Flag we're after. Our soldiers helped to win the war—the hardware men are going to win the right to fly the Honour Flag. That's why every dealer and clerk must

## *BUY VICTORY BONDS*

**The Thomas Davidson Mfg. Company, Limited**

**Toronto Montreal Winnipeg**

**MEHASCO**



**STOCK TANK HEATERS**

We keep to the front with the best sellers in Stock Tank Heaters, and you can have from us the Harvard Basket Grate Heater in either 16 or 19 inch diameter; the Down Draft Junior or Senior, the Black Jack Cast Iron Heaters with Basket Grate in 14″ and 17″ Diameter, and the well known Nelson Heater. By buying a year ahead we have been able to get a price that will be interesting to you.




**Write us for our Catalog and price list.**

**Merchants' Hardware Specialties, Limited**

CALGARY

*FISHING TACKLE*

TRADE MARK "MORRISCA"

**This British-American symbol**

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

*Our new General Catalogue is now in preparation. May we put your name on our register?*

**Morris, Carswell & Co., Ltd.**

*Craftsmen in Silkworm Gut*

**118 Howard Street, Glasgow**

**Scotland :: (Wholesale only)**

*And at Murcia, Spain* *Established 1855*

# Your Bad Debts

## *If You Could Collect Them Would It Be Worth*

## $5

## ?

"Yours to hand enclosing $18.40 from Mr. ..... This makes the third collection you have sent me this month."

—***Extract from a Letter***

## The Ontario RETAIL HARDWARE Association

beside the usual advantages of an association, offers a Collection System that collects old accounts from "Slow Pays" and "Dead Beats"; a Cost Price Book Service that keeps you up to date on cost and selling; a Sales Bureau that moves slow stock; supplies of Lien Notes and other useful blank forms.

The Annual Convention, members say, gives them new and valuable ideas that only personal visits to hundreds of retail stores could furnish otherwise. These valuable features are at your service on becoming a member. The cost is only $5 a year.

**W. F. Macpherson, Secretary**

**Prescott Ontario**



# Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

DESIGNED to insure the maximum of safety, care was taken to provide a form as close to a circle as possible —no bunching or extension of the head portion, no "sleeve-catchers" to cause injury to the unwary operator.

They provide safety complete and automatic and, with this assured safety, better balance on the lathe and every whit of utility obtainable in this class of tool.

The price is the same as for the dangerous kind.

Bent and Straight Tail, 1 or 2 Screws, 16 Sizes, ⅜ to 6-inch Capacities.

*May we send you a copy of our Machinists' Tools Booklet?*

## J. H. Williams & Co.

***"The Drop-Forging People"***

**30 Richards St. Brooklyn, New York**

**THE A. G. LOW CO., LIMITED**

**30 Pacific Ave., Saskatoon, Sask.**

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

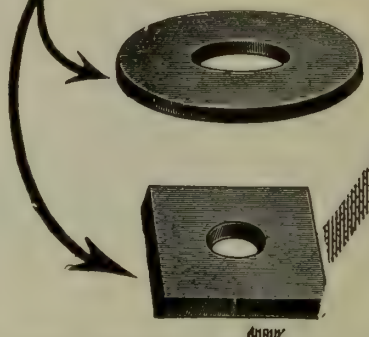
QUALITY as usual.

## Walter Woods & Co.

**Hamilton and Winnipeg**

# Wrought and Steel Plate WASHERS

*of all descriptions*



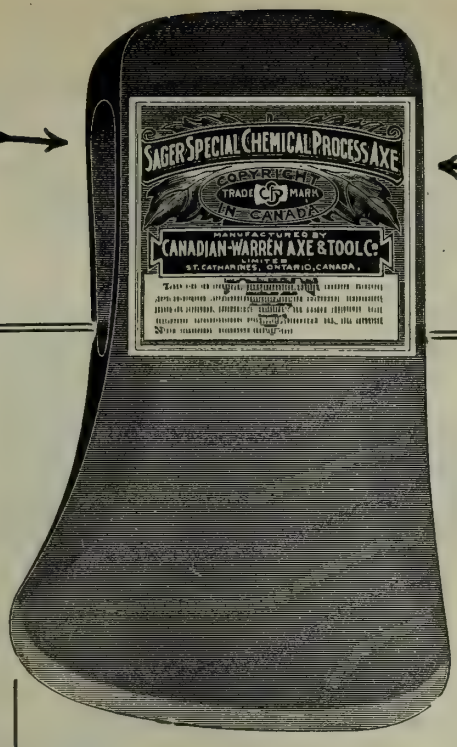
**Round & Square Plain or Galvanized**

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

***Prompt Shipment***

## Wrought Washer Mfg. Company

**Milwaukee, Wis.**




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



**Soo Line Logging Tools**



# You Don't Give— You Lend

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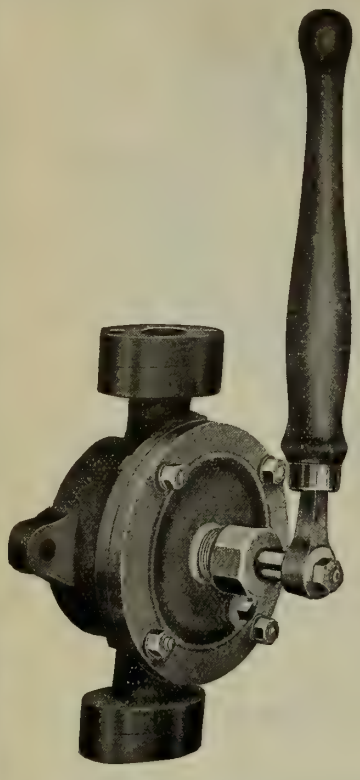
Remember that, and

# Buy Victory Bonds

***Every Dollar Spent in Canada***

This space donated to the Victory Loan 1919 Campaign by

**Nicholson File Company**
**Port Hope, Ont.**



OUR

**SEMI-ROTARY**

**Force Pumps**

ARE

Simple in Construction

Effective in Operation

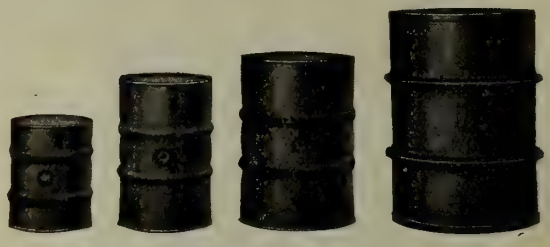
**Write for Bulletin**

**HAMILTON MOTOR WORKS LTD.**

HAMILTON -:- ONTARIO

# The Modern Package

For either storage or shipping, if you try **Smart-Turner Steel Barrels,** you will never go back to the leaky wooden package.



**KEGS**

**HALF-BARRELS**

**BARRELS**

**DRUMS**

**The Smart-Turner Machine Co., Limited**

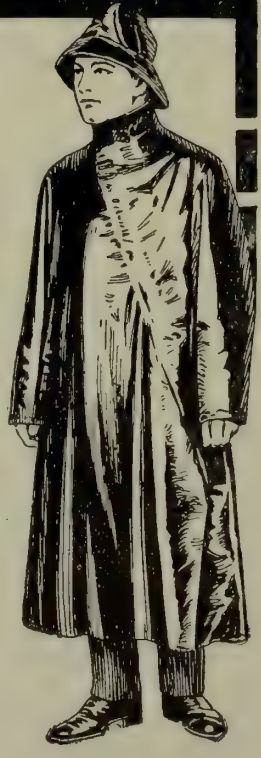
HAMILTON, CANADA

# TOWERS WATERPROOF CLOTHING

TO merit the enormous sales that Tower's Fish Brand Waterproof Clothing has throughout the Dominion, means something more than simple advertising—and leading the dealer's shelves with stock.

Fish Brand Waterproof Clothing represents perfection in manufacture—the "know how" to produce merchandise that gives satisfaction—appearance, durability and hard wear. This, combined with advertising, enables the dealer to benefit through handling and recommending Fish Brand Products.

We will be please to hear from you and submit interesting prices and particulars.



**TOWER CANADIAN LIMITED**

Toronto Halifax

Vancouver

TOWER'S TRADE MARK FISH BRAND

# YOUR WINTER STOCK

will not be complete without a line of sheet, matting, step-edging and nosing in

# ALUMINIUM

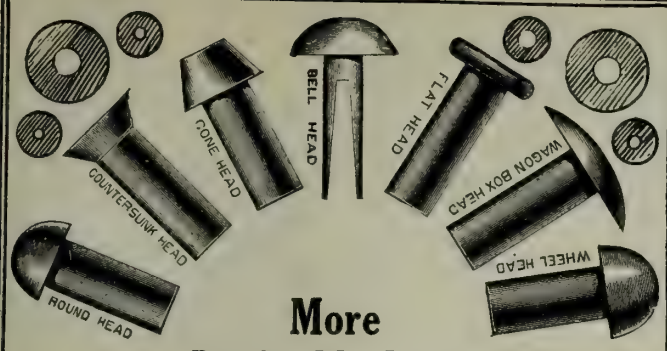
You will also want screws, nails, rivets, etc.

***We can supply you from Stock***

**THE BRITISH ALUMINIUM COMPANY, LIMITED**

265 ADELAIDE ST. W., TORONTO

*(Eastern Agents : Spielman Agencies, Montreal)*




## More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**

## The Parmenter & Bulloch Co.

LIMITED

**Gananoque, Ontario**



# TAPS

Accurate in form of thread and size — a minimum of friction and longest life are stamped "P. & W. Co." Insist on

**"P. & W. Co."**

## SMALL TOOLS

Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

**High-grade Materials**
**Guaranteed Quality**

## PRATT & WHITNEY Co. of Canada, Limited

**Dundas, Ontario, Canada**

**Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.**

# Satinette

## Furniture Polish—Finishes with a Hard, Dry Lustre




*Furniture Polish*

Satinette polish sells to every automobile owner. After its use on a surface no dust adheres, making it particularly desirable for use on motor car bodies. This popular polish finishes with a hard, dry lustre, accentuating the grain and color of wood, and enhancing the beauty of furniture.

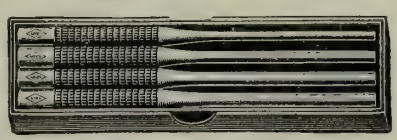
### Satinette Wall Paper and Kalsomine Cleaner

Cleans wallpaper, kalsomine, plaster, and window shades. A pleasing feature is the agreeable satin-like finish that it leaves. Packed in ideal air-tight containers Satinette never dries out or goes musty. It is well-liked, profitable to sell and the demand grows wonderfully.

## Satinette Products Manufacturing Co.

**Toronto, Canada**

**Western Distributors**
**H. L. PERRY CO., LTD.,**
**214 Princess St., Winnipeg, Man.**



# Remember—

## MAYHEW MADE TOOLS ARE RIGHT

**No. 596 Set of Extra Long Pin Punches**

MAYHEW

*"Every blow of the hammer refines the steel"*

Every machinist knows the value of extra long points on pin punches. Here is a set of four neatly boxed, the points 3/16, 1/4, 5/16, and 3/8 in diameter, —all points four inches long.

They are a necessity to every machine shop and automobile repair kit. They sell readily. Order a stock today. Ask for No. 596 set

***At your jobber's—or***

## MAYHEW STEEL PRODUCTS, INC.

**291 Broadway, New York**

**508 Mission St.**
**San Francisco**

**180 N. Market St.**
**Chicago**

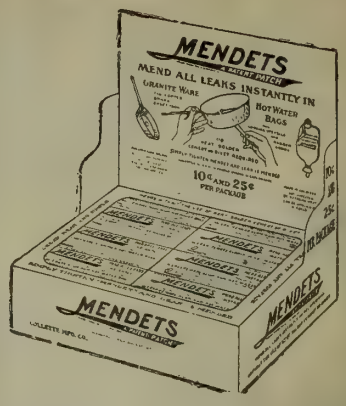


MENDETS
A PATENT PATCH

**Powerfully Advertised**
**Millions of Boxes Sold**

The dealer everywhere is assured of plenty of demand and sales. Powerful advertising throughout the country maintains the great natural demand.

**Collette Mfg. Company**
Collingwood, Ont.




MADE IN CANADA

**Blacksmith's**
**Boiler Makers'**
**Machinists'**
AND
**Pipe Fitters'**
**Tools**

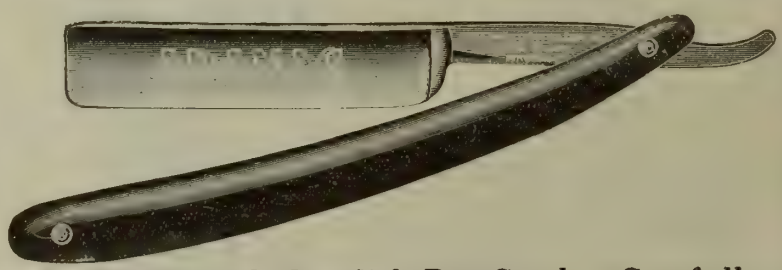
Write for Catalogue

**A B. Jardine & Co.**
LIMITED
HESPELER, ONT.

**Manufacturers**
OF
# WIRE
HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

**LAIDLAW BALE TIE COMPANY, Limited**
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

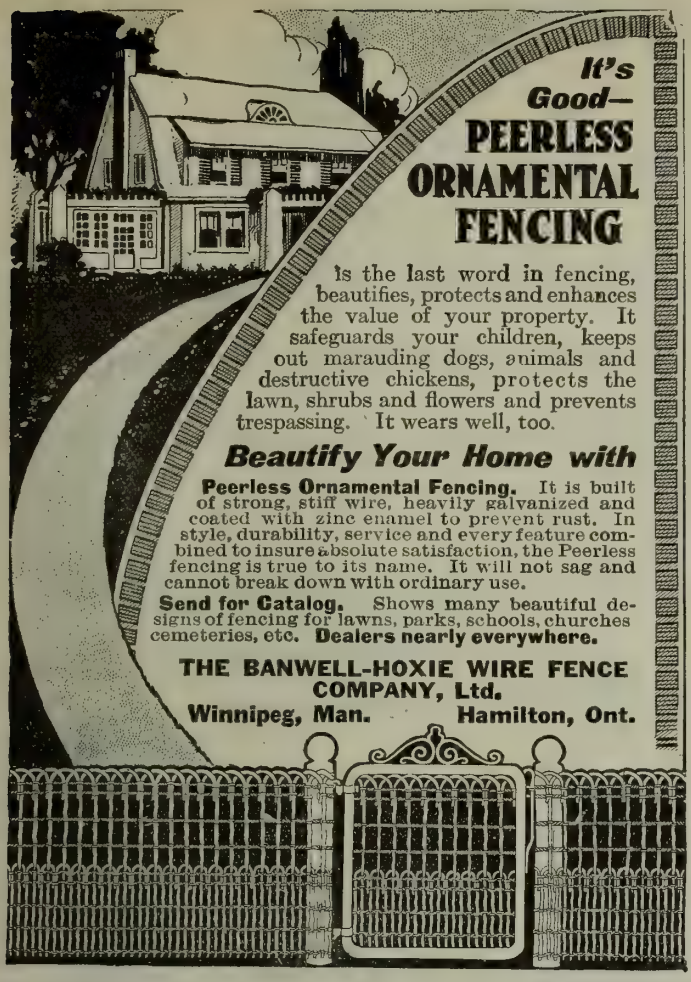
**A Reliable Razor for the User**



**Guarantee for Every Razor**

Made from the finest Crucible Swedish Bar-Steel. Carefully tempered and concaved. Set ready for use.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.
Canada Office: 140 McGill Street, MONTREAL



*It's Good—*

## PEERLESS ORNAMENTAL FENCING

is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

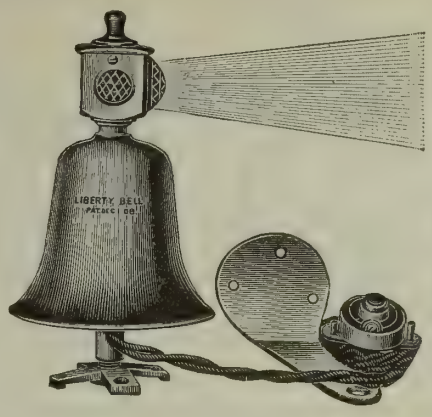
### *Beautify Your Home with*

**Peerless Ornamental Fencing.** It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

**Send for Catalog.** Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

**THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.**

**Winnipeg, Man.** **Hamilton, Ont.**




The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

## WARNS

### BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

## "LIBERTY BELL"

### DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

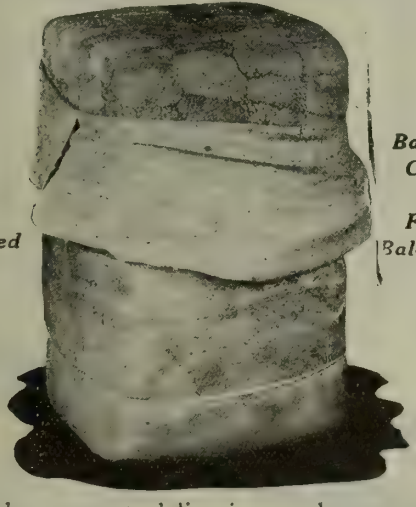
***We have an attractive proposition for you. Write for prices.***

## THE BUNYAN MFG. CO.

**9805 MADISON AVE. - CLEVELAND, OHIO**

# SPONGES

*(British and West Indian)*



*Highest Quality Unbleached*

*Bahama Cuban and Florida Bale Goods*

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

## Evans & Co., Limited

**(Importers and Exporters)**

**Coristine Building :: Montreal, Que**

TRADE YALE MARK

## Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

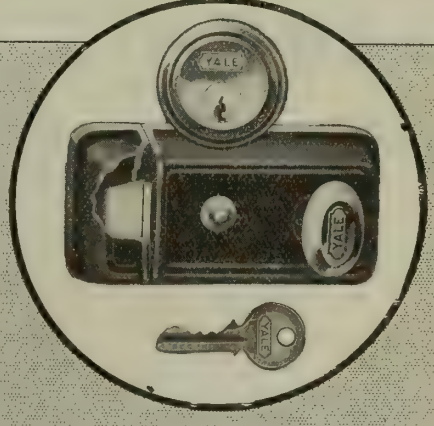
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

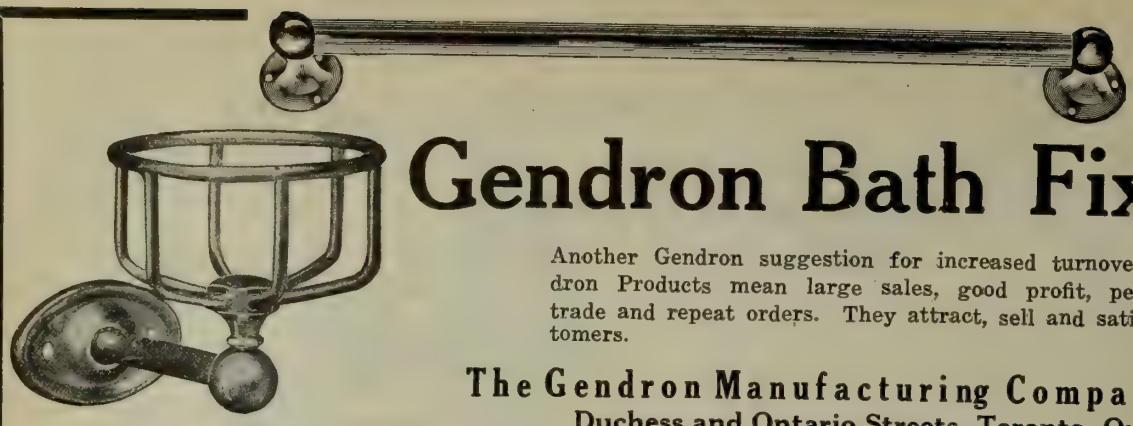
And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

*"The trade-mark Yale helps make the sale."*

## Canadian Yale & Towne Limited





# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

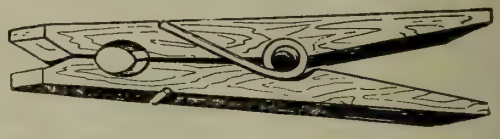
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

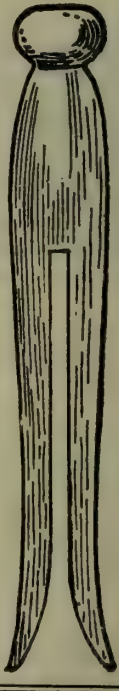
## The Megantic Broom Mfg. Co., Ltd.

***Manufacturers of Brooms and Clothes Pins***





**Lake Megantic, Que.**



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

**AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.**

# SHARRATT & NEWTH

43-44 PERCIVAL ST., LO ON, E.C. 1

## Glaziers Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

**Our Popular English Pattern**
Used Everywhere

**Quality—*The Best***

Established Over 100 Years




*Write to us or Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our*

**Agents: A. Ramsay & Son Co., Montreal**

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

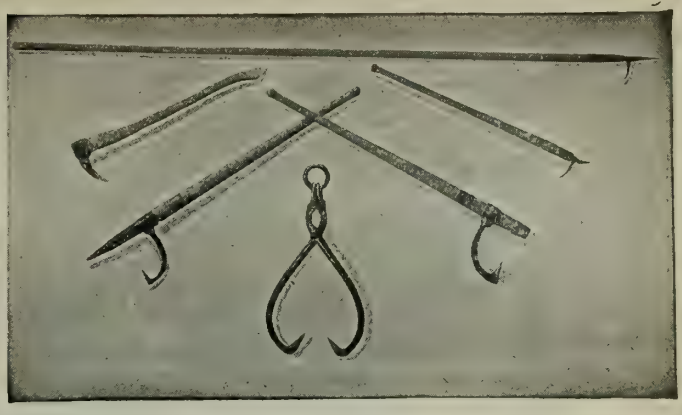
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario



# North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

*Eastern Canada Representatives for--*

## "Diamond Tires"

## "Viko" Aluminum Products

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

# VOL-PEEK 15¢




Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

**H. NAGLE & CO., Box 2024, MONTREAL**

(Owning and operating Vol-Peek Mfg. Co.)

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg




# 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

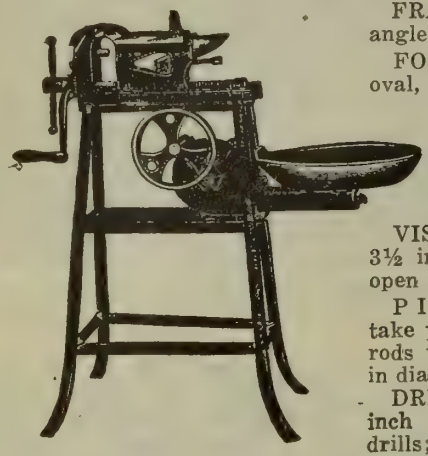
STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

**THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.**

## Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws ars 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

**Factory and Office:**

**Rock Island Manufacturing Company**
ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St

**VISES** *A Type and Size for Every Service*

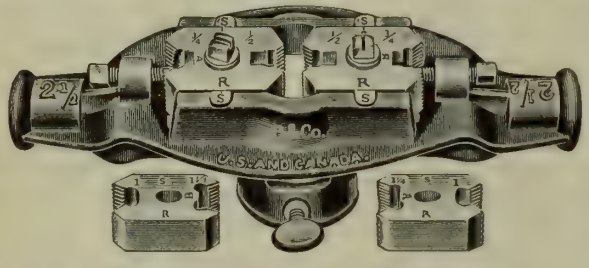
## REED'S ECONOMY ROTARY ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
37 St. Antoine Street, Montreal



## Solid Die Plates

**Armstrong Adjustable Stock and Dies**
**Pipe Cutters and Vises**

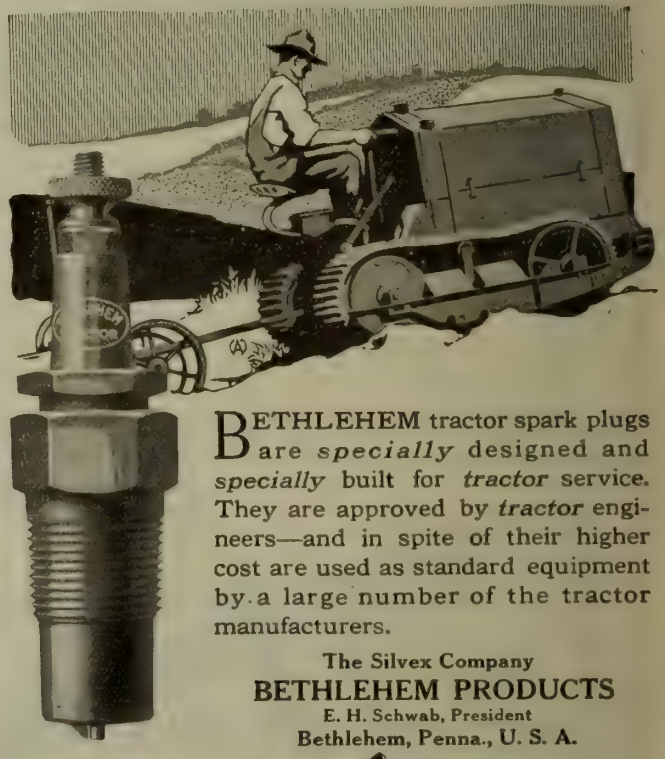
We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

**Prompt delivery guaranteed.**

**Rapid Tool & Machine Co., Ltd.**
Lachine,Que. Branch: Iberville, Que.



BETHLEHEM tractor spark plugs are *specially* designed and *specially* built for *tractor* service. They are approved by *tractor* engineers—and in spite of their higher cost are used as standard equipment by a large number of the tractor manufacturers.

The Silvex Company
**BETHLEHEM PRODUCTS**
E. H. Schwab, President
Bethlehem, Penna., U. S. A.

*Bethlehem* **SPARK PLUGS**

QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**

ST. THOMAS . - ONTARIO



# ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**




# KEYSTONE

## YOUR SUCCESS

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

**"KEYSTONE" STABLE BRUSHES**

through the good service they render, convince your customers of your dependability to sell only the best.

Stock and push the "Keystone" Line—it will pay you, both in satisfied customers and good profits.

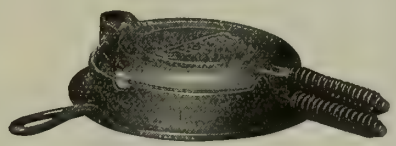
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**For Prices, etc., write**

**STEVENS-HEPNER CO., *Limited***
**– PORT ELGIN, ONTARIO –**

# You Will Sell More Waffle Irons

## If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.

Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

| | |
|---|---|
| Mop Sticks | Door Pulls and Latches |
| Meat Broilers | Coat and Harness Hooks |
| Lamp Brackets | Hammers and Hatchets |
| Quilt Frame Clamps | Cast Pliers |
| Mincing Knives | Saw Vises |
| Pulleys of all kinds | Screen Door Hinges |
| Stove Pipe Dampers | Lifters and Pokers |

**And a general line of fireplace fixtures.**

**Stover Mfg. & Eng. Co.**
**709 East St.**
**FREEPORT, ILL.**

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON — Stover Mfg. & Engine Co., 709 East St., Freeport, Ill. Send undersigned information regarding your

Name .....
Business .....
Address .....




## "TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

*Its long life proves its efficiency*

**Tallman Brass & Metal Limited**
HAMILTON, ONT.

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

**Canadian Sales Representatives:**

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.

Williamsport, Pennsylvania

# SIMONDS

## Crescent Ground CROSS-CUT SAWS

Will keep your business big, or help build it big. Goods like Simonds Crescent Ground Cross-Cut Saws bring back Satisfied Customers.



**CUT 10 Per Cent. More Timber**

**SIMONDS CANADA SAW COMPANY, LIMITED**

*"The Saw Makers"*

St. Remi St. and Acorn Ave.
MONTREAL, QUE.

Vancouver, B.C. . St. John, N.B.




NEW "RELIABLE" BUILDING ORIGINAL "RELIABLE" FACTORY

# Consumer Demand Makes Enlarged "Reliable" Plant Necessary

RELIABLE CANADIAN PRODUCTS TRADE MARK

ANOTHER milestone is passed. Reliable plant number two is now busily engaged supplying the greatly increased demand from buyers everywhere, for the high quality, "Lively and Lasting" Reliable line.

Send in your orders. We will take care of them. Our new plant gives us greatly increased factory capacity and every order for Reliable Batteries and Reliable Flashlights will be **promptly** filled.

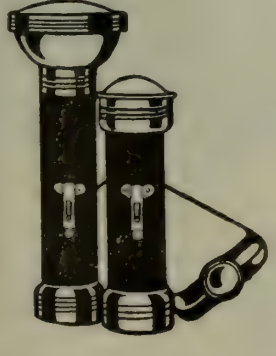
The big consumer demand for Reliable products will continue because it is based on quality. Stock up, there is more profit and more satisfaction for you in selling Reliable Flashlights and Reliable Batteries than there is in almost anything you can name.

If you do not carry Reliable Batteries and Reliable Flashlights, you are keeping profits away. Do not wait for the salesman to call, write or 'phone your jobber to-day.

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA



RELIABLE TRADE MARK

*Canadian Products*

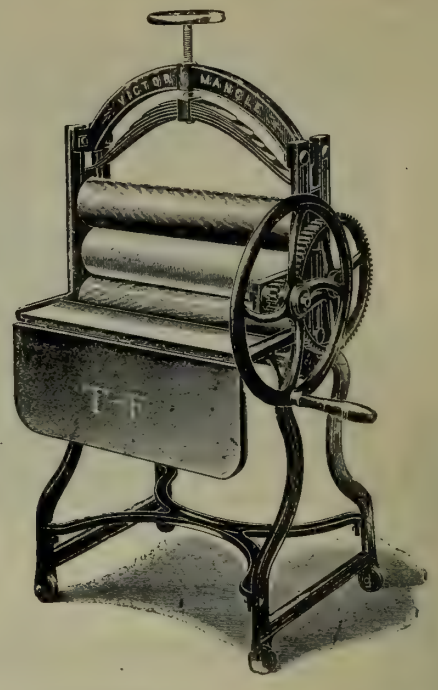
*"Lively and Lasting"*



# THE VICTOR MANGLE

***is substantially made and a ready seller***

Progressive dealers will do well to show one of these mangles prominently on their floor. The modern housewife is ever alert in matters of household equipment and in all respects the Victor Mangle is a very desirable acquisition. You can rely on quality workmanship throughout—all castings are smooth and highly enamelled. The rolls run remarkably free and with little exertion and there is a stability about the "Victor" that makes it operate in a most satisfactory manner. Other features include the drop leaf extension table, adjustable rollers, castors on feet, and especially selected hardwood rollers. Write us to-day for prices. The Victor Mangle will surely find a ready buyer—we can quote you attractive prices.




*The Largest Manufacturers of Hardware in Canada*

## Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

Head Office and Works
**Guelph, Ont.**

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H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.






# Keep the Goods Going Out of the Country

Great Britain and other countries come here for all manner of manufactured goods. These products are keeping Canadian workers busy and prosperous.
The buying of VICTORY bonds will keep everything on the hop, and we owe it to each other to over-subscribe the 1919 loan.

"EVERY DOLLAR SPENT IN CANADA"

TRADE JENKINS MARK
Jenkins Bros

## Jenkins Bros. LIMITED

TRADE JENKINS MARK
Jenkins Bros

Head Office and Works:
103 St. Remi Street,
Montreal, Canada.

Agencies in all the
Principal Countries
of the World.

European Branch:
6 Great Queen St., Kingsway
London, W.C. 2, England.

# The General Prosperity of Canada

is dependent upon the success of the new Victory Loan.

Therefore each and every Canadian is directly interested in making it a big success.

The one sure way to guarantee its success and with it the prosperity of your own business is to

## *Buy Victory Bonds*

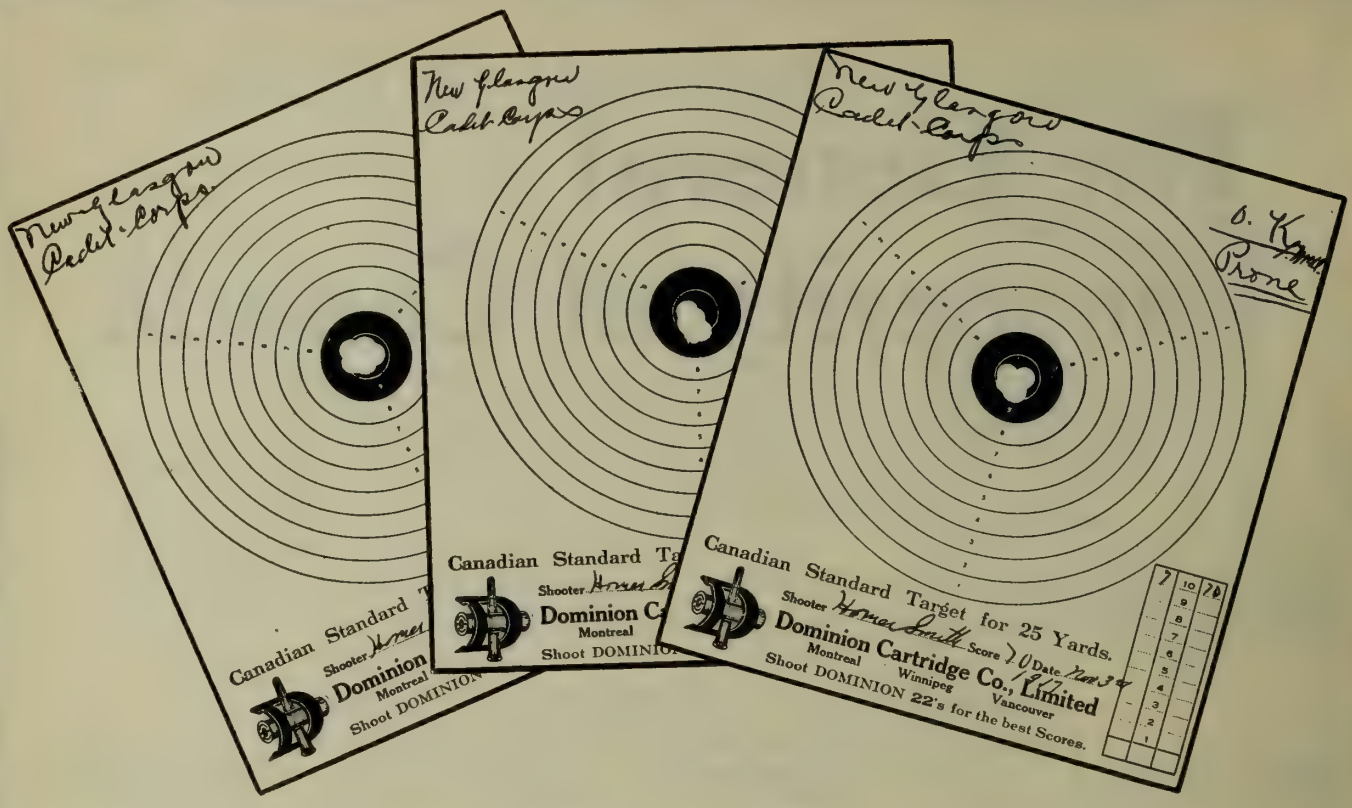
An over-subscribed Victory Loan assures the Canadian nation its "place in the sun" and continued prosperity for Canadian citizens.

**Published in the interest of Canada's Final Victory Loan by**




**THE SHERWIN-WILLIAMS CO.**
*of Canada, Limited*
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.






# Targets like these mean business for you

They were made on the standard 25-yard range by Dominion Marksmen with Dominion .22's.

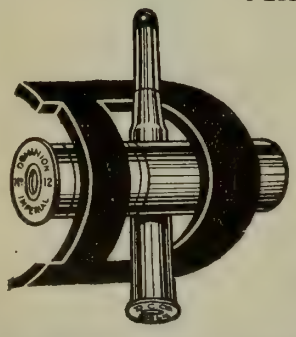
Over 6,000 boys in Canada are shooting

## Dominion .22's

in efforts to make similar scores.

This means business to every dealer who carries this ammunition.

All Dominion ammunition means more business — not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



**Dominion Cartridge Co., Limited**

**Montreal - - Canada**

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, NOVEMBER 8, 1919 No. 45

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Best English material, manufactured by St. Helens Smelting Co., Manchester.

Absolutely white in color and unequalled for all enamelling purposes.

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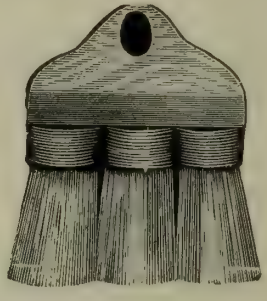



## "QUEEN'S HEAD" GALVANIZED SHEETS

If you have never used them you cannot realize the difference as compared with ordinary brands.

**A. C. LESLIE & CO., LIMITED**
Canadian Agents for
**JOHN LYSAGHT, Ltd.**
NEWPORT AND BRISTOL
ENGLAND





# Meakins Brushes

## *A Brush for Everything*

There is satisfaction in knowing that as soon as they say "brush" you have it, when you stock the Meakins line. Brushes to fill every possible need of the Household, Stable, Paint Shop or most Industries. And each the best of its kind.

**Write for complete Catalogue. Order through your jobber.**



## Meakins & Sons Limited, Hamilton, Ont.

**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, NOVEMBER 8, 1919 No. 45

# Display Helps Sell Washing Machines

## Mills Hardware Company, of Hamilton, Ont., Has Sold More Than 400 Washers This Year—Window Displays and Attractive Advertising Big Factor in Producing These Results

"OUR sales of washing machines of all kinds—hand, water power and electric, will run well over 400 for this year," said Nelson Mills, vice-president of the Mills Hardware Co., Hamilton, Ont., in discussing the washing machine business with HARDWARE AND METAL.

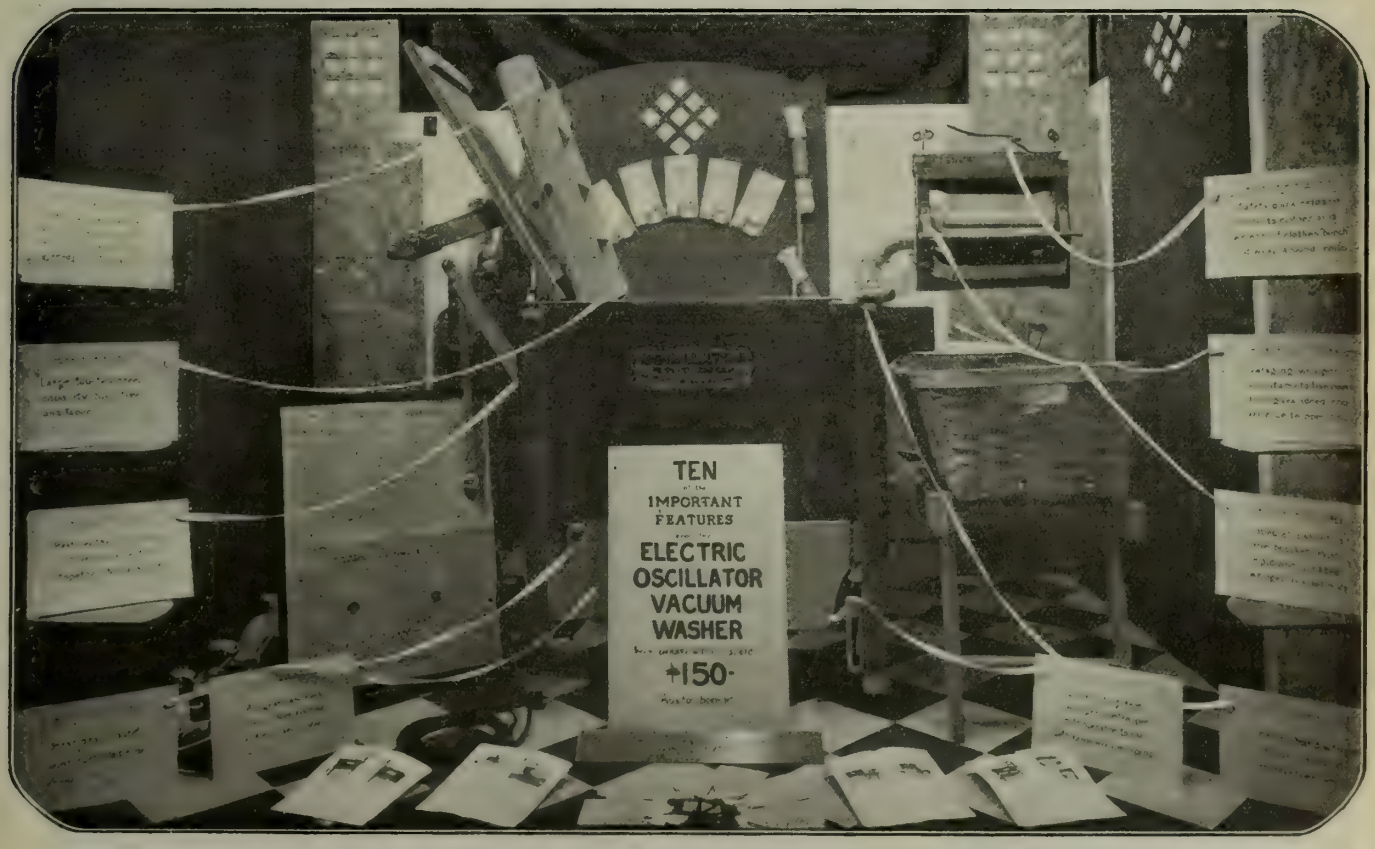
Mr. Mills states that the business is one that has shown steady expansion, and that he is looking forward to excellent sales of electrical washers. The firm goes after business aggressively. Not only the washing machine trade, but in everything it handles. It does not believe in having "shelf warmers." The stock has got to keep turning over.

### Window Displays Help

"Window displays are a great help in increasing sales," said Mr. Mills. "We find that it pays, and pays well, to keep our windows attractively arranged and changed regularly. We use show cards and price tickets generously, and find that we get really excellent results. The price is the first thing anybody who is interested in what we are showing wants to know, and we believe in letting them know. Prices are shown in good plain figures, and very frequently we also place on the cards the name of the article. This is a help very often to buyers, as many of them seeing a new line for the first time, do not know just what it is or what it might be used for."

As may be seen from the accompanying illustration, the cards which are used in the Mills Hardware Co. windows are neatly executed, and care and attention is given to their preparation. It takes time, but Mr. Mills says it is worth it in the results obtained.

"We aim to back up our window




*Window displays like the above are producing big results in selling washing machines for the Mills Hardware Co. of Hamilton. Note especially the six little glass shelves set right up against the glass in each of the front corners of the window. In this display they are used to place show cards on. In other displays they make splendid little stands on which to place flashlights, cutlery or other small lines. They put the goods right up under the eye of people who are looking in the windows and speed turnover.*

displays by attractive advertising," said Mr. Mills. "I may say that we are doubling our space and using space every day. That will, perhaps, tell what we think of the results obtained from newspaper advertising better than anything else. We find that consistent advertising sells the goods and that people are keenly interested in advertisements which have a real message for the buyer. There are times when we discontinue our advertising. For instance, during February, and in July and August, we do not advertise. We realize that we certainly lose some business by not doing so, but we believe we can afford to do this during the periods mentioned, when normal business is so quiet."

### Nothing Stands Still

Things do not stand still in the Mills hardware. There is always some plan under way for expansion of a department, the taking on of new lines or better ways of doing business. Just now the company is busy with plans for doubling its auto accessory department and very largely increasing the section allotted to sporting goods. In addition, there will be a rearrangement of the paint department.

Just recently the firm installed in its show windows twelve little glass shelves. There are six of these in each window, three on each side. They are small, triangular, and of bevelled glass, and fit neatly into the very corner of the window. They make ideal display stands for cutlery, flashlights, and various small articles.

### People Can See Them

"They put things right up under people's eyes," said Mr. Mills, "and are producing splendid results in sales."

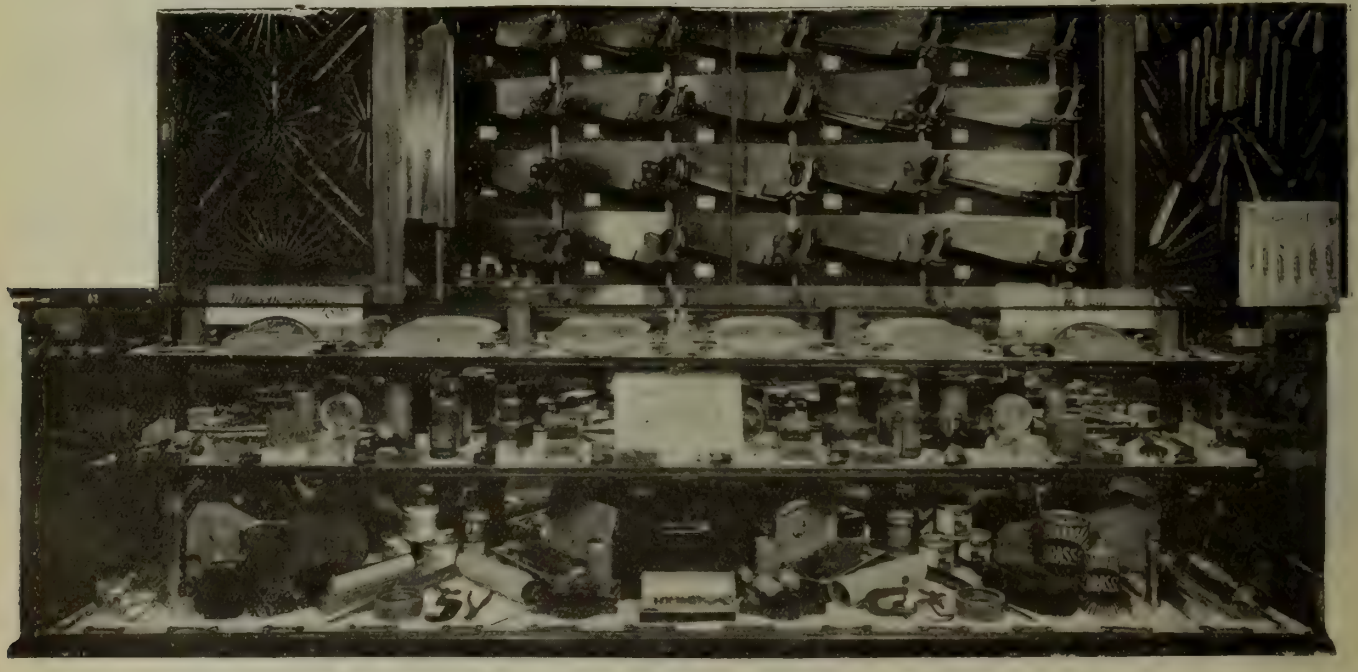
Speaking of the firm's business in auto accessories, Mr Mills stated that it was showing a most satisfactory growth, and as a result of this the accessories department will be doubled.

"We are going to continue our usual policy," he said, "and that is, to only

Continued on page 44




*Confident advertising has always been a part of the business policy of the Mills Hardware Co. They are not afraid to use space, and use it abundantly and they always have an attractive and interesting message to the buying public of Hamilton. Note the attractive use of illustrations and the prominence given prices. There may be some ideas here that you can adopt with profit in arranging your own ads.*

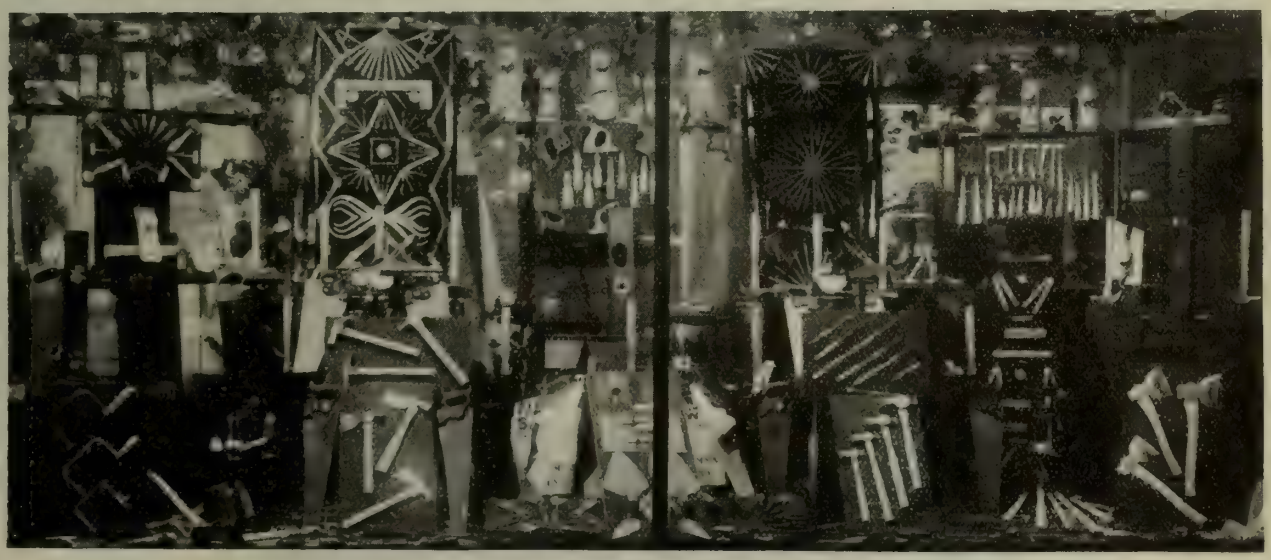


*This silent salesman of auto accessories up near the front of the store not only looks well but it sells the goods. Displays of this kind and the wall displays, such as are shown, are features of the Mills Hardware Co's. plan for keeping stock continuously moving.*

# Seasonable Window Suggestions



*Just now when hundreds of new homes are being finished up all over the country and attractive display of electrical fixtures carries real interest for the home makers, a combination window such as is illustrated above will also interest those early birds who are looking for appropriate Christmas gifts. Reading lamps make a really handsome and very acceptable gift.*



*Displays of tools always bring results in increased sales. On another page will be found a forecast of the building programme that is being developed. This will mean a big demand for tools. Aside from this entirely is the demand from factory and other sources.*

# The Victory Loan

WITH the campaign for the sale of Victory Bonds half over, Ontario has to her credit 58.33 per cent. of her objective, or $131,727,800. That was the standing up to the time of going to press. The subscriptions of the whole Dominion at that time amounted to $226,715,827. A gratifying feature of the loan is the response from the rural sections of the province. It is an indication that the men and women who sent new men to undertake the heavy responsibilities of provincial government are not unmindful of the responsibility which devolves upon them as citizens of a sister nation, which gave freely of her blood and treasure during four and a half years of frightful conflict, to help finance Canada in peace as well as in war. The Prince of Wales Honor Flag has been won by 45 places, and industrial establishments whose employees have won the honor banner now number 121.

## Some Other Features

Aside from the patriotic motives which have inspired the Canadian people to subscribe to this and other similar loans during the last few years, there are other features of the campaign which are both encouraging and gratifying. One of these is the increasing number of subscribers. For the first loan in 1915, when there was a call for $50,000,000, there were 24,862 subscribers. The second loan for $100,000,000 had 34,526 subscribers; the third for $150,000,000, 40,800.

The first Victory Loan in 1917 for $150,000,000 was subscribed to by 820,035 people, the total subscription reaching $398,000,000.

## Steady Increase Shown

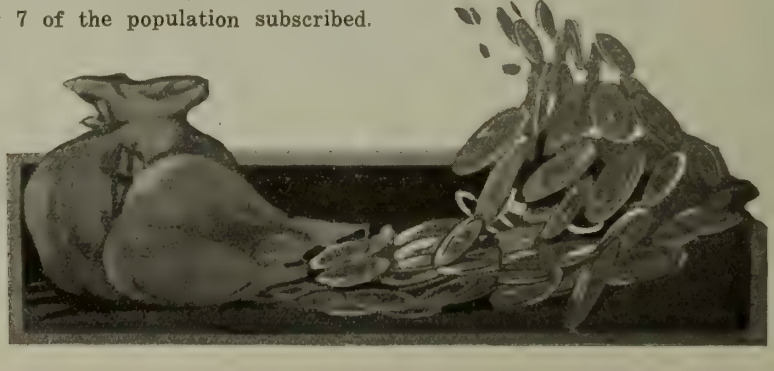
Last year when $300,000,000 was asked for and over $650,000,000 subscribed, there were 1,029,000 people who took the loan. Whereas in the first loan about one out of every 320 of the population subscribed, in the last loan about one out of every 7 of the population subscribed. We are still behind the British Isles in this respect, however, the record there is about one out of every 3 of the population. But these figures represent a new and intelligent interest in Government securities, an appreciation of sound financial investments, and a wholesome desire to finance all Canadian ventures with Canadian money. A portion of the money already subscribed has been loaned to foreign countries to purhase Canadian goods, and Canadian credit has thus been given a new place in the world's markets.

## Voluntary Subscriptions

Another pleasing feature of the campaign this year is the increasing number of voluntary subscriptions that are being given. The canvassers are leaving no stone unturned to offer the loan to every possible prospect, but they are receiving many more voluntary subscriptions than last year and the same amount of urging is not necessary. People well know the value of the loan from the standpoint of a safe investment with a per cent. interest equalled by few investments on the market. The fact that bonds this year are taxable is having no appreciable effect upon the number of subscribers on the size of their subscriptions.

## Merchants do Share

HARDWARE AND METAL is particularly gratified to see the number of merchants who are devoting their advertising space to the promotion of the loan. This, they are doing freely, and, added to it, they are giving a good deal of their time and energy to assisting in the work of carrying through the organization work in their own communities. The trade all over the province is showing a commendable interest and enthusiasm in the Victory Loan, and we feel sure that they will have no cause to regret their share in the last Victory Loan which follows the greatest tragedy in the world's history.





*New houses like those shown above, comfortable, well-built dwellings, are being erected in large numbers in various parts of the country and the call is always for more to relieve the shortage. This activity in building offers splendid opportunities for hardware merchants, not only in selling building materials and tools but in supplying the needs of those who are going to live inthe new homes.*

# 4000 New Houses Planned for Spring

## Are You Ready to Take Care of the Rush of Business That is Coming? — Record Demand for Hardware and Plumbing Goods is Expected — What the Housing Commission is Planning for the Future

CONSIDERABLE impetus to many lines in the hardware and plumbing trade has been given during the past eight months because of the Ontario Housing Act, which is responsible for the completion and occupation of some 400 houses since last April, and which will result in the completion and occupation of 1,500 houses by the end of November. A still greater impetus will be felt next year when, according to J. A. Ellis, Director of Municipal Affairs for Ontario, on whose shoulders the responsibility falls for directing the whole provincial scheme, some 4,000 houses will be built.

### Good Class of Houses

What this has meant to the trade can be judged from information given by Mr. Ellis to HARDWARE AND METAL, in which he stated that in the case of 90 per cent. of the houses built or now under construction existing sewerage systems or adequate water supply have made it possible and desirable to install high-class bathroom fixtures and other sanitary conveniences. In the case of two-thirds of these houses, hot-air furnaces have been installed and where the furnace has not been used, high-grade heaters are being purchased by the owner.

### $12,000,000 In the Spring

While 93 municipalities have already come within the provisions of the Act, the Government has assumed financial obligations, as yet, in only 83 of these, obligations amounting to $10,620,000. Actual cash advances have been made amounting to some $4,000,000; and plans already under way will mean a further demand upon the provincial purse to the extent of $12,000,000 by next spring.

Not a little of the success of the Ontario Housing scheme is, according to Mr. Ellis, due to the fact that the widest possible choice has been given the prospective builder in the selection of his style of house. This refers particularly to the exterior of the building. The interior may not vary to any great extent; but the Government experts have prepared many plans showing different plans for the exterior. This avoids the danger of erecting a long line of houses identically the same in appearance; incidentally, it helps to keep up the value of the property, because a prospective purchaser wants something just a little different from his next door neighbor.

### Local Conditions

Discussing with HARDWARE AND METAL the building of these houses and the effect upon the trade. Mr. Ellis said that each municipality was treated, as much as possible, according to local conditions.

"Where there is a sewerage system," he said, "we insist upon them connecting with it and installing all sanitary conveniences. Where there is no sewerage, we advocate septic tanks where the soil is suitable; and where there is neither of these we approve of a closet which, in turn, must be approved by the Provincial Board of Health. In 90 per cent. of these cases there is either sewerage or water connection. With regard to the sanitary conveniences and water supply, we have insisted that the best that can be done shall be done under local conditions. My policy has been to get the best possible results under local conditions.

### Hot Air Heating

"With regard to heating, the furnaces installed for this class of house are exclusively hot air furnaces. We do not insist upon a furnace being installed, but allow the house to be heated by stoves where the owner prefers it; but in the latter case we do insist upon the house being so constructed that a furnace can afterwards be installed, if so desired, without any structural alterations. I should say, roughly, that perhaps two-thirds of the houses built or under construction this year are equipped with hot air furnaces."

### Mostly $3,000 Houses Built

Mr. Ellis was questioned regarding the cost of the majority of the houses that had been built under the Act. "As a matter of fact," he said, "our limit is $3,000 for frame, stucco or brick veneer; $4,000 for a house of solid construction, that is, solid brick, stone, hollow tile, or concrete. These were the limits fixed by the Act when passed last March. Since then it has been found that the cost of construction has increased at least ten per cent. and, perhaps 15 per cent. all over the province. However, taking this into account, I think the only change necessary is to make a loan of $3,500 or $3,600 for brick veneer, leaving the other limits as they are.

### Few Brick Veneer

"The 1,500 houses that have either been built or are nearing completion have been built within the limits of the Act but we have had very few brick

veneer houses. I should say that two-thirds of the houses are $3,000 or less; and the balance are solid construction, or $4,000 houses. What we find by experience is that the cost of a brick veneer house is several hundred dollars more than the frame house, but that the cost of the solid brick house is only two or three hundred dollars more than the brick veneer. My conclusion is that where people can afford it they should build houses of solid construction, for under present cost of construction, they are getting more for their money than in any other way. The reason why there is so little difference between frame and solid brick is that lumber is so abnormally high in price."

**Will Prepare Many Plans**

"I intend at the beginning of the year," said Mr. Ellis, in referring to the work that had been done as a guide to the work of the future, "to get out a report showing exactly how many houses have been built in each municipality, and the class of construction and what the cost has been. There will also be photographs of the houses actually constructed and the plans of the same. I hope to have about thirty or forty of these so that the people will know exactly what the cost has been for each kind of house.

**Plans of Heating and Plumbing**

"In addition to these, I have had plumbing and heating plans of the six-roomed house prepared which I also intend to have published. The keynote throughout has been to get the very best in everything with the minimum of cost to the builder. New Toronto is just about finishing 60 houses of solid construction which are costing not more than $3,200 or $3,300 each. Port Credit has also a number of six-roomed houses of solid construction, costing them about the same price."

# Change Made in Income War Tax Act

## Important Amendment Provides for Penalties for Those Not Making Returns as Required by Law—Time for Giving Information Has Been Extended

AN important amendment to the original act regarding income war tax has been made. It will, in one respect, alter the machinery by which the Act is enforced. Instead of imposing the penalty of a fine collectible in the courts of the land, a departure is made whereby this penalty is collected in the same manner in which taxes are assessed and collected.

**The New Clause**

The clause reads:

"Every person required to make a return under sub-section one of this section who fails to make a return within the time limited therefor, shall be subject to a penalty of twenty-five per centum of the amount of the tax payable, and every other person who is required to make a return under the provisions of this section who fails to do so within the time limited therefor, will be subject to a penalty of ten dollars for each day during which the default continues, and all such penalties SHALL BE ASSESSED AND COLLECTED FROM THE PERSON LIABLE TO MAKE THE RETURN IN THE SAME MANNER IN WHICH TAXES ARE ASSESSED AND COLLECTED."

**Time Is Extended**

This clause, of course, refers to the returns to be made for the present year. There is also one other change in the Act with reference to the time when such returns must be filed with the proper officers. This time has now been extended to the thirtieth of April, and all 1919 returns must be forwarded to the proper authorities by that date.

An innovation in taxation like the Income War Tax naturally has required and has received a good deal of leniency in enforcement. Under the provisions of the Act, as originally passed in 1917, no obligation rested on the officers of the Crown, whose duty it became to enforce it, to give any notice whatever to those liable for the tax. It was specifically set out that,

> "Every person liable to taxation under this Act shall, on or before the twenty-eighth day of February of each year, WITHOUT ANY NOTICE OR DEMAND, deliver to the Minister a return.....of his total income during the last preceding calendar year."

**Took Precautions**

Recognizing that the Act was an innovation in taxation, extra precautions were taken by the Government to see that it would not become necessary, in the working out of the Act, to impose the penalty prescribed, namely, a fine of "one hundred dollars for each day during which the default continues"; and, in the case of false statements, "a penalty not exceeding ten thousand dollars or to six months' imprisonment, or to both fine and imprisonment." Notices have been sent out by the officers of the Crown ever since the Act came into force, not once but two and three times, to persons who, either knowingly or unknowingly, have failed to file the proper information with the Income Tax Commissioner or such other person deputed to receive the information.

**Were Not Imposed**

While a complete record of fines and convictions under the Act is not available to the public, it will probably be found that the extreme penalty of the law, or anything like the extreme penalty, has never been imposed. Justice has been tempered with mercy, and the exact letter of the law has not been carried out. Ever since the Act came into force, the daily newspapers have contained notices, at the proper time, of the provisions of the Act and the penalty of failing to comply with it. So far, there have been few, if any, cases of conviction due to absolute ignorance of the law, but rather to an unwise determination on the part of the person fined, to refuse to forward the proper information to the officers of the Crown.

### DISPLAY HELPS SALE

Continued from page 40

handle standard lines for which there is a demand. There are too many temporary novelties on the market that no one knows about for us to experiment with untried lines. We have been doing an excellent trade in accessories, and look for it to grow steadily."

**Display Helps Sales**

The entire Mills Hardware store is an invitation to the public to buy. Stock is attractively displayed everywhere one turns, and what is perhaps more important, it is displayed attractively. Sparkling cut glass, gleaming cutlery, shining nickelled goods, and polished steel and other goods extend their invitation to buy from all glass silent salesmen, from wall display cases, and from display stands. The whole atmosphere of the store impresses one with the feeling that here is a place where a quality stock may be obtained, where service is a feature, and where the customers' satisfaction is the store's aim.

### VALVE FACTORY FOR BELLEVILLE

The H. A. Wood Mfg. Co. has secured premises at Belleville, Ont., and as quickly as possible will commence the manufacture of automobile valves and other valves for high-pressure work. The company owns the Canadian rights of the Wood Airtight Valve Company, Limited, and is capitalized at one million dollars.

The men interested in it are: Dr. I. G. Bogart and Henry Hangrove, of Kingston; S. W. Jenckes, Sherbrooke, Quebec, and St. Catharines, Ont.; James R. Ness, M. G. Hunt, L. Denys, of Toronto, and R. J. Graham, Belleville.

# Big Recovery in Western Business

## Recent Months Show Substantial Gains—Big Industrial Development—Next Year to be Big One—Canadian Export Trade Heavy—Production May Soon Decrease

"THE West will have half of an average crop, I think." Back from an extended trip to Western Canada, lasting several weeks, Edward Goodwill, vice-president the Thos. Davidson Mfg. Co., Limited, Montreal, thus expressed to HARDWARE AND METAL his great satisfaction with present Western conditions and of the outlook for the future. Next year, thinks Mr. Goodwill, there will be a decided forward stride out there, and from a business standpoint he anticipates that the trade will experience much activity.

### Conditions Better

Mr. Goodwill made stops at Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver and other points. At all these points conditions were better than they have been for some time, and Edmonton and Vancouver, in particular, were much more healthy, from a business standpoint, than for some time past. Around the Edmonton district, improved crop returns late in the season had served to materially improve the outlook, and actual business at the present time is greater.

### Settlers Pouring In

North of Edmonton, in the Peace River Country, there has been considerable activity this year. "Crops were good up there," said Mr. Goodwill, "and a great many settlers have moved in. It is stated that 5,000 or 6,000 returned men went in there. These men require a great deal of hardware—perhaps $500 to $600 worth each, and this is a big thing for the hardware trade."

Mr. Goodwill believes that this north country is to have a future. It has produced many good yields and seems to be somewhat out of the experimental stage, as far as crop returns go. At present, outfitting is done at Edmonton, the goods being shipped to Athabaska Landing and trekked over the country from there.

"Owing to the fact that Manitoba had a better crop this year than either Saskatchewan or Alberta, there has been a great deal more movement of settlers to Manitoba. Of course, these have been a good type of settlers, mostly Americans. They have money and buy improved farms."

### Have Been Large Buyers

Asked as to the trend of buying among merchants, Mr. Goodwill said that there has been a very steady and healthy demand for some time.

"Buying was deferred in some sections owing to the poor crop prospects. Merchants were taking no chances. The first six months of 1919 were not so good as the first six of 1918. But since then they have greatly improved, and it is possible that the figures for the year will be larger than those for 1918. At present there is a large movement and business is excellent all through the country."

Mr. Goodwill believes that the Western business man is doing a good business, that is, that he is watching credits, etc., and paying close attention to essentials. His caution in buying, as above outlined, supports this tendency on his part. The old policy of stocking up heavily—beyond one's reasonable requirements—was evidently not obtaining to the extent it once did.

### West Will Manufacture

Already a considerable factor as a manufacturing centre, Mr. Goodwill believes that Winnipeg, from an industrial standpoint, will continue to expand. "Raw materials from Pennsylvania can be brought up the lakes, and this ensures transportation at a reasonable rate. A great deal of manufacturing can be done there to advantage. Of course wages are higher—higher than in some parts of the country. But they are higher in Vancouver than elsewhere in Canada."

Referring to housing, Mr. Goodwill said that this was an acute problem in Winnipeg.

"Here in the East," he said, "a man can buy if he cannot rent, but there it is impossible, as a rule, to either rent or buy. In one case that I know of, one of our men found that housing would cost him four times, in Winnipeg, what it cost in Montreal. There will be need for many new houses."

Mr. Goodwill stated that there has been a large demand for various manufactured products for overseas, and particularly from Great Britain. As a matter of fact, there was a big demand from many countries, but export, as far as his firm was concerned, had been confined very largely to Great Britain. "Of course, we have first taken care of the domestic trade and are still doing this," said Mr. Goodwill.

The movement of enamelled ware has been particularly heavy, and the trade which is secured has totalled many thousands from month to month. "We have turned many orders down that we cannot fill—orders for hundreds of thousands of dollars' worth of such products."

Asked as to whether these orders called for special patterns of enamelled ware, Mr. Goodwill said that they did not, but that regular stock wares were taken. It would be out of the question to entertain orders for special patterns, he said, for this would call for the making of special dies.

### Toys Were Big Sellers

Of course, there are other manufactured lines that are wanted in England in addition to the extensive variety of saucepans, kettles, basins, and regular kitchen utensils, which are always required. Of these enamelled ware lines, Mr. Goodwill said that many of the smaller utensils were popular, if anything, of smaller sizes than the average used in Canada.

Toys have been a big seller. Lithographed toys, such as tops, banks, whistles, horns, etc., have been in active demand. For instance, one individual order called for no less than 600 gross of these tops. They are packed and shipped in barrels. Toy drums have been a big seller, but for export these are naturally too bulky to permit of profitable shipping to export markets. During the war, "tanks" and battleships were popular sellers.

"It is not a matter of price," continued Mr. Goodwill, "so much as a matter of having the goods to supply. 'Give us the goods, never mind the price,' seems to be the attitude of the buyer."

### Will the Business Last?

Interest naturally attached as to whether the business will last. This, Mr. Goodwill thinks, is uncertain. The imports of enamelled ware from Austria and Germany before the war, for instance, were about 90 per cent. of the total requirements of Great Britain. Of course, the trade for these goods was completely shut off during the war and the new connections, already outlined, have been made, resulting in hundreds of thousands of dollars' worth of business being secured by the Canadian manufacturer. A great deal of this has come without intensive sales effort, the buyer seeking supplies where he could get them. These orders were filled, said Mr. Goodwill, as received, no definite shipping dates being specified, and it was further stated that shipping had been quite readily available for use when wanted.

The Canadian enamelled ware has been well received, and while it is not anticipated that the trade at present obtainable will last indefinitely, some connections will probably hold. Mr. Goodwill stated that the very uncertainty of permanence for such business precluded any expansion of a permanent nature in providing new equipment, etc. They had, he said, first looked after the home requirements, and then the export business which could be

handled was taken on after. Time would tell whether a permanent connection could be maintained.

**Difficulties Met**

Speaking of the present outlook for stoves and stamped wares, Mr. Goodwill stated that, while difficulties had been encountered, they had been fairly well met during the season. But as to whether the balance of the season could be provided for was dependent upon conditions that could not be foreseen. "Much will depend upon the attitude of the miners in the United States. If they strike, then production will be cut off and the situation will be rather serious. A great deal depends on what happens there."

Until the present time, manufacturers have taken care of trade requirements very well, and still, Mr. Goodwill states, there has been such a heavy drain upon raw material that present surplus is small. Take tinplates, for instance, as well as galvanized sheets. These are not only scarce, but supplies are well distributed to the jobbing trade and buyers are scurrying here and there to obtain their present needs, if possible. Already, prices on tinplate have soared and the situation is emphatically a nominal one on both tinplate and sheets of all kinds.

**Future Stove Costs**

"Will there be any advance in the price of stoves?" was the natural question asked by HARDWARE AND METAL.

"I would not say that there will be an advance, but anything may happen at any time to make a change necessary. Already there has been considerable increase in the cost of making, to the manufacturer, since prices were last increased. We have been trying our best to prevent advances being made, but I would not say that there will be no increase."

The same is true regarding various stamped wares. Increases have been staved off. Will it be possible to prevent new high prices becoming effective? As was pointed out in HARDWARE AND METAL some time ago, the prices last named—some months ago—would perhaps continue in force until material then in hand was absorbed. With stocks reduced as before outlined, and with only immediate and near future raw supplies in hand, prices cannot decline. Furthermore, with industrial unrest still maintained in the States, and upon which market the Canadian manufacturer must needs depend, there is no possible hope that prices can decline for a long time to come; the tendency is decidedly otherwise.

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Eclipse Machine Company, Limited. head office Walkerville, Ont., capital $100,000, plans to manufacture and deal in tools, auto parts, bicycles, electrical equipment, etc.

# Europe Needs Canada's Products, Says Walter B. Ramsay

CANADA to-day has a trade and commercial duty to perform in supplying Britain and Europe with goods, just as she had for more than four years a military duty in aiding the Mother Country and her Allies in meeting the Teuton menace. We have vast natural resources, which can be manufactured to meet foreign as well as domestic needs, at prices which will mean prosperity for all our people.



*WALTER B. RAMSAY*

*President A. Ramsay and Son Company, Montreal, and Chairman of the Export Board of the Canadian Paint, Oil and Varnish Association.*

In exporting, the Government of Canada has set us a good example by establishing large credits in Canada for Roumania, Greece, Belgium, Italy and France, against which large quantities of merchandise and food have already been purchased; and when these credits are exhausted, and if our products have given satisfaction, we should be able to carry on, as nearly all Canadian banks are very keen to help, by giving credit to shippers, covered by negotiable securities.

**Getting After Orders**

The countries of Europe, and also the colonies, are greatly in need of Canada's products at the present time, and these orders can only be secured by personal representation or through some resident agent. Advantage should be taken of these conditions before some other country steps in and gets the "cream." The shipping situation, which has been unsatisfactory up to the present time, is rapidly improving. There are direct steamers sailing to South Africa, Australia, New Zealand, West Indies, South America, France, Italy and Greece, and many other countries from Canadian ports, and all these shipping companies are anxious for business. Canada has trade commissioners in all these countries, who will be only too glad to assist you or give you what information they possess.

A great many export companies have been organized in Canada, and they in turn can advise you as to the method of packing, shipping, etc. Also information regarding the importing of goods you require for manufacture, which are unobtainable in Canada, can be secured through the same channels, and possibly a large reciprocal trade can be developed between Canada and these countries, which should prove to be of great mutual advantage.

**To Carry Our Debt**

It is absolutely necessary that Canada should exert every effort to develop her industries and export, and also to make this country so attractive that it will draw a large number of immigrants of the right class to our shores. The reason is obvious, as Canada's debt is heavy, now amounting to $1,750,000,000, caused chiefly by the war, and the only way to successfully carry on and liquidate this debt is by having a greater population and greater production.

# Asking for First-Class Rates on Express Shipments of Electric Bulbs

A CASE in which the manufacturers and shippers of electric bulbs are vitally interested was recently brought to the attention of the Dominion Railway Board, which held a sitting in Toronto. As the law now stands, these bulbs are carried by the express companies at double first-class rate. The Canadian Manufacturers' Association, in taking up the cudgels for the producers and shippers, are asking for the normal first-class rate. They submitted evidence showing that electric lamps were carried in the United States and from the United States into Canada at the first-class rate. If was further shown that 22 per cent. of the export trade in this article from the United States in 1918 came to Canada.

**The Company's Claim**

The attitude of the express companies as voiced by the secretary of the Express Traffic Association, Mr. C. N. Hamm, was that incandescent lamps

Continued on page 52

# Better Off Without Whiskey

## First Hand Investigation Made Regarding Conditions in the Steel Strike Area Shows That Even the Bar-Keepers Are Agreed That Prohibition at This Time is a Blessing

IS there any relation between prohibition and strikes? If the manufacture and sale of intoxicating liquors were to be resumed, what would be the effect upon the industrial situation? These are pertinent questions at the present time, and the result of an investigation made by the "Iron Age" in the Pittsburgh district by a member of its staff, is of special interest. His report is, in part, as follows:

"In my first-hand study at Pittsburgh, McKeesport, Wheeling and Weirton, I talked with many people regarding the part prohibition is playing in the present steel strike.

### Prohibition a Blessing

"Steel mill officials, mayors, sheriffs, state, city and town police, soldiers recently returned from the other side, Americans employed in and on strike at the mills, railroad employees, chamber of commerce members, clothing, furniture, boot and shoe and other tradesmen, restaurant proprietors, as well as priests and ministers, all agreed that prohibition is a blessing.

"Not all of them believed in prohibition. In fact, most of them do not believe in it. But they nevertheless feel that at this particular time it is fortunate that prohibition is in force.

### Is Better Off

"Even a dispenser of near-beer, while engaged in wiping off his McKeesport bar, admitted that the town under conditions existing, is far better off without its whisky and other strong drinks. He regretted the loss of revenue from the sale of 'the hard stuff,' and the lack of life accompanying its consumption, but he appeared willing to forego both so long as the place remains quiet and his wife, children and home are safe. He added: 'I haven't had to throw a man out of here since July,' a coincidence that appeared significant.

### Narrow, Selfish View

"Liquor interests elsewhere feel that the people of the country are losing a personal liberty in not being allowed to purchase liquor, the prohibition question with them being a National rather than a local one, strike or no strike. They appear to have a little interest in the welfare of the strikers or the people in their immediate vicinity, their views being narrow and selfish ones.

"In McKeesport I found an Austrian, on strike, who considered the lack of whisky a part of the steel mill plan to defeat labor, and a second man of the same birth, living on another street, who entertained much the same attitude. These two men are not American citizens and distinctly of the Red type. Questioned further, they appeared out of sympathy with everything in our country, from President Wilson down to their neighbor, who has gone back to work in the tube mill.

### Admit Its Value

"Strike leaders and their lieutenants are inclined to sidetrack the issue. When pegged down to a plain yes or no answer, they admit the value of prohibition at this time, although at heart they feel 'the strike would go better with whisky.' So possibly their statements are based on a fear that to sanction the sale of whisky, gin, etc., will link their name with the doctrine of the Reds, which is just the impression the labor leaders do not want people to get.

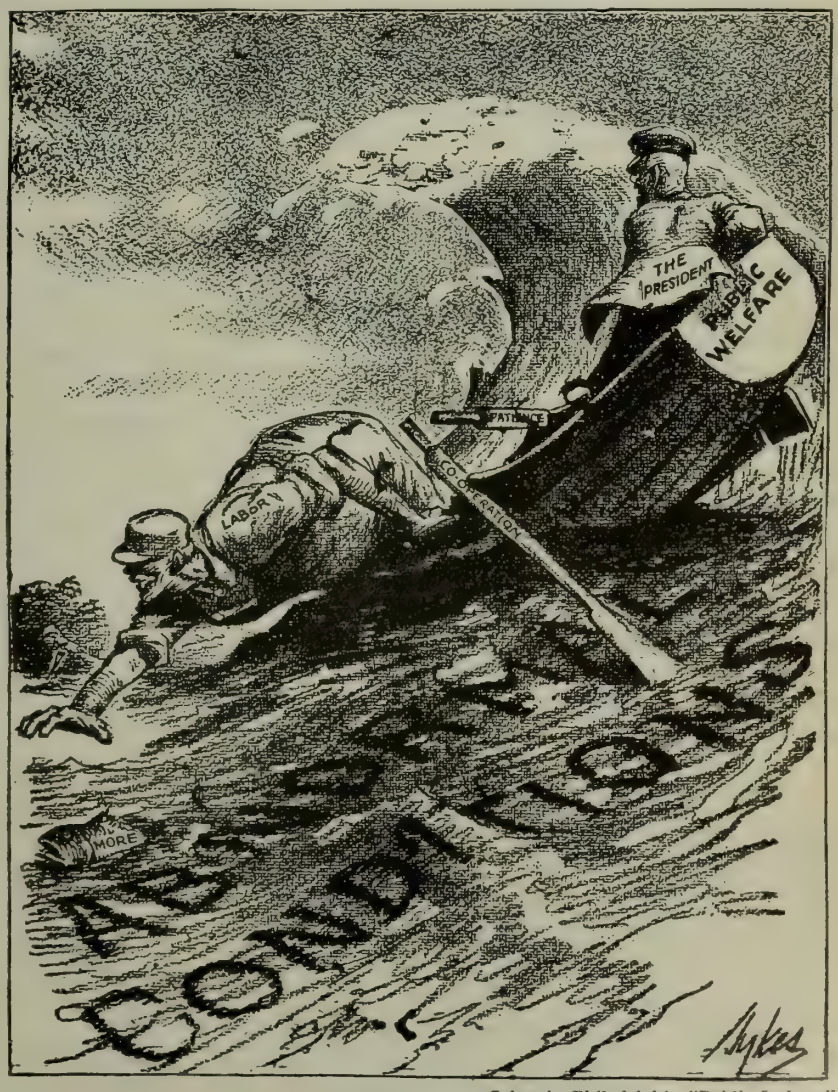
"One cannot help being impressed, no matter what sections of the strike zones are visited, with the efforts being made by the authorities to suppress the sale of liquor. Such efforts, and those directed against large gatherings of strikers, have resulted in remarkably few disorders.

### A Great Struggle

"The present steel strike will go down in history as one of the greatest struggles between labor and capital the world has ever witnessed. It also will go down in history as lacking in much of the violence usually attending such conflicts because of the enforcement of the National War-Time Prohibition Act.

"Tradespeople in those centres where the strike temporarily resulted in the closing of mills, say the bottom fell out of business for a spell, but that it has

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Sykes in Philadelphia "Public Ledger."

"Sit Down"

# EDITORIAL COMMENT

THAT manufacturer who predicted that the price of shoes is going to come down April 1, might have been believed if he had named any other date.

* * *

THERE is little distinction between the man who refuses to sell at a fair price and the man who refuses to buy at a fair price—either one can turn business upside down.

* * *

THE weakest expression that a salesman can use over the counter is: "Will that be all?" because it leaves the door wide open for a negative reply.

* * *

BE very careful regarding credits. Use money and credits wisely as they are among your first requisites for making business either a success or failure.

## *THE SIXTH WAR LOAN*

CANADA'S sixth war loan and third Victory Loan is being subscribed to at a rate that is bringing joy to those in charge of the campaign, and is putting the returns to date far ahead of those of previous years. The success of this loan speaks volumes for the soundness of the Dominion and the prosperity of the people. It shows as nothing else could, that although they have been carrying for five years the burdens of a great war, they are still ready and willing to stand shoulder to shoulder and solve the problems of the after the war period. A feature of the present campaign is the number of requests from outsiders for subscriptions. This shows that the eyes of the world are not only on Canadian affairs, but that the future of the Dominion is viewed favorably. This is significant and its bearing on later development projects that may be undertaken is important. If Canada wants money to "carry on" at any time, it looks as though her chances are good for securing it.

## *AN OVERNIGHT MARKET FOR OIL*

ALMOST overnight as a result of the coal strike, an enormous market has developed for fuel oil. Just one instance will show how big this really is. The United States Shipping Board and the United States Navy have contracted for 66,000,000 barrels of fuel oil alone. This is an enormous quantity of oil, and when it is considered that all over the country manufacturers and others are planning to burn oil, it will be seen what may happen if the strike continues for any time. Another development of the situation is that the American Government authorities are taking all the steps necessary to secure the tanker tonnage necessary for transporting their fuel oil. This, beyond question, will mean a shortage of tankers for other purposes.

## *WILL HELP STABILIZE TRADE*

IT begins to look as if Great Britain's wonderful power to pay her debts is going to do more than anything else to clear up the tangle that has resulted in trade, because of falling rates of international exchange. In the war period John Bull carried a financial load such as has never been attempted in the history of the world and came through with flying colors in spite of the fact that huge purchases abroad caused a balance of trade against him and sent the pound sterling down to unusually low rate.

British finance, however, was always sound and the nations of the world were ready and willing to let Britain have all the goods she wanted. Settling time is the real test and the outstanding features of the Budget statement given by the British Chancellor of the Exchequer to Parliament, is the willingness of the British people to undergo further taxation in order that every obligation of the nation may be fully met. Five years ago the revenues of the British Government approximated a billion dollars. Now they are almost four and a half billions annually and ninety per cent. of this amount is being raised by taxation. The Chancellor's statement shows that it will be possible for the long future to reduce taxes considerably and still provide for all peace time requirements. He stated, however, that if it were necessary there were still sources of taxation untapped and that the British people were willing to be taxed to meet their debts. It is this spirit of justice and honesty that has given Britain the standing she enjoys in the world to-day. Aside from the fact that Britain has astonishingly large totals of quick and realizable assets is the spirit of the people.

## *ELECTRICAL EFFICIENCY*

CONDITIONS as they exist at present are forcing more people every day to realize the value of efficiency. In no place is this more strikingly shown than in the home life of the nation. The impossibility of obtaining adequate help, no matter what price is paid, is driving householders to seek relief in

electricity. Once they have tried this plan of solving their difficulties they are won for keeps. No woman who has ever used an electric iron will go back to the old system, especially when she recalls the hot summer days when the stove made the whole place like a furnace, while she finished up her ironing. The people are "sold" on electricity because it has proven that it will do the work they want done and do it quickly, cheaply and above all efficiently. It has proven that it will do more to eliminate drudgery than anything yet discovered. The potentialities of the electrical goods market is illimitable. The business at the present time, large as it is, is merely in its infancy. Hardware merchants all over Canada are in the very front rank as distributors of electrical equipment and are finding that one satisfied customer brings many others and that the goods not only sell themselves, but advertise themselves. Better still, such equipment as washers, cleaners, etc., demonstrate that they soon pay for themselves in actual outlay saved and no merchant could wish for stronger talking points than this.

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### *HE HAS THE RIGHT IDEA*

"PEOPLE don't want anything that is 'Second Best,' or 'Just As Good,' they want the best," says a Western Ontario hardware merchant in his advertising this week. This is very, very true, and merchants all over the Dominion are finding as never before, that the buying public will turn down what they call "cheap stuff." They are willing to pay a good price, but they want something for their money. They are fully alive to the fact that compared with standards of five years ago they now have to pay a high price for what was then cheap. But they are willing to pay a little more and get something worth while. Many merchants are now taking the lead in this matter by offering a high-priced article of unquestioned quality as soon as a prospective buyer makes known his wants. They state that in the great majority of cases the article is bought without further question. There is no haggling over price. One hardware dealer stated to HARDWARE AND METAL, that he tried selling a really high-class razor at $6 as an experiment. He had previously been handling cheaper razors, but a friend in the business suggested that he take a couple of the $6 razors and try to sell them to the first prospects he had, emphasizing particularly the fine quality and the lifetime of service the razor would give. The hardware merchant was dubious about getting $6, but he said he was willing to try anything once and did as directed. He convinced the first two prospects he had for razor sales that the high-priced article was the thing for them if they wanted a really superior article, and now every time a man comes in to buy a razor he talks up the $6 article first. If he cannot sell him the $6 one he sells him a cheaper one, but he says it is remarkable the high percentage of $6 razors he turns over. The same thing applies to other lines. A manufacturer stated recently, that the writer would be surprised if he knew the number of $12 shaving brushes that are being sold. He says the sales are made simply because the salesman convinces the prospect that he is going to get long service and all-round satisfaction by buying the article of unquestioned quality. Stove men say the same thing. People will not, according to them, buy or even consider a stove that is what they think cheap.

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### *PROHIBITION AND THE STRIKE*

ON another page will be found the results of a very careful investigation made into conditions in the steel strike area of the Pittsburgh district under prohibition. This is especially interesting at the present time when Ontario has just voted to go dry and a move for Dominion-wide prohibition is to be considered. Just what might have happened had the thousands of men on strike been able to obtain strong drink it is impossible to tell. But the chances are that there would have been loss of life and heavy damage to property. So far these unfortunate conditions have been missing and while the strike is still going on it is more or less orderly. The interesting part of the investigation from the standpoint of the retail merchant though, is the comment made by merchants in the strike area. The world in the past five years has been going through an experience that is without parallel in human history and its full significance is not easy to grasp yet, because we are so close to it. While some of the effects will be felt immediately, the greatest results will be apparent in the next generation. There seems little doubt in the minds of a great many people that it will be extremely beneficial for the little boys and little girls who are mere babies now to grow into manhood and womanhood without ever seeing or knowing what a barroom is, except by what they hear their elders say about it. It seems a safe prediction that the barrooms, as people of to-day knew them, are gone forever, and while many feel that there has been some infringement on personal liberty in their removal, the good that will result to countless thousands far more than offsets this.

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### *PROTECTING THE MARKETS*

ANY danger that may have existed in regard to Germany trying to use Canada or other British colonies as a dumping ground for German goods, has been removed by the appointment of a president of the British Chamber of Commerce in Germany. His duties will give him complete control of the license department. It is announced that all goods leaving Germany for British ports without a license will be confiscated. It would be difficult to imagine a more complete protection of British markets from the Hun.

# EVENTS IN THE TRADE

## Business Changes

Milton, Ont.—George Dawson, of Guelph, Ont., has purchased the hardware business of M. E. Nixon.

Creemore, Ont.—Ross Walker, of Mansfield, Ont., has purchased the hardware of J. Akitt, possession January 1.

Kincardine, Ont.—Clayton Farley and David Maines have purchased the hardware business of J. H. McKee. Possession December 1.

## New Firms

R. J. Russell and S. J. Simmons have taken over the hardware and harness business of Russell Bros. at Dundalk, Ont., and the firm name will in future be Russell and Simmons.

## Obituary

The death occurred at St. George, New Brunswick, of Simon W. Boyd, of the hardware firm of Boyd Bros.

The death occurred at his home in Belleville, Ont., of Stephen A. Lazier, aged 86. For many years he conducted a general store at Prescott and Ottawa, and later a carriage factory at Milltown.

The death occurred at his home in Toronto of Charles S. Archibald. He was sixty-four years old and a native of Halifax. For many years he was engaged in the hardware business in the Maritime Provinces. He came to Toronto in 1908 as sales representative of the Nicholson File Company.

## Personals

H. Lendon of the hardware firm of Lendon & Cook, Leamington, Ont., is one of a committee appointed by the Board of Trade to represent them at the Great Waterways Convention to be held in Windsor soon.

Fred D. Brown, who some weeks ago sold out his hardware business at Melbourne, Ont., has moved to Essex and will carry on business in auto accessories and a patented rope halter.

Among the passengers on the Empress of France when she sailed this week for England, was Mr. George Henderson, president and general manager of Brandram-Henderson, Limited, Montreal.

P. H Kirby, of Wood Vallance, Ltd., who was recently laid up, is now able to be around again.

"Don" Ferguson, manager of Wood Vallance, Ltd., Auto Accessory Department, is attending the Motor Show now going on in Chicago.

## Trade Notes

Dodd & Landry, carriages and harness, has been registered at Montreal.

E. Fleming, hardware merchant at Hornings Mills, Ont., is retiring from business.

The Canadian Woodenware Company, St. Thomas, Ont., contemplates erecting an extension to its factory.

The Imperial Oil Company plans to double the capacity of its refinery at Woodside, Nova Scotia.

The Provincial Secretary has accepted the surrender of the charter of the British Souvenir Spoon Company, Limited.

The Burd Piston Ring Co., McIntyre Block, Winnipeg, are handling Burd piston rings for the Northwest territory.

The Brunswick Canadian Products, Limited, manufacturers of phonographs, contemplate locating a $200,000 plant at Woodstock, Ont.

The Ford Motor Company has purchased the plant of the Dominion Stamping Company at Walkerville, Ontario.

P. D. Gordon, for many years in the hardware business at Fort Saskatchewan, has become a member of the firm of J. A. Flett, Limited, Vancouver, B.C. He will take the position of managing director. Mr. Flett retains an interest in the business. The firm plans to enlarge its activities.

## Montreal News

D. Terrill, of Caverhill, Learmont and Co., Montreal, visited Quebec this week.

Mr. Radford, of the Toronto Lock Mfg. Co., was in Montreal this week.

Mr. Craig, of E. T. Wright & Co., Hamilton, was in Montreal this week.

J. B. Gaynor, of the Union Hardware Co., Torrington, Conn., was in town last week.

J. E. Hindes, of the L. S. Sharpe Co., Athol, Mass., called on the Montreal trade recently.

C. Howard Smith, vice-president of the Quebec branch of the Canadian Manufacturers' Association, was in Toronto recently.

L. P. Peaulne has accepted a position with Brandram-Henderson, Ltd., as a salesman, and will cover the Eastern Townships territory, recently under the direction of Charles Gratton, who has resigned.

Members of the Montreal branch of the Canadian Manufacturers' Association met in the old Colonial Club headquarters at the Windsor Hotel for an informal function. Harris Watson, of the Canadian Trade Commission, London, addressed them along the lines of Canadian export trade. Mr. Watson is in Canada to interest intending Canadian exporters and an informal discussion along these lines was undertaken.

## Incorporations

Congoleum Company of Canada, Limited, capital $1,000,000, head office Montreal, plans to manufacture and deal in floor coverings.

Adanac Storage Batteries, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in electrical equipment and accessories.

Federated Leather Goods Co., Limited, capital $50,000, head office Montreal, plans to manufacture and deal in leather goods.

The L. R. Steel Company, head office Toronto, capital $2,000,000, plans to manufacture and deal in steel goods of various kinds.

The American Grain Separator Company, Limited, head office Winnipeg, capital $50,000, plans to manufacture and deal in fanning mills, etc.

The Lakefield Canoe and Boat Co., Limited, capital $50,000, head office Lakefield, Ont., plans to manufacture and deal in boats and canoes.

Sanford Riley Stoker Co., of Canada, Limited, capital $100,000, head office Windsor, Ont., plans to manufacture and deal in equipment for burning fuel.

Peace River Petroleum, Limited, head office Toronto, capital $5 000.000, plans to carry on a general oil development and refining business.

Ingram and McMaster, Limited, capital $60,000, head office Welland, Ont., plans to carry on a general hardware business.

**DAVIDSONS ERECT NEW BUILDING**

The Thos. Davidson Manufacturing Co., Limited, Montreal, is completing an addition to its main factory which will afford greatly increased space for office and warehouse requirements.

The structure is of solid brick and concrete construction, five stories high, and covers a space of 100 by 50 feet. It will be ready for occupation, HARDWARE AND METAL is informed, before the close of the year.

# C. F. Kendall Goes With McArthur Irwin Limited

C. F. Kendall, whom it is announced has joined the firm of McArthur, Irwin, Limited, as Paint and Color Works Manager, has had a long and successful business experience, beginning sixteen years ago as a salesman, when he was but twenty years of age.

He joined the Martin-Senour Company in 1911, being one of their pioneer salesmen in Canada, later coming to Montreal as Sales Manager for that firm.



*C. F. KENDALL*

*of Montreal, who has joined the firm of McArthur, Irwin, Limited, as Paint and Color Works Manager.*

"Ken," as he is known among his friends, has always been a defender of clean business methods, and his long experience as a paint-man has well fitted him for the wider opportunities now presented, and which will require his direct attention throughout the Dominion.

Mr. Kendall succeeds A. W. Poole, who has resigned to assume active management of the firm of Stewart & Wood, Limited, Toronto, in which firm Mr Poole has purchased a controlling interest.

## MORE BRITISH MERGERS

Big industrial mergers continue to be formed in England, and among those just completed are Scottish Oils, Ltd., with a capital of $20,000,000. This brings the following companies under one control, and important developments are expected from this fusion: The Broxburn Oil Company, the Oakbank Oil Company, the Pumpherston Oil Company and Young's Paraffin Light & Mineral Company. The object is to acquire the ordinary shares of these companies as well as the good will of James Ross & Co., the Philipstoun Oil Works and the Scottish good will of the British Petroleum Company and the Home Light Oil Company.

Provisional arrangements have been entered into for the sale of the properties of the Bolok Rubber Estates and the Rotterdam-Deli Hevea to a company to be called the United Rubber Estates, with a capital of $2,500,000.

A new company, entitled the Metropolitan-Vickers Electrical Co., Ltd., is the result of the merge of Vickers' interests with those of the Metropolitan Carriage, Wagon & Finance Co., Ltd. A greater standardization of engineering products and consequently a larger and cheaper output will, it is hoped, be made possible.

Wrigleys & Co., engineers, of Birmingham, have acquired the British Government cartridge factory at Halesowen, Worcester, at which they anticipate employing over 1,500 workers, which number is likely to be increased.

## MONTREAL BOARD OF TRADE INDIGNANT

The Montreal Board of Trade has been very actively opposed to the attempt of the Government to rush through the G.T.R. Purchase Bill. A deputation recently visited Ottawa regarding this matter but secured very little satisfaction. It is understood that the entire council of the Board will go to Ottawa and further press the claims that have presented themselves to the Board as to why this agreement should not be undertaken.

**Ordered to Remove Advertising Sign**

The Administrative Commission of Montreal, it is stated, has served notice on a large Montreal advertising company that within thirty days they shall be required to remove advertising signs unless they consent to pay the City tax at the rate of 50 cents per foot. At this rate if the company is minded to meet the request the cost would appear to be excessive for the privilege of continuing these signs in their present various locations.

**Montreal to Have Information Bureau.**

A movement is on foot in Montreal to afford intending companies and others who desire to establish factories and so forth in Montreal and vicinity, information regarding location, etc. The Administrative Commission under Mr. Decary, Chairman, has promised that something will be done in the near future and that the department will be enlarged as finances permit. A delegation from the Montreal Chambre de Commerce, headed by the President, Joseph Quintal, called the other day and impressed the necessity of having something of this sort upon the chairman of the Commission. It is proposed to seek and consider the views of various business men as to the best means of carrying out this important effort.

# "Tom" Houghton Returns To Martin-Senour Co.

"Tom" Houghton, for some time associated with Lewis Bros., Limited, Montreal, as assistant sales manager, has resigned to accept a position with his old firm, the Martin-Senour Company as sales manager.

Mr. Houghton is well known to the hardware and paint trade throughout Canada, particularly in Ontario and Quebec, having been on the road, and also having been connected with the retail and wholesale hardware trade for several years in Ontario and elsewhere. Among the firms with whom he was associated were the Hobbs Hardware Co. of London; McIntosh, Huntington Co., Cleveland, Ohio; Lewis Bros., Ltd. For many years Mr. Houghton was in the retail hardware business on his own account. Then, in 1915, he entered the service of the Martin-Senour Co., first on the road and later as sales promotion manager.



*"TOM" Houghton*

*Who has been appointed sales manager of the Martin Senour Company, Montreal*

At the annual family dinner of the company held in Montreal last week, "Tom," as the boys know him, was enthusiastically welcomed back to the "100 Per Cent. Pure" family. Mr. Black, the general manager of the company, said to HARDWARE AND METAL that Mr. Houghton rejoined the company at a most appropriate time, the assembled salesmen affording him an opportunity for stating sales plans that would work out to the interest of salesmen and dealer agents alike.

The Electric Insulation and Varnish Company, Limited, is given permission to increase its capital from $60,000 to $300,000.

# President of Steel Company is Looking for Record Business

## W. T. Hobson Says American Strike is Not Affecting Things Materially—Export Trade is Picking Up Nicely

WITH their stock yards laden with raw materials sufficient to "carry on" till the middle of the summer of 1920, the Steel Company of Canada, Hamilton, Ont., is not worrying as yet over the steel strike in the United States. Such was the statement made to HARDWARE AND METAL by W. T. Hobson, president of the company. He stated that they had their stocks of ore in for work that would keep them busy till next June. The only delays in getting raw materials at the present time were due to shortage of cars.

"Our regular line of customers continue from year to year," said Mr. Hobson, "and so far as we are concerned we would not know there was a strike on."

### Full of Promise

Touching on the outlook for the future, Mr. Hobson said it was full of promise. Export trade was picking up nicely. Representatives of the company had just returned from Australia, New Zealand, Japan and China, and they had had a man in England for some months. Without exception, their representatives brought with them most encouraging reports of conditions and prospects for bigger business. Mr. Hobson considered that the last half of 1912 and the first half of 1913 might be taken as the last normal year for their business. By reason of additional equipment which increased their capacity, and new business, business was better now than this last normal year. Much of the raw steel is now finished into screws, nuts, etc., and, by no means, is all their raw material now sold. Over 400 tons of wire rods were rolled each day in their plant.

### Sees Big Business

Potential business in the United States was described by Mr. Hobson as being enormous. They are looking for big business there.

"When conditions in the United States settle down," said the president, "we will have the best business there we ever had."

Little or no trouble arising from the prevailing unrest in labor circles is being experienced by the Steel Company of Canada. They have been able to get men when they wanted them and now that many men engaged in public works of one kind and another are being thrown out of employment for the winter months, labor, as far as they are concerned, is plentiful.

## ASKING FOR FIRST CLASS RATES

Continued from page 46

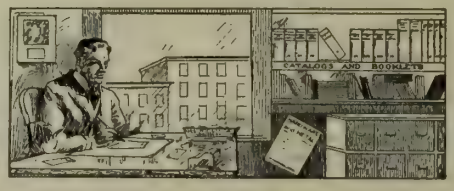
were very bulky and light in proportion to other goods, the result being that cars were often loaded with electric bulbs to the exclusion of the more profitable goods. To the contention of J. S. Walsh of the C. M. A. that lighter articles such as musical instruments, wicker furniture, tins, wire goods, etc., were carried at normal rates, Mr. Hamm replied that these articles were not sent in such quantities.

### The Chairman's View

The chairman of the Board, F. B. Carvell, in championing the rights of the people, said: "I do not accept the idea that the express companies can say we won't accept a certain class of goods because it does not suit us. The express company is a public utility, and the people are entitled to use it if they like."

No decision was given by the board at the time of the hearing; and HARDWARE AND METAL learns from the C. M. A. that no judgment has yet been received by them of the attitude of the board in the matter.

The attitude of the C. M. A. in the matter is that the only justification the express companies would have for charging such a rate would be the percentage of breakages as being very high. This was not shown by the companies in the case which they presented to the board.




## CATALOGUES AND BOOKLETS

### Ford Motor Repairing

Albertson & Company, Sioux City, Iowa, have issued a book entitled "The A B C of Ford Motor Repairing." The book is perhaps unique, in view of the fact that it is original in its idea of instructing Ford owners in the proper methods of grinding, refacing and reseating valves and valve seats. The book contains thirty-two pages, and is very attractively illustrated. Readers of HARDWARE AND METAL, who desire copies, may obtain them upon request.

### National Manufacturing Company

The National Manufacturing Company of Sterling, Illinois, has issued a folder, attractively printed in colors, listing the lines of garage hardware it manufactures. Readers of HARDWARE AND METAL may obtain copies upon request.




The Otton Hardware Co., Ltd., Barrie, Ont.—Will you inform us who makes repairs for Western Todd wood heating stove, No. 29?—We would be glad to obtain this information from any of our readers.—Editor.

British American Paint Co., Ltd., Calgary, Alberta.—Kindly advise us who makes Sanitas and Sanitile.

This is manufactured by the Standard Textile Co., of New York. Stauntons, Limited, 944 Yonge St., Toronto, Ont., have the sole agency for Canada.—Editor.

The Saskatoon Hardware Co., Saskatoon, Sask.—Will you give us the name of the manufacturers of brass cuspidors?

Brass cuspidors are made by Chadwick & Company, Hamilton, Ont.—Editor.

A. C. Clemens, Milverton, Ont.—Will you inform me who makes the Peerless Premier Range?

Peerless Premier Ranges may be procured from Clare Brothers, Preston, Ontario.

## FUEL AND GAS OIL ADVANCE HALF A CENT

Notices sent out by the Imperial Oil Company during the week state that, from November 1, the price of fuel and gas oils would advance one-half cent per gallon.

According to Mr. R. W. Caldwell, sales manager of fuel oils of the Imperial Oil Company, this advance has no direct bearing or connection with the bituminous coal strike in the United States. There has, he says, been a general advance in oil markets; and this advance was in accordance with this general upward tendency of the entire market. Mr. Caldwell stated that he did not anticipate another advance in the near future. The general advance in the market, thought Mr. Caldwell, was difficult to account for except on account of the increasing cost of production, due to labor unrest and demands.

## PAINT FIRM WINS HONOR EMBLEM

The wholesale paint firm of McArthur, Irwin, Ltd., Montreal, was the winner of the first Prince of Wales Honor Flag to be secured in Montreal by an Employees' Committee. The boys went "over the top" before the booming of guns announcing the big canvass had scarce died away. Mr. Irwin was, of course, delighted to see the response from his men, and within a few hours Mr. Bengough, the accountant of the company, was able to announce that last year's objective had been exceeded.

# Convention Martin-Senour and International Varnish Companies a Success

FORTUNATE in the selection of their dates (for did they not fall within the week of the visit of H.R.H. the Prince of Wales), the Fourteenth Annual Convention of the Martin-Senour Company, Ltd., and the Second United Convention with the International Varnish Company, Ltd., occupied the close attention of attending divisional managers, managers and salesmen, for four days last week. Beginning on Monday, October 27, and closing on Thursday night, October 30, this convention proved to be the largest and best ever held.

Comparing it with previous gatherings of this nature, General Manager A. T. Black stated to HARDWARE AND METAL that it was the most successful in every respect, in point of attendance and manifest interest on the part of the salesmen, that had yet been held. Arrangements had been such that managers were able to attend from the most distant points, thus bringing together the East and West for the helpful "heart-to-heart" talks that a good convention affords.

### An Innovation

The sessions were held, this year, at the Place Viger Hotel, Montreal, and the delegates were also taken through the factories during the progress of the convention that they might witness the various operations, inspect various processes of manufacturing, etc.

One of the most helpful ideas carried out was that of the arrangement of the convention hall itself. With a 24-sheet poster as an appropriate and effective background, a model miniature house was brought in and exhibited, being decorated and tinted within and without with paint and varnish products manufactured by the two companies. This afforded salesmen the most practical of demonstrations as to what the company's products were best suited to, and because of the uniqueness of this plan the interest of the salesmen was secured at the outset and maintained to the very last. The plan served to emphasize the importance of providing the right setting in order to obtain the desired result. Given the right "atmosphere," a sales convention can be made a rousing success, and here was the plan that helped attain this object.

### Wide Variety of Topics

It was fitting that the opening session on Monday morning should begin by singing the National Anthem, and this was followed by a pleasant informal introduction of the "First Timers" to the "Old Timers," General Manager A. T. Black following with an address of welcome, in which the men were made to feel at home. Other addresses were made by L. C. DeMerrall, J. H. Conover, and W. P. Walsh.

The whole session on Tuesday was given over to the demonstration of products, etc., demonstrations and tests, sales talks on various specialties. In the latter, the salesmen figured, and this gave the "road" men an opportunity of outlining how they put sales over.

Copper paints and marine lines were dealt with by Messrs. DeMerrall, Walsh, Bernier and Sheppard, and an interesting talk was delivered on insecticides.

Advertising and sales promotion addresses and talks were in charge of the new sales and advertising manager, Tom Houghton, while R. S. Daly had charge of the session on manufacturing and sales.

### In Lighter Vein

General Manager Black has established a reputation in the care with which he provides for the entertainment of his salesmen. In fact, it would seem that others within the organization have "aspirations," too, judging from the real stunts which were credited to them on the occasion of the Annual Family Dinner, held on Wednesday night at the Canada Club. Remembering what the company's caricaturist said, that "there is more joy in heaven over one sinner that repenteth," it was quite in order that "glad rags" should clothe the person of "Tom" Houghton, just back from an absence to "strange" pastures, to his "first love" in Montreal. The elaborateness of his admiral's uniform reminded the guests that the "Prince is in town"; in fact Admiral Spaghetti, as his high title was, had the honor to receive from H.R.H.—delivered by special courier—an illuminated address bearing good tidings to the "Big Family," and a neat (?) decoration for General Manager Black, "The Prince of Good Fellows." In his somewhat arduous duties, the admiral was assisted by Harold Reid, who, in the role of special constable, discharged his obligations well.

The dinner itself was most enjoyable, and the toast list an interesting one, the informative after-dinner speeches proving acceptable and pleasing, with Mr. Black as toastmaster. Added to this the extensive programme, "The Greatest Show on Earth," comprising the "M-S. Troupe of Famous Artists" and the "I-V Performers," characterized in their "gorgeous garments, shapely shapes, sparkling speeches, mirthful melody, dry drinks, excellent eats, spicy songs, side-splitting satire," it can be understood that there was one big round

Continued on page 63



*Managers and sales representatives of the Martin-Senour and International Varnish Company at the Fourteenth Annual Convention held in Montreal.*

# THE CLERKS DEPARTMENT

## Don't Speculate, Young Man, and Don't Listen to "Tips" on Stocks

### Some Suggestions Also to Aid the Small Investor in Handling His Money Safely—Avoid Temptation to Get Rich Quickly

ONE of the most distinguished as well as successful business men in America is Barton Hepburn, for many years president of the Chase National Bank in New York City. He has always been keenly interested in helping to protect the thousands of people who have little money to invest, and know little about finances, from the wiles of the "get-rich-quick" men. He has been especially interested in showing young men how to invest and recently gave $200,000 to the New York Chamber of Commerce, stipulating that the income is to be used in conducting examinations for young men wishing to enter business offices. Some of his advice to those looking for investments is given in the "American Magazine" as follows:

There are tens, possibly hundreds, of thousands of citizens who, for the first time in their lives, possess money for investment purposes. Extraordinary conditions have placed large sums in the hands of the agricultural and producing classes.

**Little Experience**

The majority of those who are enjoying this new prosperity have little or no experience in investment, have had only casual acquaintance with banks. Never before having owned money in quantities beyond their immediate needs, they have given little thought to investment, and, as a result, a large number of them have been, and are being, victimized by promoters and swindlers.

A very common belief on the part of people who have money-making aspirations is, "If I only had capital to invest I could make a fortune!"

**Is Hard to Keep**

The idea is widespread and constantly finds expression in popular speech and writing. But the truth is that it is as difficult for any person to keep money as it is to make money; and, under prevailing conditions, it is much more so for the man with small capital.

The temptation to any person acquiring money quickly is toward speculation rather than investment, toward gambling rather than toward safe returns. It is human nature for a person, suddenly making money, to believe that he can make much more. Stock promoters realize this tendency, therefore the present situation, with thousands of the newly-rich gambling in stocks.

**Doubly Baited**

The lure by which such promoters have sought to drag this new wealth into speculation is doubly baited: first, with nearly worthless stocks, or stocks of unknown and doubtful value; and, second, with the opportunity to buy on margins. At best this is gambling; at worst, swindling.

No one permanently makes money by gambling in any form. A throw of the dice or a fortunate turn of the market may enable a lucky fool to realize a so-called profit. But the speculative instinct which induced the first hazard will induce many more. And, in the long run, the lucky throws will be in the minority. It is a matter of business experience that people do not attain fortunes in any such way.

**A Big Difference**

Investment is buying stocks after the value is proved. Speculation consists in trying to guess what the value will be. Buying stocks on the prospect of a company striking oil or discovering gold is like betting that you will find money on the sidewalk. Leave such gambling to those who think they can afford losses.

There are such gamblers, who figure that they can afford fifty losses if they make one success. But these usually prefer to gamble with your money instead of their own. The man who can afford only one loss has but a slight chance.

Judged from the literature furnished the public, there are open for development at the present time literally thousands of properties of wonderful value, from which enormous profits are sure to be realized by anyone investing!

**Would They Do It?**

If these properties do possess such value, would the promoters make so great an effort to part with them? Even if the promoters believed them to have any such value, would they strive to sell? Would they be anxious to give you the chance to reap such great rewards?

These promoters are not philanthropists; they are not humanitarians; they are not seeking to distribute wealth throughout the world—usually they are striving to increase their own portion.

The methods used by these men should put people on their guard—but it has not been so. That is a tribute to the salesmanship of those men who can sell one one-hundredth realty and ninety-nine one-hundredths conversation.

**On the Safe Side**

It is a further tribute to their ability—of one sort, at least—that they know the laws and usually manage in selling to keep an inch or two on the safe side of the line. However, after one has lost his money through a foolish investment it is little consolation to the loser to visit the district attorney's office, or to appear before the grand jury in an effort to have the party who has imposed upon him indicted, with the conviction depending upon how artfully the promoter has dodged the letter of the law.

**The Wrong Kind**

Stock promoters of the wrong kind endeavor to get rich without perspiration of the brow. They have a stock which, at best, has only a "guess value." Their aim is to sell enough of this stock to pay promotion and development expenses, and their own liberal salaries. If they are lucky and win a large stake, the investor, who has assumed all the risk, is awarded a small portion of the profits, minus large salaries and bonuses.

Values are founded upon production, transportation, distribution and merchandising. The great fortunes of the world have been made by rendering a public service, by creating something which the public requires, and selling it at cost with a manufacturers' profit; or by procuring commodities which the public wants, and distributing them at a fair profit above the cost of the article and the service rendered.

**How They Do It**

Generally, in every community, the men who make money do it by creating commodities, or services, which supply public necessity; or by transferring or merchandising the same—bringing the things so produced in contact with the individual want. They render a public service, and for such service are entitled to compensation and profit in such proportion.

The great industry of the world consists in putting things to rights, in bringing the article within reach of the want. The man who tills the soil produces food for the sustenance of people in manufacturing districts, who, in turn, furnish him with clothing, implements, and other necessities.

**Should Ignore "Tips"**

The small investor should ignore entirely "tips" on stocks. The so-called "tip" is one of the ridiculous features of stock gambling, yet thousands of persons solemnly whisper to each other "tips from the inside." On the fringe of the legitimate business of buying and selling stocks and bonds there hangs an army of promoters, gamblers, and sharpers, who are keen to take advantage of lack of investment knowledge. They have a system of disseminating "information" for the purpose of inducing speculation in certain securities which it is to their interest to promote. By means of discreetly placed "confidential information" they can spread news over the country in a few hours.

The remarkable thing about this system is the number of persons who have faith in such "tips." It is true that men believe the things that they want to believe. The condition would be amusing were it not fraught with such serious consequences.

**It is Likely False**

If you get a "tip" you may know that all the chances are that it is false, and that, in almost every case, it is given for the purpose of inducing you to buy.

Ask yourself, how can any man or group of men control a stock? If they could control it, would they "tip" anyone else and allow him to share in the profits? How would the man who "tips" you know about it, even if it were true? When you get a "tip" ask yourself these three questions, and you will not invest.

A man whispers to you that some "big financier" told him something in confidence. Is it likely the "big financier" would tell such a man? Is it probable that you would trust a man who would violate such confidence? Yet thousands of men of recently acquired prosperity are loaded up with

worthless stocks through believing just such absurd "tips."

**Take Things Easy**

The proper thing to do is to buy stocks and bonds yielding a safe return, place them in a safety deposit box and draw the interest. If the market price drops, you need not be concerned. If it increases to any considerable extent, you can sell, and reinvest in a lower-priced stock that will yield a larger return.

No one can tell you just what stocks or bonds to buy, but in purchasing securities, these general rules apply:

Avoid any investment where the returns promised are out of proportion to the investment;

Buy only securities based upon actual values;

Buy only securities which have yielded an interest payment over a period of time;

Buy outright and never on margin.

As a general rule it is better to buy stocks than bonds on a rising market, and better to buy bonds than stocks on a falling market.

# Westerner Sees Big Business Ahead

## L. C. DeMerrall, Western Manager Martin-Senour Company, Tells of Outlook—Many New Houses—6,000 New Soldier Settlers—Five-Fold Increase

"WITHIN the past twelve months sales of paint at the Coast have been as large as all the sales of the five years previous put together. And there is no place in Canada where more paint can be sold and used than in British Columbia, and especially in Vancouver."

This hopeful statement of L. C. DeMerrall, Western manager for the Martin-Senour Company, Montreal, and whose headquarters are at Vancouver, made to HARDWARE AND METAL during a visit Mr. DeMerrall made to the head office this week, sounds an optimistic note which is backed by actual improvement of conditions there. And Mr. DeMerrall says that the best is yet to come and that painting will be carried out next year on a more extensive scale than ever. One of the reasons why paint products are so greatly in demand is because of the fact that houses and other buildings are constructed, mostly, of wood. And the increase in their number will afford more and newer prospects.

**Why Painting Deferred**

The west coast suffered for a time from the withdrawal of thousands and thousands of good men to the cause of liberty in Flanders. Houses were, in many instances, literally boarded up. The reservists, for instance, who may have made Vancouver and Victoria their home for years, enlisted early. Then a degree of depression came. "Rents that had been well over $100 a month declined," said Mr. DeMerrall. "A house that would bring as high as $150 or $165 per month before the war was reduced to $35 and $40. Recently rents began to recover, and a good house now will bring $65 to $75 per month. This means that the owner can afford to undertake painting that he could not proceed with when rents were so low, and when a house costing, say $12,000, would rent for $35. There will be a lot of painting, therefore, under these bettered conditions."

In some cases a number have been tempted to use inferior paint, with the result that it did not wear. They will have to paint again, and will likely use the more dependable grades. Then, again, the climatic conditions cause a species of moss to grow on the wood, and this has to be removed, and painting really needs to be done oftener to preserve the building.

**Use Darker Shades**

Mr. DeMerrall states that the lighter shades such as whites, yellows, and so on, used so extensively in most districts, are not so much in favor at the Coast. This is because of conditions that are peculiar to that land of abundant foliage and greenery, and where the very setting enables the house-owner to employ reds, greens, and other deeper shades



*L. C. De MERRALL*
*Western Manager of the Martin Senour Company.*

to the best possible advantage. The effects produced through the use of these are very pleasing. This greater use of the dark shades had, in some instances, permitted inferior grades of paints to find a way into the market, and causing some undesirable competition. The user did not always obtain the value that he expected when he purchased these cheap paints.

"Shingles are used very extensively out there. Produced right at hand from the B. C. lumber, shingles are used frequently in rebuilding and repairing."

"What do they do when the shingles become covered with this moss?" HARDWARE AND METAL asked.

"Tear them off and use new," replied Mr. DeMerrall. "They use a large quantity of shingle stain there, too."

**Big Soldier Movement**

"It is estimated that about six thousand returned men have come to British Columbia since the close of the war. This number is in addition to the men that made their homes there before the war. And, of course, the men who went from British Columbia, British officers and others, have returned, although the casualties among these men were very excessive."

"Will they make good settlers?" was asked.

"Doubtless many of them will. They had the advantage of securing transportation to any point in Canada, and many of them said, 'We may as well go through to the Coast, and if we do not like it we can return.'"

Of course this influx of new men brings up the question of housing. The increased population has already taxed the existing housing, and new houses are being erected. "There is more new housing under construction in Vancouver than I have seen anywhere in the country," said Mr. DeMerrall. "On every outstanding location one can see new houses going up."

**Good Crop—Development**

Mr. DeMerrall, asked as to the prospect of the shipbuilding industry, said that there was uncertainty as to its permanence. "At the present time one or two of the big shipbuilding companies are preparing to handle boats of up to 9,000 tons capacity and to make small or extensive repairs to them, but I think that the future of the Coast lies more in the development of its natural resources. The steel boat seems to have displaced the wooden ship. There are big resources in the way of timber that should be largely developed."

As to the conditions of crops there, Mr. De Merrall said that this year had proven one of the best in history. Particularly was this the case with regard to small fruits, apples, etc. "The farmers are getting good prices, too, and owing to the understanding they have in marketing, there is not much loss. There is a good market for the various products.

**Paving the Price**

"Are collections good?"

Continued on page 68

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### KEY SOCKETS

The Benjamin Electric Mfg. Co. of Canada, Limited, 11-17 Charlotte St., Toronto, is putting on the market a new line of snap shell key sockets, 660 watts, 250 volts. The switch mechanism is operated by means of a small lever or toggle button, which indicates when the

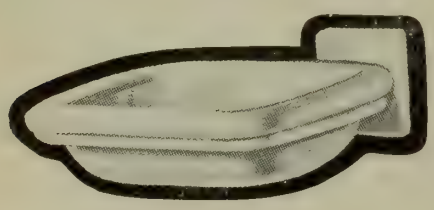


*Key Socket*

current is on or off. ON when the lever is down, OFF when it is up. The positive action of the quick make and break switch makes this socket, it is claimed, one of the best in operation and service, being of ample current carrying capacity and rugged construction. The standard finish is brushed brass, but other finishes come in polished brass, rich gilt, wrought iron, Bauer Barff, polished nickel, statuary bronze, all copper or white enamel.

### SOAP DISH

The American Enamelled Products Co., 2120 Prairie Avenue, Chicago, is putting on the market a line of white porcelain enamel bathroom, restaurant and hospital appliances. The illustration shows a soap dish. The manufacturers claim for their products originality and beauty of design, and that the enamel is not a baked paint, celluloid or imitation, but genuine vitreous enamel. The goods are

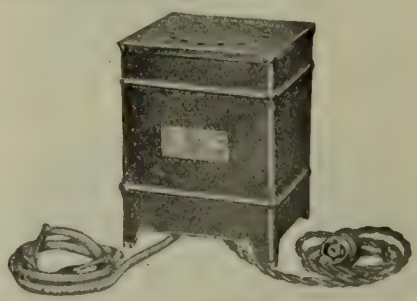


*Soap Dish*

absolutely guaranteed to be absolutely sanitary and neither to rust, craze, nor discolor. By special inventions for attaching fixtures to walls, all screws or bolts, it is stated, are completely concealed from view.

### RECTIFIER

The Canadian General Electric Co., of Toronto, is placing on the market a small-sized battery charger for charging storage batteries from 2,115 volt, 60 cycle alternating current circuit. It has been especially designed to meet the requirements of the automobile owner who desires to charge his starting and lighting battery at home or in a private garage. This device, it is stated, will charge one three-cell battery at five amperes, two three-cell batteries at 3 amperes, three three-cell batteries at 1½ amperes, or one six-cell battery at 3 amperes. The essential parts are a transformer for reducing the voltage and a Tungar bulb for rectifying the current. Both are contained in a sheet metal case. The operation, it is claimed, is extremely simple. The equipment is set on the floor or on the running board of the car, or hung on the wall. The direct current leads are connected to the battery with the spring clips, which are provided, and the attaching plug is screwed into any convenient lamp socket. The charging starts immediately.



*Rectifier*

### WILL MARKET NEW BRAND LEAD IN OIL

McArthur, Irwin, Limited, Montreal, are placing on the market a new line of white lead in oil. This will be marketed under the firm's established brand name, "Crown Diamond," this name having been adopted in 1842. The initial capacity of the plant is ten tons daily, and already a considerable export business has been catered to. Regular sizes such as one, two, five, twelve and a half, 25, 50 and 100 lb. drums will be available for the domestic trade and for export in the sizes required by purchasers.

The superintendent and manager of the lead works is R. H. Monk, and the new plant in Outremont was recently enlarged and re-adapted to take care of the expansion, some $300,000 or more being expended.

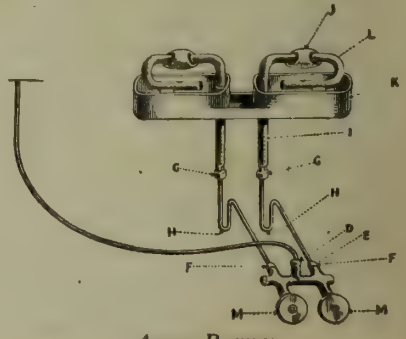
### THE ACME BURNER

The Acme Burner and Heating Co., Limited, 3 Wellington Street West, Toronto, is manufacturing the "Acme" burner, for which the following claims are made: It is stated that it uses every particle of fuel, which is consumed slowly, there being but one tiny feed




*Sectional View*

hole through which the oil vapor or gas burns with a constant flame, giving forth a steady and constant heat. The burner may be placed in any cook stove, base burner, ordinary coal stove, hot air furnace or hot water boiler in a few minutes, all ready for use, and is a quick and powerful heater, whether for cooking or for house heating. The construction is simple, the oil being turned on at A and flows through the tube. Valves F are opened, allowing the oil to run into the basin K, through the small apertures L. This is lighted with a match and the flame heats the feed pipe, putting it up to a high terminal temperature and vaporizing the oil. The flame striking the plate J, spreads like a fan. The burner, it is stated, is especially desirable in towns, villages and rural districts, where there is no gas.




*Acme Burner*

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

HIGHER prices are still the order this week and many important changes have been noted. The general tendency is for firm markets and reports indicate that prices on many commodities are likely to move to higher levels. Axes have advanced $1.50 on single bit; $2.00 on double bit and handled. Makers have also adopted the new system of listing axes and is similar to the American method of classifying the different weights and each class shows a different extra over base price.

Bristles are again active and show an advance of 12½ per cent. Enamelware, copper sheet iron and galvanized ware show an advance that will approximate from 4 to 10 per cent. Some styles of wrought butts show an advance.

Stevens' rifles again advance, also Sargent lines. Silver polishing creams are also higher. Iron bars and steel have strengthened considerably. Coe's wrenches are marked up and stoves may change any time.

Dry and tarred felts, stove pipe and stove pipe elbows are also higher. Three-In-One oil has a higher price. Fuel and gas oil are stronger by ½ a cent per gallon. The sheet situation is as yet unrelieved in spite of the fact that some mills claimed they could have a considerable amount of the demand supplied immediately. The present coal strike, if continued, will have a tendency to keep production back further than ever.

# MONTREAL MARKETS

MONTREAL, Nov. 6—There is a decided upward tendency on most lines and actual increases are effective for various lines of hardware and other specialties. Sargent lines are again advanced, this being about 10%. Dry and tarred sheathings and felts are also higher, due to the cost of waste paper.

All lines of stamped ware, tubs, pails, nickel-plated goods, fire shovels, frying pans, etc., are marked up from 5 to 10%. This was forecast last week in HARDWARE AND METAL and is a result of the present scarcity of material, due to the big strike in the States. Definite price lists are now being printed and will shortly be available. In the meantime, old quotations are withdrawn. Enamelled ware is also affected.

Silver polishes are higher—of the cream variety. Coe's wrenches are marked up. Axes are higher, all kinds being advanced. Stoves are firm and prices may be revised upward at any time. Nails are very firm, as are also steel and iron bars. There have, as yet, been no increases. It is probable that lead products will soon advance under the influence of higher pig lead prices. Pig lead is advanced this week and spelter and antimony also are marked higher. Copper is weaker and there is very little movement.

## *Dry and Tarred Felts Are Higher*

**Montreal**

SHEATHINGS, BELTS.—Due to the higher cost of waste papers, the manufacturers of these lines have increased prices and some of the new quotations are as follows: Anchor dry sheathing, No. 2, per roll, 66c; heavy dry straw sheathing up 40c per cwt. to $3.75; Stag Brand, Surprise up 3c per roll to 73c; heavy tarred straw sheathing up 40c per cwt. to $3.90, and Anchor Brand tarred felt, No. 2, up 2c per roll to 84c. These are quotations f.o.b. Montreal or Toronto.

## *Flour Sifters Higher; Hardware and Wrenches*

**Montreal.**

SIFTERS, HARDWARE, WRENCHES—An advance is made in the price of flour sifters, the same being marked up from $2.10 to $2.45 per dozen.

Various hardware made by Sargent and Co. has also advanced again to the extent of about 10 per cent. Coe's wrenches are now quoted on a new revised list and from which the discount to the trade is 5 per cent.

## *Axe Prices Higher; Also New Arrangement*

**Montreal.**

AXES.—The price of axes has been under revision and a new arrangement is also being effected relative to fixing a "base" for the various sizes. Advances of $1.50 per doz. are made for S.B. axes; $2 for D. Bitted; $2 per doz. for handled axes, and $1 advance for boy's and hunter's.

3¼ to 3¾ pounds is made the new base arrangement. For 4 lbs., 25c is added to the base, and 50c added to larger sizes.

## *All Wares Advanced; Stoves Are Very Firm*

**Montreal.**

WARES AND STOVES.—A general advance has been made this week in various wares, and while the new net lists are not to hand, the advances are from 5 per cent. to 10 per cent. These follow the very definite tendencies pointed out of late and last week HARDWARE AND METAL stated that "any advances for many lines would not be surprising." These changes are in definite accord with the recent scarcity of material provoked by the strikes in the States. With the miners' strike on, the difficulties have been accentuated. Increases apply to stamped ware, galvanized tubs and pails, japanned ware, nickel plated copper ware, stove pipes and stove pipe elbows. The price, per 100, of 7 in. stove pipes is now $19.78 per 100 and of elbows $2.35 per doz. A

full list will be forthcoming from the printers, it is stated, in a few days.

The stove market is a firm one, the undertone being decidedly strong and advances for the various lines are not improbable.

## *Plenty Gasoline and Oil is Moved Out*

**Montreal.**

OIL AND GASOLINE.—There is little new in these commodities, a steadily good demand obtaining for both lines. Coal oil, as to grade, is selling at 22-25c per gallon, while motor grade gasoline is quoted at the unchanged price of 33c.

## *Firm Undertone Marks Nail Market*

**Montreal.**

NAILS AND WIRE.—The market is firm. Under the existing conditions it is not at all probable that there will be any declines now, and some suggestion has been made that, if raw material continues scarce, an advance would not be improbable. In the meantime the jobbers are reporting a heavy demand. Wire and cut nail basis remains at $4.75 per keg, and smooth steel wire is based at $5 per 100 lbs.

## *Normal Sale Obtains And Rope is Steady*

**Montreal.**

ROPE AND CORDAGE.—A normal trade obtains for various sizes, and there is quite a decided firmness on manila, particularly. In one case, an advance of one cent per pound was added by a U.S. manufacturer. Jute twines are very firm. The present basis here is as follows: Pure manila, base, 31c; British and Beaver manila, 27c, and sisal, 23½c.

## *Black Sheets Higher; Scarcity All Around*

**Montreal.**

SHEETS AND PLATES.—There has been an advance of 25c per 100 lbs. in the price of black sheets. These are becoming scarce, and the situation is decidedly unimproved with regard to galvanized sheets, the supplies of which are dwindling all the while. Those who are securing their wants are, in many cases, paying a premium to obtain them.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 65 |
| 12 gauge | 5 95 | 6 60 |
| 14 gauge | 6 00 | 6 75 |
| 16 gauge | 6 10 | .... |
| 18-20 gauge | 6 55 | 6 60 |
| 22-24 gauge | 6 60 | 6 65 |
| 26 gauge | 6 70 | 6 75 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 9 25 |
| 26 gauge | .... | 9 00 |
| 24 gauge | .... | 8 40 |
| 22 gauge | .... | 8 00 |
| 18 and 20 gauge | .... | 8 00 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Bar Steel and Iron Are Active and Firm*

**Montreal.**

IRON AND STEEL.—There is a steadily good demand for steel and iron bars, on which there have been no changes. The tendencies are somewhat firmer, if anything, in view of the whole situation as surrounding raw material supply and fuel for manufacturing purposes. Supplies are adequate, it is understood, to meet the present requirements.

## *Lead Products Firm Under Influence Pig*

**Montreal.**

LEAD PRODUCTS.—In view of the fact that there has been a constantly firming pig market, lead in manufactured form is firming and solder and all lead products will, if these increases continue, be soon quoted higher. The movement for October totaled up well, but there is room for improvement still.

## *Foundries Buy Supply Iron; Prices Higher*

**Montreal.**

OLD MATERIAL.—There has been considerable activity in the old stove and machinery cast markets. This is due to the fact that foundrymen are purchasing against their winter needs, and $23 to $24 per ton is being quoted for machinery cast and $20 to $21 for stove plate. Yellow brass is quoted at 10-11c. Wrought iron is a little firmer. Otherwise the market conditions are quite dull.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 15 | 0 15¼ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | 15 00 | 16 00 |
| Malleable scrap (ton) | 15 00 | 16 00 |
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 23 00 | 24 00 |

## *Lead, Spelter, Antimony Higher; Copper is Dull*

**Montreal.**

INGOT METALS.—There has been marked strength this week in pig lead, spelter and antimony. Copper is dull. Considerable business is passing.

COPPER.—This is very, very dull and no great movement is reported, in fact a quiescent market obtains. Price quoted here is 25c per lb.

TIN.—Still fluctuating from day to day, but with little change here, the price remaining at 58c per lb.

LEAD.—Strength is manifest on pig lead everywhere. There has been a good demand in the first place, and importers figure that there will be increases still. Present quotation, 8¼c.

SPELTER—Is stronger. There is some activity and prices have been marked up here to 10c per lb., an increase of ¼c.

ANTIMONY.—A firmer market here and with a quarter cent increase the quotation is now 10½c per lb.

ALUMINUM.—An unchanged quotation of 34c per lb. obtains for this.

PIG IRON.—Some demand exists for this and there has been no change, $50 a ton still being quoted.

# TORONTO MARKETS

TORONTO, Nov. 6—Higher prices are still the order this week and many changes have been noted. The general tendency is for higher prices and reports indicate that prices on many commodities are lying dormant and ready to break with the least indication of further disruptions. Enamelware, copper, sheet iron and galvanized wares show advances that will range approximately from 4 to 10 per cent. Some styles of wrought butts show a further advance.

Stevens' rifles, broad axes, bench axes and carpenters' axes also show a higher figure. Three-In-One oil is higher, while fuel and gas oil is ½ a cent higher. Stove pipe and stove pipe elbows and Kasement Skrene Dores also show new prices. Bristles out of the ferrule advance 12½ per cent. and iron bars and steel have strengthened considerably. Axes not only have advanced, but makers are adopting the system of classifying the different weights and each difference shows an extra over base price. Black and galvanized sheets are peculiarly situated in the fact that stocks are practically exhausted and it is expected a considerable time will be required for mills to catch up with orders.

## *Axes Advance $1.00 to $2.00 on Some Lines*

**Toronto.**

AXES.—Notice is being sent out by axe manufacturers to disregard the printed prices in their catalogues applying to axes, and are sending out a new list to take its place. They state all Canadian manufacturers are adopting the standard extra list the same as used in the United States, with the exception that the American firms do not allow any discount on extras, whereas the Canadian manufacturer gives the usual discount off the extras when added to the list. The present advances are approximately $1.00 per dozen on boys' and hunters' axes, $1.50 on single bit and $2.00 on double bit over recent prices, also the extras for weights as before mentioned, which run, for example: a 3½ to 4 will cost more than a 3¼ to 3¾, a 3¾ to 4½ will cost more than a 3½ to 4, and heavier in proportion.

## *Wrought Butts Again Advance*

**Toronto.**

WROUGHT BUTTS show a further advance, No. 840 now quoting at 7½ per cent. advance on the list, while No. 800 is quoted at 12½ per cent. advance on list prices.

## *Stevens Rifles Take Another Jump*

**Toronto.**

STEVENS RIFLES show another advance, which is as follows: Little Scout, 14½, $6.00 each; Crackshot, 26, $7.25; Marksman, 12, $9.00; Favorite, 17, $10.75; Favorite, 27, $11.75; Visible, 70, $17.75.

## *Stove Pipes and Stove Pipe Elbows Show Increase*

**Toronto.**

STOVE PIPES AND ELBOWS show new prices, which are as follows: Heavy stove pipe, 6 inch, $18.45 per 100; 7 inch, $19.80 per 100; light 6 inch, $16.75 per 100; 7 inch, $17.75 per 100; elbows, light, 6 inch, $2.20 per dozen; 7 inch, $2.35 per dozen; heavy, 6 inch, $2.95; 7 inch, $3.35; galvanized 7 inch, $5.25.

## *Brooms Still Show Strong Tendency*

**Toronto.**

BROOMS.—Every indication of last week's advance in brooms appears that the price will not lower for some time to come, in fact, indications are that in the near future there will be another raise.

## *Bristles 4½ Inches and Longer, Up 12½ Per Cent.*

**Toronto.**

BRISTLES show an advance. Practically all bristles 4½ inches and longer, out of the ferrule, show an advance of approximately 12½ per cent. This affects practically all the better kalsomine brushes and all painters' brushes, with every indication of spreading in the near future to the shorter length brushes. Bristles are rapidly getting very scarce almost any length.

## *3 in 1 Oil Shows Higher Figure*

**Toronto**

3 IN ONE OIL has advanced and is now quoting at small size, $1.20 per dozen; large $2.45, and the handy can at $2.45 per dozen.

## *Sheets and Plates, Stocks Exhausted*

**Toronto.**

SHEETS AND PLATES.—It is impossible to forecast just what the future will show on this commodity. Some claim they will have relief almost immediately, while others seem to think that the situation will not be relieved for some time, and claim that any kind of a coal strike must bear heavily upon the iron and steel industries, and the industries have even felt the strike in advance, through coal being diverted to stocking up particularly essential industries. However, the present stocks are almost exhausted. This has a tendency to keep the price very firm and also causes a very wide difference in prices as each jobber charges according to their stocks, and if they are forced to procure in small lots, they likewise have to charge accordingly. The following quotations are as nearly correct as possible, owing to the above stated reasons:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 5 45 | 5 65 |
| 16 gauge | 5 60 | 5 75 |
| 18-20 gauge | 5 15 | 6 30 |
| 22-24 gauge | 6 20 | 6 35 |
| 26 gauge | 6 30 | 6 40 |
| 28 gauge | 6 45 | 6 50 |
| 3-16 inch plate | 4 90 | 6 25 |
| ¼-inch boiler plate | 4 50 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 50 | 8 00 | 9 25 |
| U.S. 28 | 8 30 | 9 90 | 7 60 | 8 55 |
| U.S. 26 | 7 90 | 8 50 | 7 30 | 8 20 |
| 22 and 24 | 7 70 | 7 90 | 7 15 | 8 00 |
| 18 and 20 | 7 50 | 7 70 | 7 00 | 7 80 |
| 16 | 7 25 | 7 50 | 6 85 | 7 60 |
| 12 and 14 | 7 05 | 7 25 | 6 70 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Manila Rope May Advance*

**Toronto.**

MANILA ROPE. — Although the American prices showed an advance on manila rope of the better grade last week, Canadian firms show no change

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### NEW AXE CLASSIFICATION DIFFERENT. WEIGHTS ARE DIVIDED INTO CLASSES AS FOLLOWS

**STANDARD AXE LIST**

**List Extras for Weights Heavier Than Base.**

**BASE GROUP (Base Weights)**

**All 2½ lbs. or 2¾ lbs., or 3 lbs. or 3¼ lbs. or 3½ lbs. or assorted to the dozen. No axe over 4 lbs.**

| | | | | |
|---|---|---|---|---|
| 2½ to 3 | 2¾ to 3 | 2¾ to 3¾ | 3 to 3½ | 3¼ to 3½ |
| 2½ to 3¼ | 2¾ to 3¼ | 2¾ to 4 | 3 to 3¾ | 3¼ to 3¾ |
| 2½ to 3½ | 2¾ to 3½ | 3 to 3¼ | 3 to 4 | |

**GROUP 2—(25 cents per dozen list higher than for Base Weights)**

**All 3¾ lbs., or 4 lbs. or assorted to the dozen. No axe over 4½ lbs.**

| | | | | | |
|---|---|---|---|---|---|
| 3 to 4¼ | 3¼ to 4 | 3¼ to 4½ | 3½ to 4 | 3½ to 4½ | 3¾ to 4¼ |
| 3 to 4½ | 3¼ to 4¼ | 3½ to 3¾ | 3½ to 4¼ | 3¾ to 4 | |

**GROUP 3—(50 cents per dozen list higher than for Base Weights)**

**All 4¼ lbs., or 4½ lbs. or assorted to the dozen. No axe over 5 lbs.**

| | | | | | |
|---|---|---|---|---|---|
| 3½ to 4¾ | 3¾ to 4½ | 3¾ to 5 | 4 to 4½ | 4 to 5 | 4¼ to 4¾ |
| 6¼ to 7¼ | 6½ to 6¾ | 6½ to 7¼ | 6¾ to 7 | | |

**GROUP 4—(75 cents per dozen list higher than for Base Weights)**

**All 4¾ lbs., or 5 lbs. or assorted to the dozen. No axe over 6 lbs.**

| | | | | | |
|---|---|---|---|---|---|
| 4 to 5¼ | 4 to 6 | 4¼ to 5½ | 4½ to 4¾ | 4½ to 5½ | 4¾ to 5 |
| 4 to 5½ | 4¼ to 5 | 4¼ to 5¾ | 4½ to 5 | 4½ to 5¾ | 4¾ to 5¼ |
| 4 to 5¾ | 4¼ to 5¼ | 4¼ to 6 | 4½ to 5¼ | 4½ to 6 | |

**GROUP 5—($1.00 per dozen list higher than for Base Weights)**

**All 5¼ lbs., or 5½ lbs. or assorted to the dozen. No axe over 6 lbs.**

| | | | | |
|---|---|---|---|---|
| 4¾ to 5½ | 4¾ to 6 | 5 to 5½ | 5 to 6 | 5¼ to 5¾ |
| 4¾ to 5¾ | 5 to 5¼ | 5 to 5¾ | 5¼ to 5½ | |

**GROUP 6—($1.25 per dozen list higher than for Base Weights)**

**All 5¾ lbs., or 6 lbs. or assorted to the dozen. No axe over 6½ lbs.**

| | | | | |
|---|---|---|---|---|
| 5¼ to 6 | 5¼ to 6½ | 5½ to 6 | 5½ to 6½ | 5¾ to 6¼ |
| 5¼ to 6¼ | 5½ to 5¾ | 5½ to 6¼ | 5¾ to 6 | |

**GROUP 7—($1.75 per dozen list higher than for Base Weights)**

**All 6¼ lbs., or 6½ lbs. or assorted to the dozen. No axe over 7 lbs.**

| | | | | |
|---|---|---|---|---|
| 5¾ to 6½ | 5¾ to 7 | 6 to 6½ | 6 to 7 | 6¼ to 6¾ |
| 5¾ to 6¾ | 6 to 6¼ | 6 to 6¾ | 6¼ to 6½ | |

**GROUP 8—($2.25 per dozen list higher than for Base Weights)**

**All 6¾ lbs., or 7 lbs. or assorted to the size. No axe over 7½ lbs.**

| | | | | | |
|---|---|---|---|---|---|
| 6¼ to 7 | 6¼ to 7½ | 6½ to 7 | 6½ to 7½ | 6¾ to 7¼ | |
| 3½ to 5 | 3¾ to 4¾ | 4 to 4¼ | 4 to 4¾ | 4¼ to 4½ | |

**GROUP 9—($2.75 per dozen list higher than for Base Weights)**

**All 7¼ lbs., or 7½ lbs. or assorted to the dozen. No axe over 8 lbs.**

| | | | | | | |
|---|---|---|---|---|---|---|
| 6¾ to 7½ | 6¾ to 7¾ | 6¾ to 8 | 7 to 7¼ | 7 to 7½ | 7 to 7¾ | 7 to 8 |

**GROUP 10—($3.25 per dozen list higher than for Base Weights)**

**All 7¾ lbs. or 8 lbs.**

in price. The change, though, has caused much uncertainty amongst the different jobbers and merchants, as prices generally showed a decline and seemed to be working towards that end. However, the situation seems to be changing and an advance would cause little surprise on the best grades of manila rope, according to present indications.

## *Boiler Tubes Are Holding Firm*

**Toronto.**

BOILER TUBES have shown no change, although there is a big demand and they are very scarce. No immediate improvement is expected, especially since the coal strike has taken place. A higher tendency is noticed and few would be surprised at a new and higher price. Present quotations are:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *New Prices on Builders' Paper*

**Toronto.**

BUILDING PAPER is said to be so scarce that there is a famine prevailing. This is no doubt due to scarcity of waste paper and other materials used in their manufacture. Prices quoted are: Dry No. 2, 66 cents per roll; Tarred, No. 2, 84 cents per roll; Surprise, 73 cents per roll.

## *Sheet Iron and Galvanized Ware Up 4 to 10 Per Cent.*

**Toronto.**

SHEET IRON AND GALVANIZED WARE advance. This commodity is affected by so many different factors that it is not surprising that the advance has taken place. The same conditions also apply regarding manufacturers advancing some of these lines to conform with legitimate profit and comparative price, as in copper and enamelware. It is expected the advance will be from 4 to 10 per cent., according to the article and conditions.

## *Copper and Enamelware Advance 4 to 10 Per Cent.*

**Toronto.**

COPPER AND ENAMELWARE have advanced. Prices are now being revised. This advance, it is stated, was not affected so much by the coal strike, but the fact that a big reduction was quoted in the spring, applying to almost the entire line of these wares. The manufacturers have found out that this discount was too general, and while it was very fair for some lines, it was almost below cost on others. They claim the new discount will balance or adjust this and put comparative goods on a more even basis.

## *New Prices on Kasement Screen Doors*

**Toronto**

KASEMENT SCREEN DOORS. — The new price given for casement screen doors, No. 2oak stain, varnished, is as follows: 2 ft. 8 in., $34.80; 2 ft. 10 in., $35.40; 3 ft. x 7 ft., $36.60 per dozen. f.o.b. Burlington.

## *Fuel and Gas Oils Advance ½-Cent Per Gal.*

**Toronto.**

FUEL AND GAS OILS advance ½ cent per gallon. This is no doubt a direct result of the coal strike, and is one of the many lines which the strike affects. Fuel oil has been showing an increased volume of business, owing, it is stated, to many private homes installing auxiliary burners, as well as the increased number of firms installing oil heating plants. The strike will have a tendency to increase consumption in this commodity.

## *Scrap Materials Show Weakness*

**Toronto.**

SCRAP MATERIALS showed a strong tendency to advance near the first of the week, but lately have reversed and practically all lines show a tendency towards weakness and a probable decline. European buyers did not come into the markets as was expected, and as it is drawing so near the end of the year very little more of this class of business is expected, at least, in any quantities, till the beginning of the new year. The coal strike coming so soon after the recent steel strike has also had a material effect to keep this commodity quiet. Prices so far remain unchanged, and are as follows:

| Dealers' Buying Prices— | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 12 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red Brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 1½ |
| Automobile tires | .... | 0 03 |

## *Corrugated Sheets Unchanged, But Firmer*

**Toronto.**

CORRUGATED SHEETS. — Prices hold firm, with a good demand. It is impossible to say how long this will hold. Some manufacturers state they will not raise their prices till their present stocks are exhausted and they are forced to buy more stock at higher figures. This may mean that new prices might be expected any time, as most stocks are practically depleted. Present quotations are as follows:

| Corrugated Sheets— | Per 100 Square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Lead and Zinc Products Firm; Price Unchanged*

**Toronto.**

LEAD AND ZINC products are still unchanged, although the market holds firm with a good demand. No one seems to be predicting future prices, more on account of the fluctuations generally of the metals that are used in the manufacture, than on present unsettled conditions. Although the coal strike, if prolonged, cannot help but cause variations, as there is no doubt that it affects more manufacturers than the steel strike, which tied up business bad enough. Quotations are as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | $0 35½ | $0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 36½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Iron Bars and Steel Advance*

**Toronto.**

IRON BARS AND STEEL SHOW ADVANCE.—This was not unexpected, as this commodity has been showing a firm figure for some time past. The labor situation seems to be one factor. Manufacturers state it is remarkable the number of skilled and unskilled laborers who are idle and are living on their earnings, while the mills are being held back for the need of more men. The coal strike coming so soon after the steel strike has also had some influence on the market of this commodity, in fact, it has been felt for some time previous, on account of the supplies of coal that were being stored by some in order to keep their production as near normal as possible. Quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | $4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Copper Unchanged; Spelter and Lead Firm*

**Toronto.**

INGOT METALS.—There is a very strong position of ingots, and if it is possible to arrange finance with Eu-

rope higher prices will undoubtedly be paid, but so far nothing has happened but mere negotiations. Reports have it that Germany is falling considerably behind on account of strikes and general dissatisfaction, some European moneys are depreciating and will soon be at the point where they will not be considered at all.

COPPER.—Copper remains unchanged and prices quoting are from a basis of 25 to 26 cents per pound. The demand is fair and this price is fairly steady.

SPELTER.—This still remains unchanged although higher prices are looked for. The demand is brisk, in fact sales are rather delayed. The price remains firm and is quoting at 10 cents per pound. The report is that small stocks are in the majority of warehouses.

LEAD.—The stocks of lead are very small. The demand is brisk and the price is firm at 8¼ cents per pound.

ALUMINUM.—Aluminum is reported quiet with prices still holding at 34 cents per pound.

ANTIMONY.—Antimony is quiet, the demand having slackened temporarily. The price holds firm and is quoting at 11½ cents per pound.

TIN.—Tin remains unchanged. The demand is good but not heavy, the quotations now ruling are from 59 to 60 cents per pound.

# LONDON MARKETS

LONDON, Ont., Nov. 5—Business all through this district continues to be spelled with a capital "G" and hardware merchants are all very, very busy. Nails, stoves, glassware, cutlery, silverware and all seasonable lines are selling well.

Prices are very firm with a general scarcity reported in many lines of goods. Advances are shown in Three-In-One oil, painted wire bird cages, some lines of building paper, refrigerators for spring booking, brass hose couplings, brass lawn sprinklers, solid leather skate straps and glass.

Enamelware, galvanized ware, sheet iron and copper goods are advanced about ten per cent.

## *Enamelware Lines Advance 10 Per Cent.*

**London, Ont.**

WARES, COPPER GOODS.—Quotations on enamelware, galvanized ware, sheet iron and copper goods are being revised, and advances on many lines, which will approximate ten per cent., are being made.

## *New and Higher Quotations on Glass*

**London, Ont.**

GLASS.—New discounts are effective on glass, the new figure being 25 per cent. off list in place of the former quotations of 30 per cent.:

| | Single Diamond. Per case. | Double. Per case. |
|---|---|---|
| Under 25 in. | $14 93 | $17 18 |
| 26 to 34 in. | 15 60 | 18 64 |
| 35 to 40 in. | 16 35 | 19 80 |
| 41 to 50 in. | 17 63 | 22 50 |
| 51 to 60 in. | 18 45 | 23 10 |
| 61 to 70 in. | 19 88 | 24 53 |
| 71 to 80 in. | ..... | 26 55 |
| 81 to 84 in. | ..... | 34 09 |
| 85 to 90 in. | ..... | 36 64 |
| 91 to 94 in. | ..... | 37 35 |
| 95 to 100 in. | ..... | 43 91 |
| 101 to 105 in. | ..... | 49 01 |
| 106 to 110 in. | ..... | 54 83 |

## *Building Papers May Be Advanced Again*

**London, Ont.**

BUILDING PAPER.—New and higher quotations are effective on some lines of building papers. It is not unlikely that still further advances will be made shortly. The new prices are: Dry Fibre, D2, 66 cents roll; Stag Building Paper, 73 cents roll; Surprise Building Paper, 73 cents roll; Tarred Fibre, E2, 84 cents roll.

## *Refrigerators Higher For Spring Booking*

**London, Ont.**

REFRIGERATORS.—Higher quotations on refrigerators (Sanderson Harold make) are named for spring booking. The quotations are: Household, 40 per cent. off list; Grocers', 35 per cent. off list.

## *Higher Quotations On Three-in-One Oil*

**London, Ont.**

THREE IN ONE OIL.—New and higher prices have been named on this line. The new prices are: Small bottles, $1.20 per dozen; large bottles, $2.45; Handy cans, $2.45; Factory size bottles, $4.80.

## *Nail Prices Firm; Demand is Active*

**London, Ont.**

NAILS.—Supplies of nails locally are limited. The demand is active as a result of continued building. Prices are firm at $4.70 base for wire and $4.75 base for cut.

## *Brass Hose Couplings and Sprinklers Advance*

**London, Ont.**

BRASS HOSE COUPLINGS, RING LAWN SPRINKLERS.—Brass hose couplings for spring booking show an advance, the quotations being: ½ in., $2.35 per dozen; ⅝ in., $2.40; ¾ in., $2.45; 1 in., $3.75.

A new and higher price of $11.25 per dozen has also been named on brass ring lawn sprinklers.

## *Advance is Made in Painted Bird Cages*

**London, Ont.**

PAINTED WIRE BIRD CAGES.—Higher prices are now in effect on these lines, the quotations being as follows: No. 612, $18.90 per dozen; No. 613, $22.50 per dozen; No. 614, $24.50 per dozen.

## *Higher Quotations On Leather Skate Straps*

**London, Ont.**

LEATHER SKATE STRAPS.—Solid leather skate straps have been revised upwards and the new quotations are: 21 in., $1.45 per dozen pairs; 24 in., $1.75; 27 in., $2.00.

## *Stove Boards and Ash Sifters Selling*

**London, Ont.**

ASH SIFTERS, STOVE BOARDS.—There is a good demand for these lines. Prices show no change and are as follows: Ash sifters, wood sides, $3.00 per dozen; Banner, $3.20 each; Rocker No. 1, $4.75 each.

STOVE BOARDS.—Wood lined, 30 and 5 per cent; paper lined, 40 and 5 per cent.

OIL HEATERS are moving well. Prices are as follows: Perfection, No. 525, $7.00 each; Perfection, No. 530, $8.25 each; Perfection No. 630, $10.25 each, less 25 per cent.

## *Seasonable Demand For Weather Strip*

**London, Ont.**

WEATHER STRIP.—There is an active demand for weather strip. Prices are as follows: Frost King, $4.65 per dozen packages; Swan Hardwood, 75c per set.

WOOD AND FELT.—No. 60, 5 cents per foot; No. 61, 5 cents; No. 61½, 7 cents; No. 64, 10 cents, less 55 and 5 per cent.

## *White Lead in Oil Holding Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—No change in prices is shown. There is a fair seasonable sale. Quotations are as follows: Pure, tons, $16.35 per 100 lbs.; less tons, $16.70; Elephant, tons, $16.95 per 100 lbs.; less tons, $17.30.

## *Turpentine Prices Holding Unchanged*

**London, Ont.**

TURPENTINE.—Quotations on turpentine are holding without change, and are as follows: 1 bbl. lots, $2.45 per Imperial gallon; 2 to 4 bbl. lots, $2.44; 5 gal. lots, $2.55.

## *Linseed Oil Sales Are a Little Light*

**London, Ont.**

LINSEED OIL.—Sales of linseed oil

have been light. Quotations are as follows: Raw, 1 to 2 bbls., $2.62 gal.; 3 to 5 bbls., $2.61 gal.; 6 to 9 bbls., $2.59 gal; boiled, 1 to 2 bbls., $2.65 gal.; 3 to 5 bbls., $2.64 gal.; 6 to 9 bbls., $2.62 gal. Less bbls. add.

# WINNIPEG MARKETS

WINNIPEG, Nov. 5—Price changes during the past week show the usual amount of advances, as quotations on practically all lines are on the upward trend. This week's changes include screw drivers, automatic drills, soldering coppers, brass butts, Dover sad irons, sash cord, boyproof watches and expansive bits.

Business in all lines is reported about normal, while good demand is reported on cutlery and other Christmas goods.

Considerable shortage is reported on tin plate, Canada plate and galvanized sheets, as mills are sold up for the balance of the year, while the steel strike is also seriously affecting production.

## 10 *Per Cent. Advance in Screw Drivers*

**Winnipeg.**

SCREW DRIVERS, AUTOMATIC DRILLS.—Following advances made by North Bros., the manufacturers of "Yankee Tools," new prices are effective and show a general increase of approximately 10 per cent. above former quotations, making to-day's prices as follows:

Screw Drivers—No. 10 x 2 in., $7.60; 4 in., $10.00; 6 in., $12.40; 8 in., $14.60 dozen. No. 15 x 2 in., $8.40; 3 in., $8.80; 4 in., $9.20; 5 in., $9.60 dozen. No. 12 x 1⅛ in., $10.90 dozen.

Spiral Screw Drivers—No. 30, $35.00; No. 130, $40.00; No. 35, $26.00; No. 135, $31.00 dozen.

Automatic Drills—No. 41, $30.40; No. 44, $36.25 dozen.

## *Soldering Coppers Up 2 Cents a Pound*

**Winnipeg, Man.**

SOLDERING COPPERS.—Prices on copper, which has been advancing steadily for the past six weeks are again reflected in the price of soldering coppers, which show an increase of 2 cents per lb. base, and from present indications higher prices may be expected in the near future. To-day's ruling prices are given herewith: Soldering coppers, ¾ lb., 64c; 1 lb., 63c; 1½ lbs., 60c; 2 lbs., 59c; 2½ lbs., 58c; 3 lbs., 57c.

## *Brass Butts Show 5 to 10 Per Cent. Jump*

**Winnipeg, Man.**

BRASS BUTTS.—Prices on narrow, middle and broad brass butts have also shown steady advances during the last month, and this week's markets again show an increase of from 5 to 10 per cent., making to-day's selling prices to the trade as follows:

Narrow Brass Butts—1 in., 45c; 1¼ in., 65c; 1½ in., 73c; 1¾ in., 95c; 2 in., $1.12; 2¼ in., $1.57; 2½ in., $1.95 dozen pairs.

Middle Brass Butts—1 in., 53c; 1¼ in., 67c; 1½ in., 84c; 1¾ in., $1.06; 2 in., $1.30; 2¼ in., 1.80; 2½ in., $2 40 dozen pairs.

Broad Brass Butts—1 in., 56c; 1¼ in., 75c; 1½ in., 95c; 1¾ in., $1.18; 2 in., $1.45; 2¼ in., $2.10; 2½ in., $2.80 dozen pairs.

## *Dover Sad Irons Revised Upwards*

**Winnipeg, Man.**

DOVER SAD IRONS.—Dover sad iron prices are also revised to higher levels during the week, based on new prices issued by the manufacturers, due to increased manufacturing costs, and today's ruling prices on the two most popular lines are given as follows: Dover Sad Irons, No. 60, $30.00; No. 70, $39.60 per dozen.

## *Sash Cord is Up Five Cents a Pound*

**Winnipeg, Man.**

SASH CORD.—As the cotton market continues to advance prices on kindred lines follow, and is noted in this week's advance in sash cord, which moves up 5c per lb. over previous quotations, and is now selling on the following basis: Hercules Sash Cord, hanks or coils: No. 6, 81c; No. 7, 80c; No. 8, 79c; No. 9, 79c; No. 10, 79c lb.

## *Higher Quotations Named on Watches*

**Winnipeg, Man.**

WATCHES.—Following the recent advance in Ingersoll watches new prices are now effective covering Boyproof and Pocket Ben watches, which move up to $1.50 each.

## *Expansive Bits Are Also Higher*

**Winnipeg, Man.**

EXPANSIVE BITS.—Expansive bits also show an upward trend in price during the week, due to increased production costs, and are now selling at the following figures: Expansive Bits, No. 72, $19.80; No. 71, $28.60 per dozen. Extra cutters for same, No. 1, $5.50; No. 2, $5.80; No. 3, $5.80; No. 4, $6.60 per dozen.

## *Wrought Pipe May Advance Shortly*

**Winnipeg, Man.**

WROUGHT PIPE. — Prices on wrought iron pipe still hold firm at former quotations, although reports from manufacturers indicate that supplies of raw material are getting short and with the steel strike still effective, higher prices would not come as a surprise. To-day's ruling prices are confirmed as follows:

| Wrought Iron Pipe— | Black | Galv'd |
|---|---|---|
| ¼ in., 100 ft. | $4 91 | $7 20 |
| ⅜ in., 100 ft. | 5 00 | 7 34 |
| ½ in., 100 ft. | 6 66 | 8 37 |
| ¾ in., 100 ft. | 8 83 | 10 71 |
| 1 in., 100 ft. | 12 33 | 15 75 |
| 1¼ in., 100 ft. | 16 65 | 21 29 |
| 1½ in., 100 ft. | 19 94 | 25 43 |
| 2 in., 100 ft. | 26 82 | 34 25 |
| 2½ in., 100 ft. | 43 07 | 54 77 |
| 3 in., 100 ft. | 56 40 | 71 70 |
| 3½ in., 100 ft. | 73 86 | ..... |
| 4 in., 100 ft. | 87 25 | ..... |
| 4½ in., 100 ft. | 100 26 | ..... |
| 5 in., 100 ft. | 116 82 | ..... |
| 6 in., 100 ft. | 151 52 | ..... |

## *Linseed Oil Prices Are Holding Firm*

**Winnipeg, Man.**

LINSEED OIL.—Linseed oil prices continue firm on the local market and from present indications no immediate change is anticipated. The demand at present is reported very small, but a big volume of spring business is expected. To-day's prices are confirmed as follows: Raw linseed oil $2.75 gallon; boiled linseed oil, $2.78 gallon.

## *No Change Shown in Prices of Turpentine*

**Winnipeg, Man.**

TURPENTINE.—Turpentine prices continue firm on the local market at former quotations, with only a very limited demand as is usual at this season, and no change in prices is expected in the near future, as reports indicate that exports are at present taking any surplus supplies that are offered. To-day's prices are given herewith: Turpentine, barrel lots, $2.65 gallon; ½ bbls., $2.68 gallon; 5 gallon lots $2.70 gallon; 1 gallon lots, $2.70 gallon.

# PITTSBURGH MARKETS

PITTSBURGH, Nov. 5.—The iron and steel strike, now in its seventh week, has been receding at a decidedly more rapid rate in the past ten days than in earlier weeks. The most marked progress in resumption of operations has been in the Mahoning Valley, where for about three weeks there was no operation at all. The Carnegie Steel Company is now operating about four of its six blast furnaces in Youngstown, together with one of the two Bessemer converters and a few of the open-hearths. Seven finishing mills at the Ohio works are operating while practically the whole McDonald plant, nearby, is in operation. The Carnegie operation is the more remarkable from the fact that the company made no strong effort to resume operations, feeling that the distinctly home companies, particularly the Youngstown Sheet & Tube Company and Brier Hill Steel Company, should lead the way. These two companies, to-

gether with the Republic Iron & Steel Company, are now showing a fair operation, having among them about six blast furnaces operating, with corresponding steel and finishing departments. Reports from the Chicago district are of much better operation there, but information is lacking here as to details.

Western Pennsylvania is now running very nearly full, with the exception of Donora and Monessen, which are still greatly crippled. Tonnage outputs are very satisfactory. For instance, one large plant, whose output was curtailed at the height of the strike by one-third or more, has lately been producing at 80 per cent. of the average rate in 1918, this being equivalent to 85 or 90 per cent. of the rate just before the strike.

A detailed estimate, by districts, based upon such information as is available, indicates that steel production is now at about 63 per cent. of the rate obtaining just before the strike. While this indicates quite a curtailment remaining, it should be noted that the production is well in excess of any output attained prior to the year 1912, and in those earlier years the steel industry thought it was producing a very large tonnage.

### Bearing of Coal Strike

The iron and steel strike, however, has had to yield the centre of the stage to the coal strike, which is of importance both as to the curtailment in steel production it may cause, if prolonged, and as to the influence it will exert upon the subject of strikes in general.

The steel mills have some stocks of coal but these stocks are not large by comparison with consumption, it being a physical impossibility for a steel mill to stock sufficient coal to last it any considerable length of time, too much space and too much handling being involved. Some of the mills claim that they have stocks sufficient to last for four weeks, but the general average cannot possibly be as high.

The coal strike is different from all other strikes in that it is directly contary to law, the Government having decided that it is in violation of the Lever food, feed and fuel control act, passed as a war measure, and in force until the President issues his peace proclamation. The coal strike is in violation of the contract the miners' officials signed with the operators, but of course, that does not differentiate it from many other strikes that have occurred.

The extent of the coal walkout cannot be stated definitely at this time. There are conflicting claims. It may be assumed that the walkout is quite general if not almost universal at the union mines, but there is no walkout at all at non-union mines. Interest centres chiefly upon the rate at which men go back to work, as the operators as well as disinterested observers expect that they will go back. The injunction granted Oct. 31, at the instance of the Government, forbids the union officials to do anything in furtherance of the strike, though it does not apply to the miners themselves. Accordingly, the situation is the same as if the union officials had called the strike and then suddenly disappeared. The general belief is that the Government will use all its resources to prevent anything being done in furtherance of the strike, this applying to activity of union officials, the paying of strike benefits, and efforts of strikers to intimidate workers. Often the Government is slow to begin acting, but there is no question once the beginning is made.

One point in the change of conditions produced by the Federal Government taking its stand against the strike is in connection with the Connellsville region, which has always been non-union. Previously it had been thought very probable, in coal and coke circles, that in the event of a strike of the union mines the strikers would march upon the Connellsville mines and close many, if not all, of them. The moment the Federal Government announced its position this opinion was changed. Furthermore, Governor Sproul, of Pennsylvania, has made a plain statement that order will be maintained. It is regarded as established that the Connellsville region will operate, and this is very important in view of the fact that from an exclusively coke producing region it has in the past few years become a large shipper of coal. It may be estimated roughly that in normal times the region produces half a million tons of coal a week, which it converts into coke, and half a million tons of coal which it ships.

### Steel Prices

While basis prices for steel products are being held down by the United States Steel Corporation and large independents adhering to their former prices, the March 21 schedule, export prices have shown a sharp advancing tendency and some of the smaller independents, able to make early deliveries, have been charging advanced prices, this representing in substance a delivery premium. Merchant bars have thus been sold at $2.50, Pittsburgh, or $3 a ton premium, and sheets at $2 to $4 a ton premium.

## MARTIN-SENOUR CONVENTION

Continued from page 53

of surprises to enliven and sustain interest and afford amusement.

Then some were presented with crowns for work well done, others with "Orders of the Garter," necklets, etc., etc., while, of course, there were the Tip Toppers, who carried off the money prizes, and which were presented to the lucky winners by Manager Black at the big dinner. Three there were, who had earned a savory (?) reputation as "Big Moose" hunters, and these received formidable .303 (?) rifles as a slight token of the prowess they have manifested. The investiture of these worthies was impressive altogether.

The theatre party on Tuesday night at the Princess was also one of the enjoyable features.

On Wednesday at noon a solid bronze tablet was unveiled at the factory. This was erected within the main office, and bears the names of George Clarke, Alexander Anderson, Barnard Greaves, Lewis Luck, William Ore, Thos. Pritchard, James Rouse, Henry Short. "They gave their present for our future," was the appropriate inscription accompanying the names.

Most appropriate and timely was the bronze badge feature worn by the delegates this year, bearing on the obverse side, as it did, a splendid reproduction of the Prince of Wales, and on its reverse the names of the two companies. It afforded a historic memento of the Prince's visit and of a unique and successful convention.

Through the generosity of the management, each salesman and guest received an "Eversharp" pencil, one being placed at each plate and suggesting to the "knights of the grip" that they need never send in an excuse to the house for being unable to write an order.

### New Men and Delegates

Some new men were welcomed this year. Morton Pettit is one of the new first-year M-S men. He was connected for some time as store manager for the S. A. Crowell Co., Yarmouth N.S. F. E. Holland of Montreal, recently returned from overseas, and formerly with the Engineering Department of the C.P.R., is taking up special sales work on factory, marine and railway paints and specialties.

For the International Varnish Company, W. L. Campbell, a practical varnish man, will take up territorial sales work in the Maritimes; R. A. Kennedy, of Toronto, territorial work in Ontario, while S. Langlois will assume sales work in Quebec Province.

The convention personnel was as follows:

**Administration and Headquarters Staff, Montreal, Que.:** A. T. Black, General Manager; R. A. R. Weir, secretary-treasurer; R. J. Walker, credit manager; T. Houghton, sales and advertising manager; E. A. Grimes, assistant to general manager.

**Manufacturing and Service:** R. S. Daly, general superintendent; W. J. Smith, chief chemist and supt. paint plant; V. H. Mortimer, shipper; Jas. Rowe, superintendent varnish plant; L. A. Grenier, supt. printing and advertising depts.; S. C. Rosenthal, general office supervisor; J. V. Cormier, accountant; R. Godbout, service department; G. A. Archambault, cost dept.

**Ontario Sales Division:** J. H. Conover, Ontario branch manager; E. J. Cookson, C. D. Cookson, H. M. Borland, H. O. Farrow, W. F. Ferguson, G. R. Conover, M. A. Daly, branch service.

**Maritime Sales Division:** W. P. Walsh, Maritime branch manager; T. L. Sheppard, W. L. Magee, G. Morton Pettit, J. G. Crawford, special representative, Newfoundland.

**Quebec Sales Division:** G. Tessé, R. Bernier, J. Brault, J. E. Naud, F. E. Holland, Industrial Railway and Marine Sales Dept.

**The Martin-Senour Co., Limited, Vancouver and Winnipeg:** L. C. DeMorrall, Western manager; A. J. Webb, sales manager.

**The Martin-Senour Co., Limited, Chicago:** Z. E. Martin, W. H. Gerke.

**International Varnish Co., Ltd.:** A. T. Black, general manager; J. H. Conover, Ontario branch manager; R. J. Walker, secretary; R. B. Eaton, service department; W. H. Davy, trade sales dept.; P. Burns, superintendent varnish manufacturing; Wilfred Stewart, testing department; H. V. Johnston, E. Tindall, M. McDonald, K. A. Skinner, E. T. Grand, S. Langlois, S. Boulet, W. L. Campbell, R. A. Kennedy, N. Jessiman, special B.C. representative.

St. Pierre and Normand, hardware merchants at Three Rivers, Quebec, are erecting a new business block and will occupy larger premises in the spring.




# Begin Spring Selling Plans Now

## Record Paint Sales of 1919 Will be Surpassed by Those of 1920 Unless All Indications Fail—Now is the Time to Get Busy and Get Bigger Share of the Business That Will Offer

NOW is the time to begin stirring up good selling ideas for next spring's paint and varnish campaign. A great many dealers are executing their spring buying orders, so that it is quite in line to tuck away ways and means of rapidly turning it into cash when the time comes.

The past year has certainly allowed the live ones to make a good deal of hay while the sun shone. And from all indications the profit-dispensing rays of a propitious, sunshiny, paint-selling spasm are going to make hay-making good for those who are on their toes next year. Already we find dealers who are adding to their paint department and tucking in little paint-selling stunts to increase their trade.

A few dealers have put the long distance telescope to their eye and spotted property owners who will, or who ought to paint next year. Said dealers have jotted down these names on a mailing list and sent them to the advertising department of their manufacturer. Good business! It gives that advertising department a clear running start on the service that can be rendered to such early birds.

### To Sell More Paint

Said one enterprising dealer who recently took on a line of wall papers: "I'm going to make wall paper help me sell more paint. The two go together like ducks to water. I've just had a set of 8 in. x 24 in. boards painted up with my best enamel colors and varnish stains. When I'm showing wall papers, I have these boards handy and set the most suitable shades up against the paper. Enough said! Nine cases out of ten it's all over but writing down the order and delivering the goods. When you've got a customer in the decorating notion just throw in a few suggestions on the side like that and they eat out of your hand, as it were. These boards have already helped me out a good deal in paint sales this fall, and I'm going to use them all winter."

### Sold the Goods

"See that chair over there," he exclaimed, pointing to an ordinary kitchen chair shining with a fresh coat of dark oak varnish stain. "That old reprobate had about as much down and out appearance as you'd want when I brought it into the shop. I took it and sand-papered it off and put a coat of varnish stain on it early in the fall, then set it on the counter with a placard **'See what Slicken's Varnish Stain did to me.'** Well sir, that thing has set there like a soldier and sold a lot of varnish stains for me, and you can bet I am going to keep him working right through the winter and spring. Maybe I'll change his coat once in a while, but he'll bring the business."

The writer doesn't know how many of his readers are "wet or "dry," but there is every indication that the dry sentiment of this country is going to mean more business in legitimate staple lines of merchandise. Time after time it is repeated that cash business is better, credits are no longer seeking extension. Families who tied up their weekly wage in booze are now spending it on their homes and improving their conditions of living. Improved living conditions cannot extend themselves very far without including the use of paint.

### In Other Channels

Because there is every likelihood of this dry era being permanent gives reason for belief that the money that formerly went into Canada's drink bill, will hereafter be permanently turned adrift into the purchase of much more useful and vastly more economic products, paint included. Instead of spending it only on one color for painting the town red, it will go into buying creams, yellows, drabs, browns, blues, etc., and these colors will have more lasting value than the one-night hue of the hilarious jamboree.

Somebody with a wet sentiment may agree to differ. Alright! Let the majority talk. It is estimated by those who are in close touch with the retail merchants of Canada, that 95 per cent. of them are in favor of the "drys," largely from an economic standpoint. It promotes more business, more cash business, with far less credit risks than we formerly had.

### Other Indications

With the assurance of a dry 1920, the paint dealer can plan to get his share. And there are other indications. The fall and winter are the convention seasons of every conceivable organization. From every association and convention that has already been held and which has the remotest contact with paint comes the cry of "Get ready for a bumper season in 1920." It is heard both in Canada and the United States. The painting ideas seems to be in the air.

The retail paint and varnish dealer is the last connecting link between this big industry and the consuming public. It's up to him as to whether he will climb on the band wagon or not.

Continued on page 66




# Moore's Paints

## Ready Mixed

Quality and Customer Satisfaction backed by a Guarantee to the Consumer:

*"Guaranteed absolutely satisfactory or money refunded."*

This guarantee is only one of the features which make Our Agency Proposition the very best A Moore Agency means

*BETTER PRICES - BIGGER PROFITS*

Always glad to send color cards and prices on request

**Benjamin Moore & Co.,**
Limited
TORONTO

If you don't grab off your share by getting ready in ample time, then somebody else will. Even at this distance it looks at though 1920 will provide one tremendous, irresistible demand for paints and varnishes. This is said advisedly after a thorough digest of the optimistic expressions of opinion from all factors, big and little, in the trade. There's only one worry by those responsible for the larger distribution of paints and varnishes and that is where to obtain sufficient raw materials to supply this demand. Which makes it all the more necessary that the retailer should set his affairs aright so that he will be assured of sufficient stock to meet this anticipated demand.

**Big Fellows Are Busy**

Somebody says "I should worry, till the season comes." That's small talk, when one knows that the big fellows are actually putting in solid planning to place themselves where they won't be caught with their shoes off.

Somebody else wants more proof. More "clean up and paint up" campaigns are being planned in Canada than ever before. The "Save the Surface" campaign funds have been increased 50 per cent. over last year. When you find the trade tieing up more dollars to its faith in promotion work, your last dollar can be waged that they are expecting adequate returns. Another observer of conditions has stated that people have not yet recovered from the neglect they have given their property during the past four or five years. A lot of the painting that should have been done last year, was not done because of lack of painters. This means a lot left over and the season of 1920 is going to see that demand crop up stronger than ever.

The approaching Xmas season and the consequent rush for seasonable goods may overshadow certain other lines, but don't forget to provide a pigeon hole for paint selling ideas for next spring's business. And perhaps in the preparation for Xmas festivities you will find opportunities for paint sales. Some timely stunts might be put into action for this purpose. Paints and varnishes can be sold at any time of the year, if you dig deep enough for good ideas that will bring the painting conviction home to your trade all the year round.



*The five "Top Notchers" referred to in the previous issue of Hardware and Metal in the account of the convention of the Sherwin Williams Co. of Canada Limited. They are 5th from left—P. D. McCallum Grand Top Notcher, A. J. Boyd, of Alberta Division of "Big Four" Henry Hill, "Eastern Canada Div., a Top Notcher, F. A. Allison and J.A. Derouin "Big Four" Winners.*



*In last week's issue of* HARDWARE AND METAL *it was inadvertently stated that the gentlemen shown above were the four top notchers among the salesmen of the Canada Paint Company. The underline should have stated that they are four executive officers of the company. Reading from left to right they are, S. M. Ward, Trade Sales manager; W. J. Bland, Winnipeg manager; Royal Cluxton, manager, and W. H. Newton, Manufacturing Sales manager. A report of the convention appeared in last week's issue of* HARDWARE AND METAL.



*THE THREE TOP NOTCHERS*

*Of Canada Paint Company. Messrs. J. J. Minion, Fred Empringham and J. N. Breadner.*

# Why A Boeckh Brush?



Why do dealers recommend Boeckh's Brushes in preference to those of other makers — and customers ask for Brushes bearing the Boeckh imprint?

They know that the Boeckh trade-mark on a paint, varnish or household brush is the hall-mark of merit and superior quality.





# BOECKH'S RUBBERSET BRUSHES




are the brushes that you can sell with the utmost confidence to your most exacting customers.

Materials of the finest quality—the process of setting bristles in rubber so that it is practically impossible for them to work loose and come out plus the knowledge gained in sixty-three years of "knowing how" enable us to make brushes that give satisfactory and economical service.

Write us for interesting particulars and dealer helps.

***"The Bristles Can't Come Out"***

***Every Brush Guaranteed***

## THE BOECKH COMPANY, LTD.

**TORONTO - CANADA**

**ESTABLISHED 1856**

# Western Outlook is Much Better

## Montreal Sheet Metal Importer Pleased With Conditions—More Housing Needed—Lake Cities Are Active

"AFTER a space of thirteen years I observed a great change in Winnipeg, and the industrial growth in that time has really been remarkable," said W. S. Leslie, president of A. C. Leslie & Co., Ltd., wholesale metals, Montreal, to HARDWARE AND METAL on his return from a trip to the West. "There is great expansion over a wide area and the factories are busy."

Asked as to whether there had been any return to actual building operations since the ending of the war, Mr. Leslie stated that plans are under way for the resumption of work that had been started but which has rested for some time past. Particularly is there a need for more housing, and with the popular demand that exists there for apartment house accommodation, Mr. Leslie believes that there will be an early return to work on this class of buildings. In addition to this, business blocks will be proceeded with, for which there will be a demand.

Mr. Leslie, asked as to the extent of metal stocks in the hands of manufacturers and the trade, expressed his belief that the material in the hands of users was limited. "Crop prospects in the early part of the season," he said, "made the buyer cautious, and he did not book heavily on this account. Stocks are therefore not large.

"Business men whom I met were optimistic and in good spirits. There were no evidences of unemployment; no complaint regarding conditions. The crop outlook improved very materially toward the latter part of the summer, affording a supply of green feed for the stock and enabling the farmers to take care of the cattle as it was feared they would not be able to do."

The lake cities of Port Arthur and Fort William looked good to Mr. Leslie, and there was considerable activity there. "Two of the big elevators there were being added to extensively. This would afford much increased accommodation for the grain coming from the West."

Speaking of the movement of grain, Mr. Leslie thought that the earlier shipping of grain had served to relieve what might have been congestion, and which is sometimes serious at this time of the year. Altogether, the optimism and speedy manner of doing things in the West, and particularly in metropolitan Winnipeg, impressed Mr. Leslie most favorably.



*W. S. LESLIE*

*President of A. C. Leslie & Co., Limited, Montreal.*

# Says That Every $100 Carried More Than 30 Days Costs Merchant Real Money

"FROM information at our disposal there is less credit business being done at the present time than ever before," said the Credit Manager of a large Toronto hardware firm in discussing business matters with HARDWARE AND METAL. "Merchants are realizing that every hundred dollars carried on their books for more than thirty days costs money."

This bit of advice was given when the question was asked if the retailers were asking for extended credits from the wholesaler so that they might, for instance, buy Victory Bonds. The answer was that there was no tendency either to ask and, possibly, much less to give credits because cash business was better and everybody was better able to pay than in years gone by. The credits given by the house in question were less in proportion to the volume of business than a year ago.

It was pointed out that there was little necessity for giving credit longer than thirty days nowadays. The farmer had the money; he did a cash business himself, and there no longer existed the necessity for giving six months' credit. On the whole, this manager neither recognized the necessity for extended credit nor upheld the theory as much of an assistance to greater business.

## BETTER OFF WITHOUT WHISKEY

Continued from page 47

begun to pick up again. Even in Pittsburgh, where most of the mills have remained in operation throughout the trouble, the butcher, the baker and the candlestick-maker, all have more or less felt the effect of the uncertainty of these times. Almost every tradesman with whom I talked told me he felt reasonably certain that without prohibition he would have been obliged to close his establishment to safeguard his goods in stock, and therefore would have suffered in a business way much more seriously than he has.

### Merchants Are Thankful

"It is easy to understand, therefore, why the dealers in clothing, furniture, boots and shoes, the butcher, the grocer, and others, are thankful for prohibition at this time.

"At Weirton, a man coming down the road with a wash boiler, stopped long enough to explain that he was on his way home to do his woman's washing. Certainly a peaceful occupation, as are the others mentioned. Naturally the labor leaders have had difficulty in interesting the men intent on starting a small chicken farm, on doing their wife's washing, etc.

"Were saloons wide open and whisky, gin and other strong drink sold over the bar and easy to obtain in the country places, it would be another story."

## WESTERNER SEES BIG BUSINESS AHEAD

Continued from page 56

Mr. DeMerrall stated that, as far as he knew they had been satisfactory. In the nature of the distribution made by his firm it was not possible to determine the condition of collections as readily as in some lines of business. "But the early buying was light owing to the unfavorable prospects from a weather standpoint. Later, when weather improved and crops were assured, buying was heavier and has continued heavier." There had been no complaint regarding collections.

It was pointed out that, while the average buyer had balked at paying the prices now obtaining for paint, he had grown accustomed to this change and was buying all the time with less reserve. As a rule it was finally considered economical to paint, more economical to protect the surface than to repair or build anew.

"Next year will see the biggest season yet," Mr. DeMerrall concluded.

According to press despatches, the Brantford Cordage Company has been obliged to close down its plant owing to a shortage of raw materials. These are held up, it is stated at New York owing to the longshoremen's strike.




# Refinishing Jobs

Much of the varnish sold by the dealer is used for refinishing purposes, and is bought by consumers who are not finishing experts. It is to such consumers that Berry Brothers' Varnishes, Stains and Enamels are especially adapted.

While "Berry" finishes have been for a great many years appreciated by the experienced painter because of their uniform quality, their easy working and excellent drying properties are additional buying inducements among house owners who are unskilled with the varnish brush and do their own refinishing.

**Partial List of Distributors of Berry Brothers' Products**

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

No. 62

Liquid Granite FLOOR VARNISH
Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Nov. 6.—It was expected that there would be an improvement in the linseed oil situation ere now, but priority of shipment seems to have been accorded wheat and other grains from the Canadian West. It will be fifteen days yet, it is stated, before seed delivery will have been improved to the extent which will enable the crushers to quote a price of anywhere near $2.00. In the meantime there has been a slight easing on spot oil.

Turpentine is steady and unchanged. White lead in oil is very firm and some are even wondering if an advance will come. Paints are still moving. Varnishes are decidedly firm. It has been a most active and profitable season for all, despite the unfavorable early outlook in some sections of the country.

### *May Be 15 Days Before Oil Freer*

**Montreal.**

LINSEED OIL.—There has been so little improvement in the actual spot situation on this commodity that it is scarcely noticeable. The situation seems to have resolved itself into a somewhat slow delivery of seed from the West, other grains receiving the preference in shipping circles. The farmers are loath, in many instances it would appear, to sell at present prices. "Some of them seem to expect that they will get $6 a bushel," said one crusher. And so, all around, there has been difficulty in getting needed supplies forward for crushing. Spot oil is a trifle lower, and prices for late November delivery are ranging from $2.10 to $2.35 per gallon.

| Raw— | Imp. | Gal. |
|---|---|---|
| Single barrels | 2 65 | 2 80 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| **Boiled—** | **Imp.** | **Gal.** |
| Single barrels | 2 67½ | 2 82½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Steady Price and Slow Sale Turpentine*

**Montreal.**

TURPENTINE.—No change of price has been made effective on turpentine and there seems to be ample stock, but no great excess. The demand is light at this season of the year and the trade is buying with care, many purchasing only five gallon quantities.

| Turpentine— | Imp. | Gal. |
|---|---|---|
| Single barrels | 2 35 | 2 65 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Holds Unchanged; Sale Date May Extend*

**Montreal.**

PUTTY.—For this line there is a steadily seasonable demand, but orders are usually for limited quantities. The outlook suggests that there may be an extension of the date, Dec. 15, which orders will be accepted on the present basis. Supplies are sufficient for the trade needs.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *Paint Trade Good, Speaking Seasonably*

**Montreal.**

PAINTS, VARNISHES.—The paint trade has been seasonably active right down to the present time. The various manufacturers have been reviewing the year's returns, and not only have these been highly satisfactory, but the business lasted well into the later fall weeks, and is seasonably good at present. It looks as though Canada will yet have an "all-the-year-rounder" in prepared paints.

Varnish markets are very firm and any change that may be made is bound to be in the way of an advance.

### *A Very Firm Undertone Marks White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—There has been much firmness of undertone in recent weeks and this is by no means modified, as yet. In fact, with pig lead moving upward steadily, and with advances anticipated still, some are asking, "Will prices go higher?" There has been an excellent export demand for the product and domestic sales are also seasonably active. Five ton lots of standard grade are selling at $15.50 per 100 lbs., ton lots at $16, and smaller quantities at $16.35.

## TORONTO

TORONTO.—Linseed oil still continues firm for immediate delivery and the prices going are $2.62 for raw and $2.65 for boiled. The seed is beginning to come in to the crushers and it is expected they will have lots of seed to crush in a short time.

This undoubtedly will affect prices, which are quoting $2.45 for raw and $2.48 for boiled for very near delivery.

Turpentine prices on turps are soaring in the South and it is only a matter of a short period, it is said, till the prices here are advanced. The strike of the coal miners has had some effect on the market of turpentine, but not so much as the longshoremen's strike, which still continues.

Naturally, European markets are unable to get sufficient supplies, which they are badly in need of, owing to shipments being held up. This throws considerably more on the markets for home and Canadian consumption, and it is therefore easier to get supplies than otherwise. However, the Southern market is firming in spite of this, which indicates higher prices all around when conditions are relieved.

### *New Linseed Oil Shows Lower Figure*

**Toronto.**

LINSEED OIL.—Prices are firm for immediate delivery, as old stocks have been practically exhausted and are quoting at $2.62 for raw and $2.65 for boiled. However, these prices will not stay in force long, as the new seed is beginning to come in good volume and the new prices are already being quoted, which are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | .... | 2 45 |
| 3 to 5 barrels, gal. | .... | 2 45 |
| 10 barrels and over | .... | .... |
| | **Boiled** | |
| 1 to 2 barrels, gal. | .... | 2 48 |
| 3 to 5 barrels, gal. | .... | 2 47 |
| 10 barrels and over | .... | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

### *Turpentine Holds Very Firm*

**Toronto.**

TURPENTINE has been growing very firm, notwithstanding the fact that shipments are greatly held back from European markets on account of the longshoremen's strike. The present coal strike is not without its bad effects either, as it has also materially affected

# Do It Again, Canada

The reaction from war to peace has been sudden and strong. Our courage may be a bit spent, our enthusiasm for service a trifle on the wane.

It needs a little effort and some determination to rekindle the old fire, but it must be kindled if the Victory Loan is to be a success.

Canada calls upon you, therefore, for a renewal of your faith and a renewal of your effort.

And that can best be expressed if you do your utmost to inspire people to

## Buy Victory Bonds

P.S.—There is an old saying to the effect that "if you can't sing the words you can whistle the tune."

If you haven't any ready money, borrow some and

# Buy Victory Bonds

This space donated to the Victory Loan 1919 Campaign by—

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

this commodity. Holders state that stocks are coming up a little, but not sufficient to supply the large demand. This makes it temporarily easier to procure. Present quotations are as follows:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) | $2 45 |
| 2 to 5 barrels (barrel inclued) | 2 44 |
| 5 gallon lots | 2 55 |

## Glass Prices 5 Per Cent. Higher

Toronto.

GLASS AND PUTTY.—The glass market, which has shown such a strong tendency of late, has finally advanced 5 per cent. It has been hoped that the Belgium manufacturers would be able to supply some glass, but apparently any small quantities they were able to ship were specified by their Government it is thought, in order to keep in touch with their former buyers. However, the expected relief in the Canadian market from Belgium has not materialized. In fact, it has been stated that glass is being exported to Europe.

The reason for the present advance has been given that old price stocks are exhausted, and the necessity of importers to-day selling on the basis of the United States manufacturers' selling list prices of August, 1918. The new discount is 25 per cent. Putty is quoting as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

# Oversupply of Low Grade Manila Hemp May Bring Decline in Prices

A DISPATCH from New York has the following to say regarding the hemp situation:

"Further disturbances in the Mexican hemp market and increase in the large surplus supply of sisal on hand at various points in the United States have resulted in large sales, it is understood, at price not above 8½ cents per pound. According to one of the largest consumers in the country an almost unlimited supply of sisal is now available at from 8¼c to 8½c. This means the reduction in value which was forecast some time ago has now become actual and that the margin between the real value of accumulated stocks and the value as estimated by the banks which are understood to be carrying the warehouse supply is comparatively narrow.

**New York and Yucatan Prices**

An outstanding feature in the present situation is the maintenance of the technical price charged for Yucatan hemp in this country at a figure said to be around 10c. Consumers report, however, that the lower values already quoted can be obtained in Yucatan itself for so-called shipment hemp. On this basis it would seem that the nominal value in the United States is maintained for technical reasons even though the price of production has fallen off sharply as a result of the over-supply which has been accumulated for a long time past.

The question whether the reduced value of Yucatan sisal will result in a cut in the price of binder twine to the farmer during the coming season is a subject which is attracting the attention of agricultural interests, as the reduction has come in time to permit it to affect the selling value of twine if manufacturers are disposed to give the buyer the advantage of economical purchases of raw material. What will be the future price of the stored stock of Yucatan hemp in this country will, it is supposed, depend upon the continuance of the situation in Yucatan, which permits the sale of hemp there at a low figure as compared with the spot price in the United States.

**Price of Manila Hemp**

During the past few days there has been a marked increase in the price of high-grade Manila hemp. This has been partly due to the fact that the supply, which was for a long time carried in New York as spot hemp, has been entirely exhausted, a large part of it being worked up in binder twine and thus taken off the market. An increase in the demand for rope has found rope manufacturers short of raw material, and they have become buyers at advanced rates. What few stocks of spot hemp are now in this country are very strongly held.

Although there is a surplus supply of more than 500,000 bales in Manila and Cebu, recent investigation has shown that the holders are very strong, and that inasmuch as they believe firmly in higher prices they are not likely to throw their hemp on the market without satisfactory remuneration. The demand, however, is almost entirely for the higher grades of hemp, low grades continuing to be about as much a drug on the market as ever.

**Divergence of Price**

This has brought about a marked divergence between the prices of high grade and low grade material. With reference to the low grade Manila hemp, further reduction is expected because of the sympathetic effect of the lower prices of Mexican sisal, which is now competing with Manila in a considerable variety of uses. On these grounds dealers now predict sharp downward movements not only in Yucatan but also in low grade Manila as an event of the near future.

# Says That Prices of Brushes Are Likely to be Higher

## All Bristles Over 4½ Inches in Length Are Off the Market Indefinitely—Great Majority of Russian Hogs Have Been Killed for Food

THE T. S. Simms Co., Ltd., St. John, N.B., is planning to place at the disposal of the trade larger stocks, to take care of the Quebec and Montreal trade. In an interview with R. C Lewis, sales manager, who has been in Montreal for some little time making new arrangements, HARDWARE AND METAL was informed that stocks of brushes carried at the Montreal branch will be larger, and that an improved delivery service will be provided for Montreal city, two auto trucks now being in operation.

Mr. Lewis stated that the advertising plans of his company would be larger and that the dealer would be assisted by this increased publicity appropriation. He also announces that Henry Gratton will assume charge of the Montreal branch. Mr. Gratton has been connected with Brandram-Henderson, Limited, for some time.

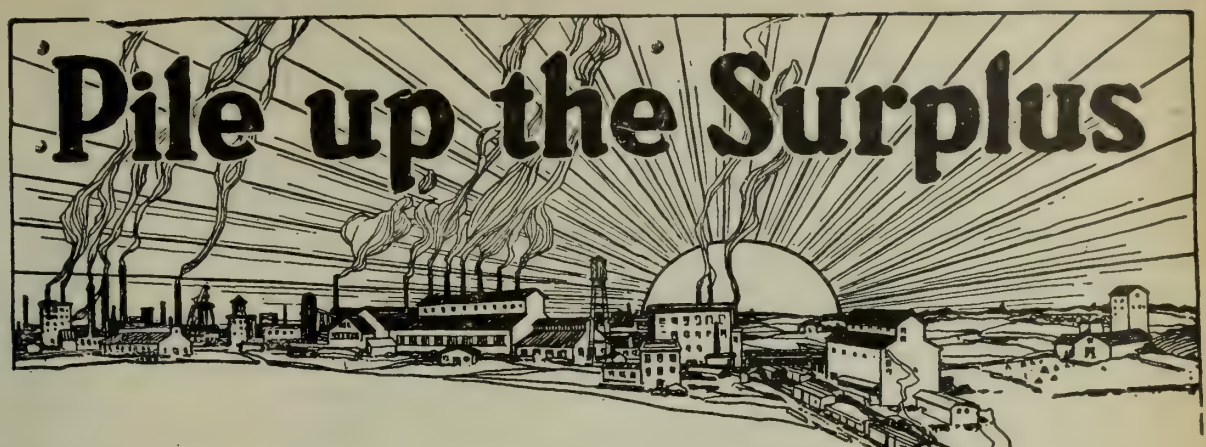
In connection with the advances just made for brushes, which have amounted to 40 per cent. within the past few weeks, Mr. Lewis pointed out that, while these increases are very material ones, it is altogether likely that prices will go higher. It is simply a matter of world scarcity of bristles, and already long bristles—that is, those over 4½ inches in length, are cancelled until further notice, or at least until supplies are again available.

Continuing, Mr. Lewis stated that reports of the situation in Russia indicated that fully 75 per cent. of the bristle hogs of Russia were killed for food purposes, leaving China as the one big available source of supply. With brush buyers out, combing the markets of the world that have any stock, it is apparent that there will be nothing but a firming market ahead for some time to come. As an instance of the price of one raw material—badger—the product which formerly cost $16 per ton is now quoted at $57.

Brooms advanced this week 60c per dozen, all around. This advance was not unexpected and is the direct result of shortage of broom corn. The better grades are very scarce, Mr. Lewis states, and it is only because some stock of the better grade was bought ahead that brooms are still to be had of the better variety.

"Farmers find that they can get a better return from their land on which broom corn has been produced in the past," stated Mr. Lewis, "and while the demand for brooms is increasing, the available supply of raw material is decreasing."

Weather conditions have also served to reduce the quality of the corn.




# Keep Canada Humming

Canada was never lacking in war enterprise—war strategy—war efficiency. She always carried out successfully her plans of war.

Now—we must apply the same determination and energy to the plans of peace, for we now have new problems to solve.

We are faced with the great work of readjusting our country from a War to a Peace footing.

Our immediate duty is to provide the national working capital, without which it will be impossible to carry out the Plans of Peace.

Demobilization, bonuses to soldiers, civil re-establishment, credit loans to Britain for the purchase of Canadian surplus products, ensuring continued employment to our workers. All these call for national capital, and the Victory Bonds 1919 will provide that capital.

Therefore, the success of the Victory Loan is not something that concerns "the other fellow" only.

You have a part to play.

Your individual prosperity is at stake.

YOU will support the Victory Loan just as enthusiastically as your fellow-citizens.

Canada must have the money to carry out the Plans of Peace.

If things are to be kept "humming" you must

## BUY VICTORY BONDS

***Every Dollar Spent in Canada***

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**



# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

## AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

## AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

## AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eve Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, net list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

## AXES

| | | |
|---|---|---|
| Single Bits, doz. | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz. | 12 50 | 13 20 |
| No. 3, doz. | 13 50 | 14 20 |
| No. 4, doz. | 14 50 | 15 25 |

## BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

## BARS, CLOTHES

| | |
|---|---|
| No. 1, dozen | $ 9 60 |
| No. 2, dozen | 12 00 |
| No. 3, dozen | 9 60 |
| No. 4, dozen | 1 00 |
| No. 5, dozen | 13 00 |
| No. 6, dozen | 15 00 |

## BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

## BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

## BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

## BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

## BOARDS, IRONING— —

| | |
|---|---|
| No. 1, dozen | $21 00 |
| No. 31, dozen | $11 00 |
| No. 32, dozen | 12 00 |
| No. 35, dozen | 26 00 |
| No. 36, dozen | 30 00 |

## BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ¾ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ¾ in dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ¾ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

## BORAX

Lump Crystal Borax, lb. ... 11c-12c
F.O.B. Montreal, London, Toronto.

## BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

## BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

## BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 6 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

## BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

### Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

## CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

## COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-6 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in | 10.75 | 13.50 |
| ½ in. | 10.35 | .... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in | 10.25 | |
| ⅜ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

## CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

## CHAIRS

Step ladder, dozen ..... $33 00

## CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

## CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

## CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

## COPPER

| | Montreal, | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

## COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

## CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 80 |
| No. 7, lb. | 79 |
| Nos. 8, 9, 10, 12 | 78 |

F.O.B. Montreal, Toronto, Hamilton, London.

## CANADA PLATES

| | | |
|---|---|---|
| Prices nominal, Montreal, Toronto | | |
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 sheets | 7 45 | 7 45 |

## COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | $18 50 | $19 50 |
| IX, 20x28 base | 20 50 | 22 50 |
| IXX, 20x28 base | 24 00 | 25 50 |
| IXXX, 20x28 base | 26 00 | 27 50 |
| TERNE PLATES | | |
| IC, 20x28, 112 sheets | | $20 00 |

F.O.B. Toronto or Montreal.

## "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.



# BUY VICTORY BONDS
## INSURE PROSPERITY FOR CANADA

## BABBITT KNOWLEDGE

The manufacturing knowledge at the back of

**HARRIS HEAVY PRESSURE**

is born of first hand experience. The facilities for securing the finest materials, the faculty of alloying them, and the skill necessary are Canada Metal Co.'s secrets, the full value of which is appreciated by all users in the excellent service given.

For these reasons

**HARRIS HEAVY PRESSURE**

is used on all general machinery bearings, and hardware men can recommend it with confidence.

W. G. Harris

## The Canada Metal Company Limited
TORONTO, CANADA

HAMILTON MONTREAL WINNIPEG VANCOUVER

---



## Entirely Different from Others

*And Sell Quickly*

**PERFECTION STEEL ANKLE SUPPORT**

Patented in Canada and United States.

The Perfection Ankle Supports is the only **perfect** support on the market.

It does away with all old-time cumbersome devices, and also the fatigue which prevents many from indulging in this healthful pastime.

The "Perfection" is something entirely new that will surely prove a popular seller this winter in your sporting goods department.

**Made from the best quality Steel. Order from**

**OWEN SOUND STEEL PRESS WORKS**
OWEN SOUND, ONT.

---

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

---

## For Immediate Delivery

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

The demand for high grade skates will be greater than ever this coming season. We have a complete line of

**Automobile SKATES**
The Skate with Aluminum Tops

ready for immediate delivery.

Automobile Skates are recognized as the highest grade, best known, and most complete line offered in Canada.

Among many others, we are offering two popular models, the "Figure" and "Waltz" (formerly priced at $7 and $5), now at a price which enables them to be retailed at a profit of $4 and $3.75 respectively. These are suitable for both Fancy and Pleasure skating.

**Write for particulars to Head Office or nearest Branch.**

**Canada Cycle & Motor Company**

Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |

Hamilton

**CROWBARS, $9.60 per 100 lbs.**

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

| | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼" | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36

F.o.b. Toronto, London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap Doz. | Tee pairs. |
|---|---|---|
| 4-inch | $ 2 85 | $ 2 43 |
| 5-inch | 3 52 | 3 04 |
| 6-inch | 3 80 | 3 42 |
| 8-inch | 5 13 | 3 90 |
| 10-inch | 9 12 | 6 94 |
| 12-inch | 11 31 | 11 02 |
| 14-inch | 12 92 | 11 20 |

Light, Net Prices. Figured at 5% off list.

| | | |
|---|---|---|
| 3-inch | $ 0 95 | $ 0 95 |
| 4-inch | 1 14 | 1 05 |
| 5-inch | 1 33 | 1 24 |
| 6-inch | 1 62 | 1 43 |
| 8-inch | 1 70 | 2 35 |
| 10-inch | 2 25 | 3 30 |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | English Canadian | Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | .... .... |
| Barden Patent | 6 25 | .... .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Less 20c.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ¾ in., 100 ft. | 20 50 |
| Corrugated ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons—Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft. only | $0 34 |
| Hercules, 4 to 10 ft. | 0 36 |
| Hercules, 12 to 14 ft. | 0 41 |
| Faultless, 4 to 10 ft. only | 0 32 |
| Ontario, 4 to 10 ft. only | 0 29 |
| Shelf Lock, 4 to 8 ft. only | 0 24 |
| Gardner, No. 1 | 0 21 |
| Do., No. 2, bolted | 0 24 |
| Dominion, No. 3 | 0 25 |
| Do., No. 4, bolted | 0 28 |

**Single and Fruit Picking**

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

**Roped and Straight Extension Ladders** Per ft.

| | |
|---|---|
| 20 to 32 ft. | $0 26 |
| 36 to 40 ft. | 0 29 |
| 44 ft. | 0 32 |
| Over 44 ft. | 0 42 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 16 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 8, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 16 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Livingston

# NAVIGATION WILL SOON BE CLOSING

***Send in your orders for***

# Livingston Brand
## LINSEED OIL

There are many districts in Canada which are easier of access through navigable waters than by rail. To the merchants in these localities our advice is to anticipate now their LINSEED OIL needs for the next few months.

Wish to remind the trade that their immediate requirements can be shipped at once from any of our three mills. We further solicit your winter requirements.

**BEST IN QUALITY—MOST RELIABLE**
**GUARANTEED ALWAYS**

***Be satisfied with nothing short of the best***




GET WHAT YOU WANT

## THE DOMINION LINSEED OIL CO.
LIMITED

BADEN, ONT. MONTREAL, QUE.
TORONTO, ONT. WINNIPEG, MAN.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.00; 25-lb. boxes, per 100 lbs., $9.50.

London—Kegs, $9.00; 25-lb. box, $9.50.

F.o.b. Montreal, Toronto, Hamilton.

### NAILS (HORSE)

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅝" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

### NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

### OAKUM

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal. | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

### OLD MATERIALS

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 73 | |
| "Stag" Sheathing | 0 73 | |
| Tarred felt, per cwt.— 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeeting (per 100 lbs.) | 13½ | 0 15 |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

### PASTE

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

### PICKS

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 13 00 | |

F.o.b. Montreal and Toronto.

### PINS, CLOTHES

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 4½ in. | 1 75 |

F.o.b. Montreal and Toronto.

### WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 38 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 in.. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 77½%.

4½" and larger, 67½%.

4" and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

### PIPE (Conductor)

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

### PIPE, LEAD

See weekly report.

### PIPE (SOIL)

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

### PIPE (STOVE)

See prices under Wares, etc.

### PITCH

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

### PLANTERS, CORN

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

### POLISH (O-Cedar)

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

### POLISH, METAL

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

### PUMPS

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

### RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

### ROOFING

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 75 | |
| R. S. Special, 2 ply | 2 00 | |
| R. S. Special, 3 ply | 2 25 | |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 60 | |
| Do., 3-ply | 1 90 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 65 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 45 | |
| Roofing Pitch, per cwt. | 1 20 | |

F.o.b. Toronto and Montreal.

### ROPE

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

### RULES, BOXWOOD (LUFKIN)

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $6.00.

F.o.b. Montreal, Toronto, London.

### TAPES, MEASURING (LUFKIN)

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

### SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

### SCALES

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

### SCYTHES

| | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.



# Everywhere on Everything

This phrase expresses the broad scope of Glidden business. With the addition of Glidden Endurance Paint to the Glidden line every paint and varnish need can be met with a Glidden product ***made for the purpose.***

Everywhere on Everything is the slogan that is carrying the Glidden Full Line Message to the paint and varnish consumers in your vicinity. By extensive advertising it has become an asset for every Glidden Dealer.

This is the time for you to link up your store with a concern that is ***Up and Doing*** every minute.

The latest addition to the Glidden line—Glidden Endurance Paint—is one ***that rounds out*** the Glidden proposition and makes it most attractive both from the "business getting" and "profit making" standpoints.

***WRITE TO-DAY FOR DETAILS***

**THE GLIDDEN COMPANY, Limited**
**Toronto, Ontario**
***Branch Office*—Montreal, Que.**



**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright .....77½%
Wood, R.H., bright.....75 %
Wood, O.H., bright.....75 %
Wood, F.H., brass.....55 %
Wood, R.H., brass.....52½%
Wood, O.H., brass.....52½%
Wood, F.H., bronze.....50 %
Wood, R.H., bronze.....47½%
Wood, O.H., bronze.....47½%
Square cap ..... 20
Hexagon cap ..... 20

**Wooden Bench Screws**
Dozen ..... $7 80

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. .. | 8 90 | 9 50 | 8 00 | 9 25 |
| U.S. 28 ... | 8 30 | 9 90 | 7 60 | 8 55 |
| U.S. 26 ... | 7 90 | 8 50 | 7 30 | 8 20 |
| 22 and 24.. | 7 70 | 7 90 | 7 15 | 8 00 |
| 18 and 20.. | 7 50 | 7 70 | 7 00 | 7 80 |
| 16 ..... | 7 25 | 7 50 | 6 85 | 7 60 |
| 12 and 14.. | 7 05 | 7 25 | 6 70 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. ..... | $9 25 | $8 75 |
| 26 ga. ..... | 9 00 | 8 50 |
| 24 ga. ..... | 8 50 | 7 90 |
| 22 ga. ..... | .... | 7 80 |
| 20 ga. ..... | .... | 7 65 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized .....$10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanized ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 56¾c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M.....$13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |

No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each ..... | $ 7 00 |
| No. 530, each ..... | 8 25 |
| No. 630, each ..... | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
No. 33, per doz. ..... $34 50
No. 98, per doz. ..... 18 50
No. 99, per doz. ..... 23 00
Star, No. 1, doz. ..... 21 00
Star, No. 2, doz. ..... 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50

**TACKS** Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares.

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 35
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 16 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.
500 ft. ..... $0 22
550 ft. ..... 0 23¾
600 ft. ..... 0 25
650 ft. ..... 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb..... 0 80
Cones, 3-ply, lb. ..... 0 76½
Do., 4-ply, lb. ..... 0 80½

**WOOD TUBS**
No. 0, per dozen .....$20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES** %
Compression work, standard... 35
High grade ..... 40
Fuller work, standard ..... 40
Basin cocks, No. 0, standard.. 35
Nos. 1 and 2 ..... 35
Bath cocks, compression.....37-45
Flatway stop and waste cocks, standard .....38-44
Roundway stop and waste cocks, standard .....38-44
Brass steam cocks, standard..Net list
Radiator valves, standard ..... 31
Do., removable seat .....Net list
Globe, angle and check valves, standard ..... 5-9%
Do., No. 91 ..... 3 60
Gate or Straightway ..... 7½%
Jenkins Valves .....Net List
Jenkins Globe ..... 5%
Standard Gate ..... 5%
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs..... | $3.75 | $4.00 | $4.75 |
| Section, ½lb., per 100 lbs..... | 3.75 | 4.50 | 4.50 |
| Solid, 3 to 30 lbs., per cwt. ..... | 2.75 | 3.25 | 3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 ..... | $5 40 |
| No. 10 ..... | 5 50 |
| No. 11 ..... | 5 55 |
| No. 12 ..... | 5 65 |
| No. 13 ..... | 5 75 |
| No. 13½ ..... | 5 75 |
| No. 14 ..... | 5 95 |
| No. 15 ..... | 6 15 |
| No. 16 ..... | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 ..... | 8 25 |
| No. 19 ..... | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base..... 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 00 |
| 36 | in., doz. | 81 00 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 64 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. ..... | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. ..... | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings ..... | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled.....$124 | 00 |
| Household, japanned ..... 110 | 00 |
| Superba, nickeled ..... 140 | 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame ..... | $36 40 |
| Aluminum frame ..... | 43 90 |
| Attachments, set ..... | 8 25 |

F.O.B. Toronto, Hamilton, London.

TRADE SIMMS SET IN RUBBER MARK



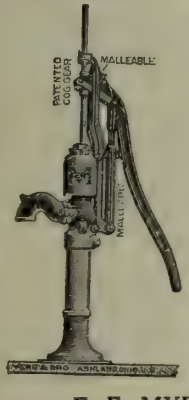

# Clinches the Painter's Trade

You can get—and keep—the custom of every painter within miles of your store, when you let them know that you stock Simms' Better Brushes—set-in-rubber by our own exclusive patented process.

Simms' Set-in-Rubber Paint and Varnish Brushes are guaranteed to hold their bristles firmly in the setting, no matter what usage they are subjected to. The harshest paint-remover, boiling water, crude oil—everything that usually destroys the ordinary brush—have no effect whatever on Simms' Paint and Varnish Brushes. Their setting is perfection. The bristles **never** come out.

Get a good supply in now. There is a good profit on every brush you sell. We will send price-list by return of mail.

**T. S. SIMMS & CO., LIMITED**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**




**MYERS**
**"HONOR-BILT"**
**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

**F. E. MYERS & BRO.**
No. 65 Orange St. ASHLAND, OHIO

**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**
*Manufacturers of*
**FERRONA PIG IRON**
and SIEMENS-MARTIN
**OPEN HEARTH STEEL**

# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

**FOR QUALITY THAT SATISFIES**

**Sen In Your Order Now**

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow .. ..... | 20-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 100-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**

1 lb. tins—

| | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite .....$7 47½ | |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS | Single Thick | Double Thick |
|---|---|---|
| Per 100 ft. | | |
| Under 25 .....$19 90 | | $22 90 |
| 26 to 34 ..... 20 80 | | 24 85 |
| 35 to 40 ..... 21 80 | | 26 40 |
| 41 to 50 ..... 23 50 | | 30 00 |
| 51 to 60 ..... 24 60 | | 30 80 |
| 61 to 70 ..... 26 50 | | 32 70 |
| 71 to 80 ..... 29 70 | | 35 40 |
| 81 to 85 ..... .... | | 45 45 |
| 86 to 90 ..... .... | | 48 85 |
| 91 to 94 ..... .... | | 49 80 |
| 95 to 100 ..... .... | | 58 55 |
| 101 to 105 ..... .... | | 65 35 |
| 106 to 110 ..... .... | | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.

F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each ....$0 80 | |
| Plates from 1 to 2 feet, each 0 90 | |
| " 2 to 3 " 0 95 | |
| " 3 to 4 " 1 15 | |
| " 4 to 5 " 1 35 | |
| " 5 to 7 " 1 50 | |
| " 7 to 10 " 1 70 | |
| " 10 to 12 " 1 75 | |
| " 12 to 15 " 1 85 | |
| " 15 to 25 " 1 95 | |
| " 25 to 50 " 2 15 | |
| " 50 to 75 " 2 20 | |
| " 75 to 90 " 2 25 | |
| " 90 to 100 " 2 30 | |
| " 100 to 120 " 2 60 | |
| " 120 to 140 " 2 90 | |
| Plates 101 to 110 wide containing not over 100 ft. each... 3 00 | |
| Plates 111 to 120 wide containing not over 100 ft., each... 3 40 | |
| Plates 101 to 110 wide containing over 100 ft., each .... 3 40 | |
| Plates 111 to 120 wide containing over 100 ft., each .... 3 75 | |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$16 00 | | $16 35 |
| Crown Diamond .... 16 00 | | 16 35 |
| Crown, Pure ..... 16 00 | | 16 35 |
| Green Seal ..... 16 00 | | 16 35 |
| Ramsay's Pure ..... 16 35 | | 16 70 |
| Moore's Pure ..... 16 00 | | 16 35 |
| Tiger, Pure ..... 16 00 | | 16 35 |
| O.P.W. Dec. Pure... 16 25 | | 16 60 |
| Red Seal ..... 16 00 | | 16 35 |
| O.P.W. English .... 16 20 | | 16 55 |
| Elephant Genuine.... 16 50 | | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt... | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white .....$4 05 | |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Frescenette, white..... | 3 80 |
| B.-H. Frescenette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 5s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal. ..... | 0 85 |
| Case (12 1's) .....10 50 | |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ½ bbls., gal.... | 0 90 |
| Carbonota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal. ..... | 0 70 |
| 1s (case 12 gallons) case... | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

| PUTTY | Montreal Standard | Toronto Less than tons |
|---|---|---|
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.00; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN $1.50 to $1.80 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 20 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... 2 55-3 | 00 |
| Solvo ..... ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. .... ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior .... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg .. | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white .... .. ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... ... ..... | 3 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15½ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ... ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. .....$2 50 | |
| F.o.b. Montreal, Toronto, London. | |
| Gilders, bolted, in bbls.....$3 00 | |

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... 1 25-2 | 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

# WRITE IN FOR OUR WINTER CATALOGUE!

IT HAS MANY INTERESTING FEATURES---FREE ON REQUEST

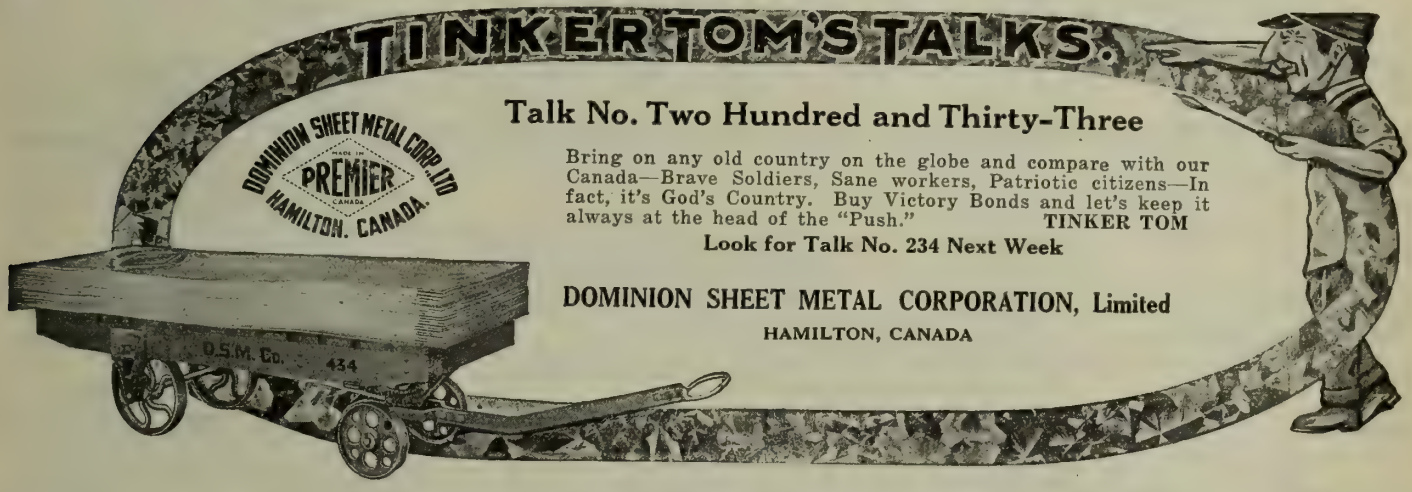
# THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

# Have You Taken Down Your Sign?

A prominent merchant who has made a great success of all branches of his business has said that withdrawing advertising from a good trade paper is like taking down your sign. Advertising to the trade you serve is business insurance, but premiums must be kept up or the policy will lapse.

There never was a time when the trade was keener for business information. That is why the advertising pages of the Hardware and Metal are being followed so closely at the present time.




**Talk No. Two Hundred and Thirty-Three**

Bring on any old country on the globe and compare with our Canada—Brave Soldiers, Sane workers, Patriotic citizens—In fact, it's God's Country. Buy Victory Bonds and let's keep it always at the head of the "Push." TINKER TOM

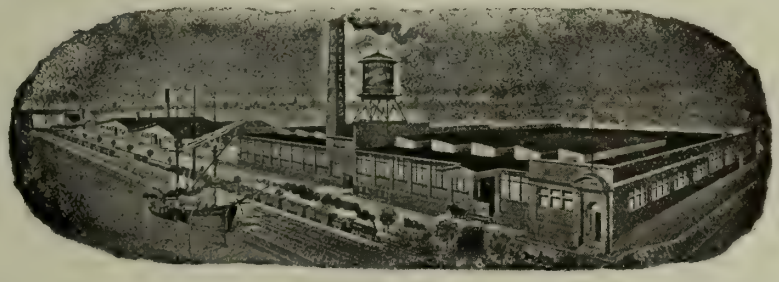
**Look for Talk No. 234 Next Week**

DOMINION SHEET METAL CORPORATION, Limited

HAMILTON, CANADA

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $14 50 | $20 00 |
| Double Bit | 16 50 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin ..... Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅝ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb.. 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 17½%.

### CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 70 |
| 28 Am. or 26 Eng. | 9 30 |
| 26 Am. or 26 Eng. | 9 00 |
| 24 | 8 85 |
| 22 | 8 85 |
| 18 and 20 | 8 70 |
| 16 | 8 55 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set. ..... $2 25

Mrs. Pott's No. 50, set. ..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25. Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.26; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# They See The Can—
# Recall The Brand—
## *And You Record a Sale*




**Stephens** REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of **Stephens'** REGISTERED TRADE MARK Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

*Suppose you write us about an agency. There's money in it.*

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER,** Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 80 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 35%. Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

| SNATHS— | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $6 80 |
| 12 gauge | 6 85 |
| 14 gauge | 6 90 |
| 16 gauge | 7 00 |
| 18-20 gauge | 7 60 |
| 22-24 gauge | 7 65 |
| 26 gauge | 7 70 |
| 28 gauge | 7 80 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.: D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 75 |
| Cotton, 3-ply, balls | 0 78 |
| Cotton, 4-ply, cones | 0 80 |
| Cotton, 4-ply, balls | 0 82 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 23 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.90 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |

| Trimo— | |
|---|---|
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance.

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

| | | | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

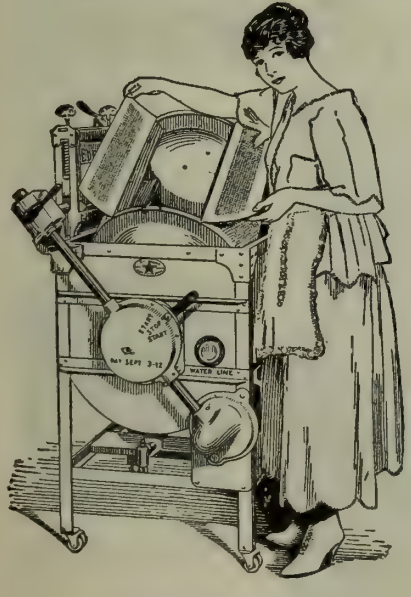
## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

The Eden

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

The Eden IS THE MACHINE FOR THE LIVE DEALER

# GREAT WEST ELECTRIC COMPANY, LTD.

WINNIPEG

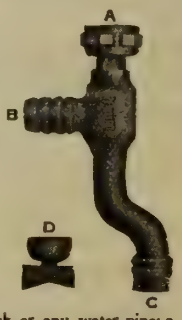
*Distributors of LACO TUNGSTEN and NITRO LAMPS*

TRADE PENBERTHY MARK

# Washing Machine Ejector
## for Household Use

¶ Designed to transfer water or other liquids from sumps, washing machines, wash tubs, cellar pits or any place where there is an accumulation, *by means of ordinary water pressure.* No electrical, steam or other operative power required.

¶ It takes the maximum amount of water from the tub or sump, with the minimum amount of water operating the ejector. It is handy to have around the house, saving much back-straining and lifting.




**List Price - - $3.25**

TO OPERATE THE EJECTOR:

¶ The swivel "A" is screwed on to the penstock or any water pipe; a piece of hose running from the tub, pit, or receptacle, to be emptied is attached to extension B and another piece attached to extension C and allowed to run wherever it is desired to discharge the water, this can be 15 to 20 feet, or over, above the ejector, the height depending upon the water pressure. When discharging directly into the sink no hose is necessary on extension C.

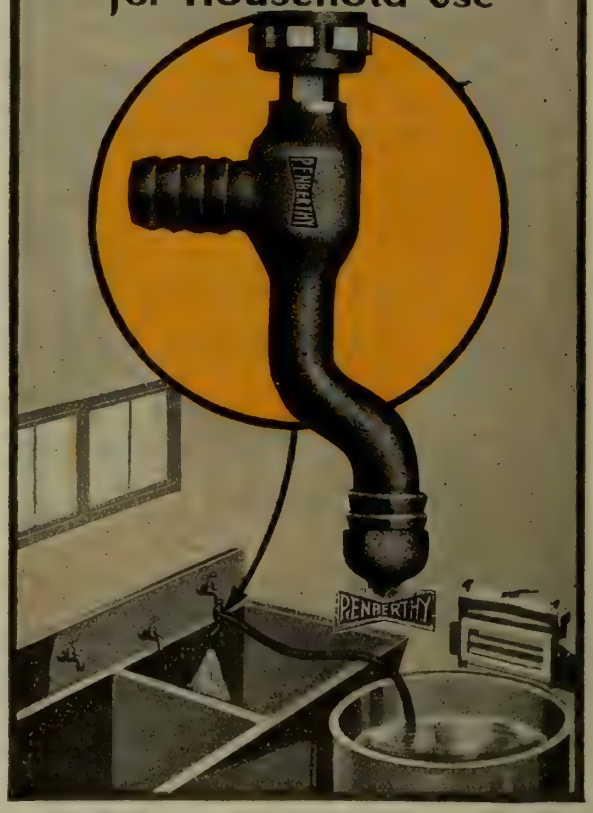
**TO RUN CLEAN WATER INTO TUB OR OTHER RECEPTACLE AFTER DRAINING WITHOUT DISTURBING HOSE:**

¶ A bronze cap D is furnished with this ejector so that after any tub or receptacle has been emptied of dirty or used water, it can be refilled by simply screwing cap onto connection C of ejector, and then turning on water same as you would to empty tub. This cap prevents the water from going out of the bottom and forces it back through the hose, attached at B, leading to the receptacle to be filled or emptied. Do not use this Cap except to fill tub or receptacle.

**Please Note—We do not furnish the small length of hose mentioned above and where customers do not have this hose on hand, Dealers should make an additional charge when furnishing same with Ejector.**

TRADE PENBERTHY MARK

# Washing Machine Ejector
## for Household Use




## The PENBERTHY Household Water Pressure Ejector

is a small, inexpensive device for transferring liquid to a higher level using city water pressure as power Will fit any faucet. It does away with the necessity of lifting heavy pails of dirty water drained from the tub—sloppy, dirty floors, made so when taking out or putting in plug or in lifting the pail to the sink, or through letting water drain through floor trap. It saves labor for the women folks; can be used for any number of purposes.

*All you do is to attach it to the faucet and turn on the water.*

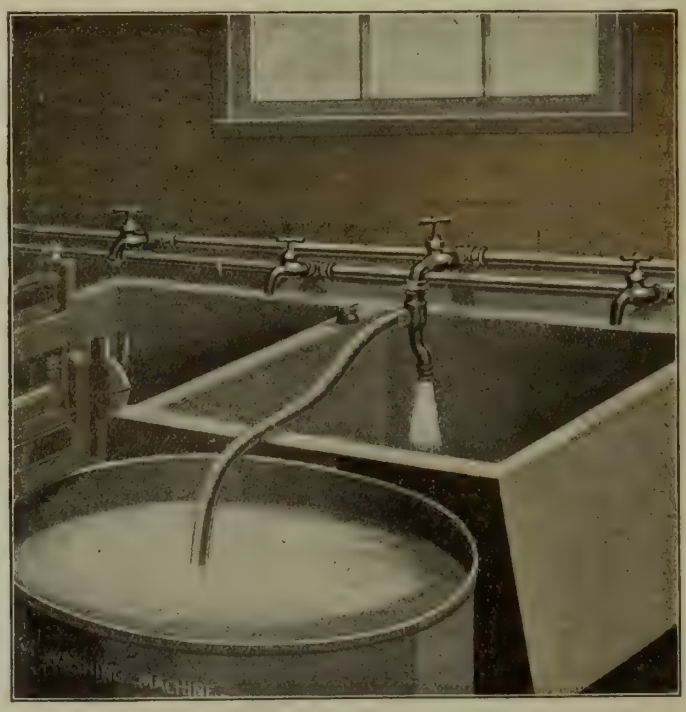
*No loose parts—nothing to get out of order.*

Tested and Approved by the Good Housekeeping Institute Conducted by Good Housekeeping Magazine

TESTED AND ENDORSED BY THE TRIBUNE INSTITUTE The New York Tribune

*It does its work quickly and efficiently.*

*Strongly made and will last a lifetime.*



If faucet is smooth you can convert it into a threaded faucet in a few seconds by using the Penberthy adapter.




Actual Size of Penberthy Adapter

LIST PRICE - **65c**

Converts ⅜", ½", ⅝" and ¾" smooth faucet into standard threaded faucet in a few seconds.

## The PENBERTHY Household Water Pressure Ejector

is not a complicated machine; it is as simple in its arrangement as is the common hose nozzle. There are no moving parts, nothing to get out of order or adjustment, which, together with the fact that requires no attention and only water for power, makes it an ideal addition to any home. Is made of aluminum.

See opposite page for further description.




This is the Penberthy way. It means Ease and Comfort.

This is the old way. It means Hard Work and Drudgery.

# YOU HARDWARE MEN!

Here is a real household necessity that can be sold to every woman in your town if you are a live wire.

## MAKES WASH DAY EASY

No water to lift or carry. Simply fasten a Penberthy Washing Machine Ejector to the faucet and turn on the water. It will empty or fill the tub.

## DON'T OVERLOOK THIS FACT—

The dealer who gets in first is going to get the cream of the business in his locality, for Mrs. B— is going to tell her neighbors where to buy this "Life-Saver" and Mr. Lucky Dealer is going to hand them out fast.

## ORDER FROM YOUR JOBBER TODAY

We will furnish you with descriptive circulars of this ejector on request, for distribution among your customers.

**Penberthy Injector Co., Limited** **Windsor, Ont.**

***Makers of the World Renowned Penberthy Automatic Injector and the "All Quality Lines" of Brass Valves***

# THE BUYERS' GUIDE

*ly what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also hc advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headi gs is gladly undertaken, but does not become part of any advertising contract.*

**Abrasives**
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. B. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.




# QUALITY

## Is Self-Evident

*Maple Leaf Service to the Trade and to Consumers is Unexcelled*

***Ask about our dealer co-operation policy***

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratfor Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimoat Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cel's**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hesson Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesson Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.O.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London.

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates,**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.




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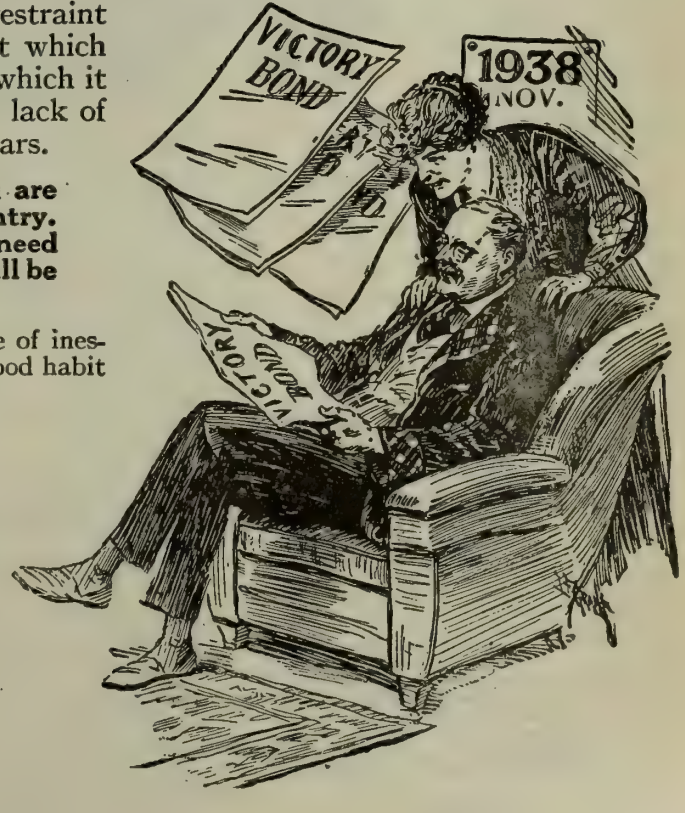

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**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
The Hessco Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Pois**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings Ltd Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.




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# THE BUYERS' GUIDE

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Goodyear Tire & Rubber Co., Ltd., Toronto.**

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Engineers' Supply Co., Winnipeg, Man.**
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
**Wiebusch & Hilger, Toronto.**

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automhobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
**Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.**
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
**Van Cleef Bros., Chicago, Ill.**

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Gendron Mfg. Co., Ltd., Toronto.**
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**J. H. Williams & Co., Brooklyn, N.Y.**

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd, Brockville.
**Taylor-Forbes Co., Ltd., Guelph, Ont.**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Lawn Trimmers**
**Imperial Bit & Snap Co., Racine, Wis.**

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
**The Great Western Smelting & Refining Co., Vancouver, B.C.**

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
**The Engineers' Supply Co., Winnipeg, Man.**

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
**J. Sand & Sons, Detroit, Mich.**
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
**Gaetz & Co., Halifax, N.S.**
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
**The Barton Netting Co., Ltd., Windsor, Ont.**

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

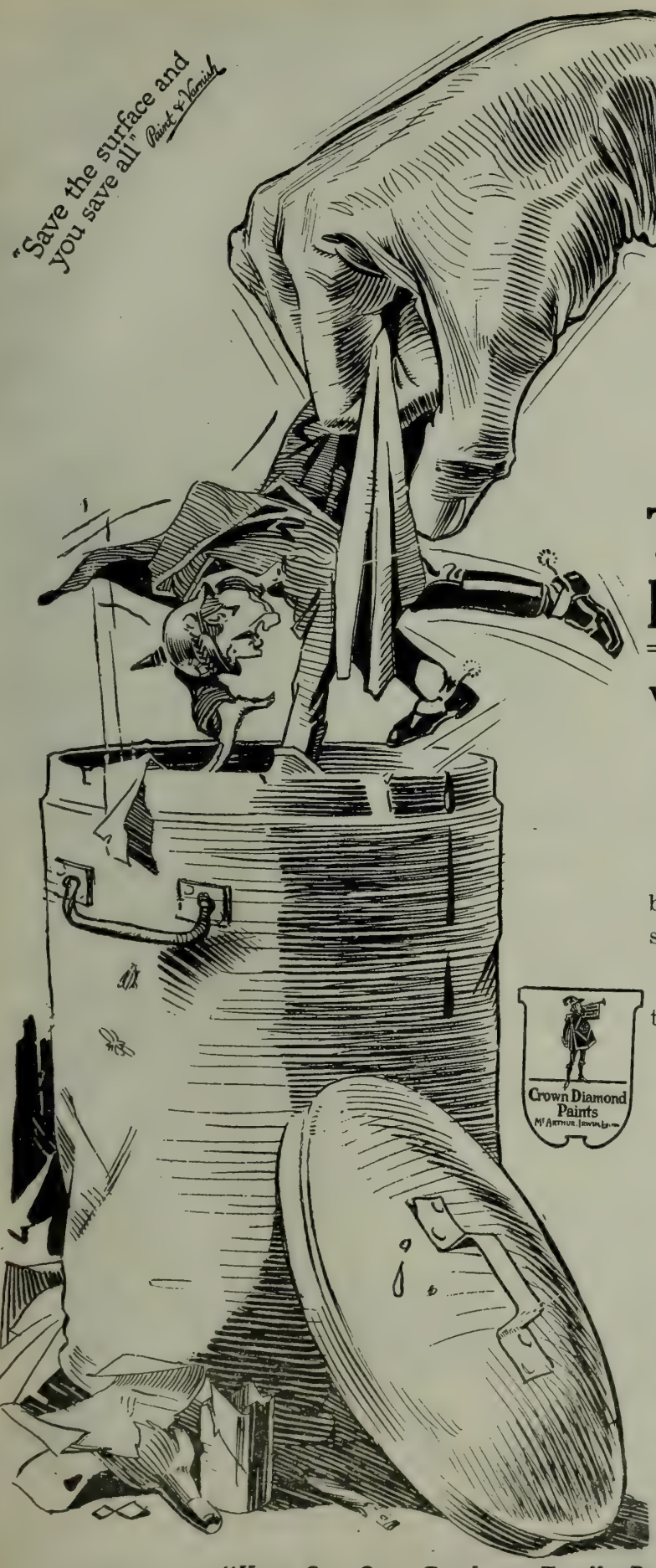
**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Mats, Flexible**
**The Port Hope Mat & Mfg. Co., Port Hope, Ont.**

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont




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**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton. Eng.
**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Taliman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.
**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hole Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co. Montreal, Que.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.
**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 180 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.
**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.
**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaner**
The Chamberlain Desotro Co., Toronto.
**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

## Alex. McArthur & Co., Ltd.

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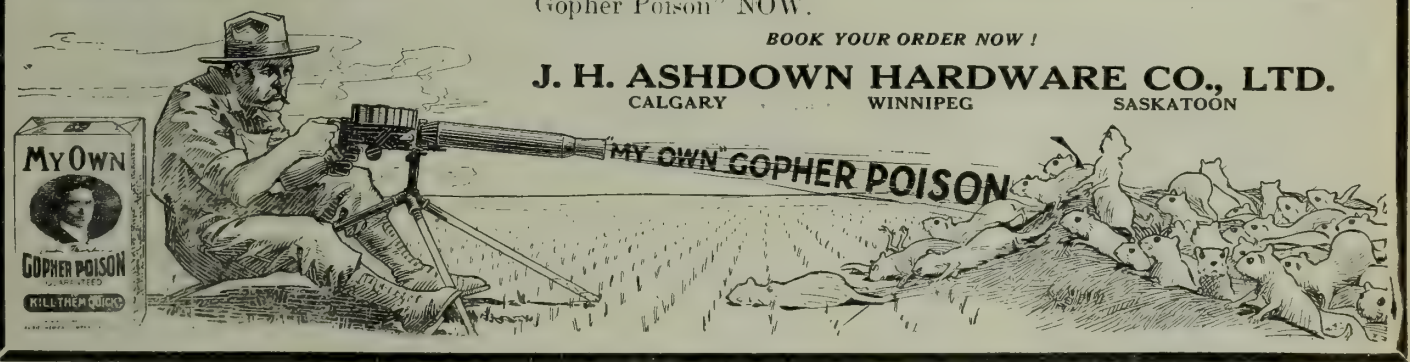
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Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use.
Automobile Oil and Transmission Greases.




PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Jr
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shove's Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

# Lowe Brothers Paints



Lowe Brothers LIMITED

## View Points
## What Constitutes "Best Paint"

The Best Paint—

From the consumer's standpoint—that paint which covers most, looks best and wears the longest.

From your standpoint—that paint which draws custom and keeps it—a perpetual business-builder.

From the manufacturer's standpoint—that paint which best satisfies both dealer and customer.

There is profit for all in Lowe Brothers' "High Standard" Liquid Paints. Satisfaction is the profit the customer makes while the dealer profits in dollars and in continued patronage.

From all viewpoints Lowe Brothers' "High Standard" Liquid Paints assert their supremacy. We have the proof. Are you willing to be convinced? Write and ask to have our representative call.




"Save the surface and you save all" *Paint & Varnish*

# Lowe Brothers, Limited

TORONTO, DAYTON, BOSTON, NEW YORK, CHICAGO, KANSAS CITY, MINNEAPOLIS, ATLANTA

***Distributors: MacKenzie Bros. Limited, Winnipeg***

# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

Barrett

# Roofing Specialties




The Standard Brand of prepared roofing from Sydney to Vancouver. Popular priced and a ready seller everywhere.




EVERLASTIC ROOFING CEMENT
for resurfacing prepared roofings.




ELASTIGUM
is the plastic cement for a thousand uses.




EVERJET ELASTIC CARBON PAINT.
The best Black Carbon Paint on the Canadian market.

BARRETT ROOFING SPECIALTIES ARE ALL PUT UP IN ATTRACTIVE LITHOGRAPHED CANS WHICH WILL LEND DISTINCTION TO ANY DEPARTMENT OF YOUR STORE.

**EVERLASTIC** is our first grade "Rubber" roofing; its years of successful use throughout Canada have made it so well known that the name "Everlastic" has practically become standard.

**EVERLASTIC ROOFING CEMENT** is a black bituminous compound manufactured expressly for resurfacing prepared roofings of all kinds. It is about the consistency of thick molasses and is liquid under ordinary temperature conditions.

**ELASTIGUM** is an elastic, tenacious plastic cement, compounded on a heavy, bituminous base with weatherproof oils and fibre. It will expand and contract in conformity with the surface on which it is applied, whether the latter be metal, wood, glass or masonry.

**EVERJET ELASTIC CARBON PAINT** is a lustrous, black carbon paint which combines the qualities of low cost and extreme durability. It is a bituminous product and is elastic and adhesive; will not rub, peel or scale; will not become brittle and crack, is impervious to moisture, and can be used in any climate.

**Full details of all the BARRETT real business-getters will be sent you upon request.**

The Barrett Company
LIMITED

MONTREAL TORONTO VANCOUVER
ST. JOHN, N.B. WINNIPEG HALIFAX, N.S.

# THE BUYERS' GUIDE

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
E. G. Gooderham, Toronto.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes.**
**Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto.

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Toronto.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinsinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valves, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes—Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Vehicles, Business**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

**Veneer Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vermin Exterminator**
The Common Sense Mfg. Co., Toronto.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H., Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
Beauchamp & Co., J. E., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
R. H. Ingersoll & Bro., Montreal, Que.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whips**
J. E. Beauchamp & Co., Montreal, Que.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's, Ltd., Collingwood, Ont.

**1869** **1919**

# Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

*The Trade Mark Largest Wholesale*

*Behind Canada's Hardware House*



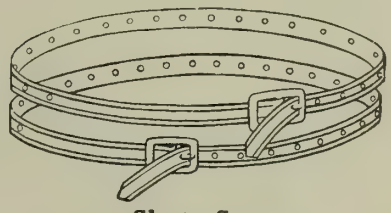

Star Skates



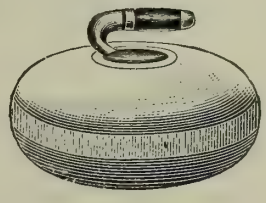
Snow Shoes
All Kinds



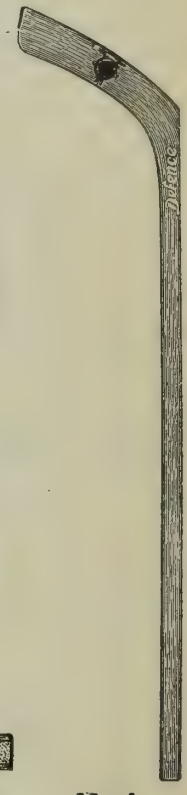
Genuine McCullough Hockey Skates



Skate Straps



Kay's Excelsior
Curling Stones



Hockey
Sticks



Norwegian Ash Skis

## Ashdown Money Makers for Winter

Ashdown's are in a particularly favorable location for supplying the trade. Prompt shipments now of orders for salable, dependable winter sport goods. The celebrated Star Skates, Hockey Sticks, Pucks, Skate Straps, Snow Shoes, Norwegian Skis, Curling Brooms and the celebrated Kay's Curling Stones—red or blue hone.

Fifty years' success and the confidence of leading manufacturers enables us to handle only the best lines.

# The J. H. Ashdown Hardware Co.

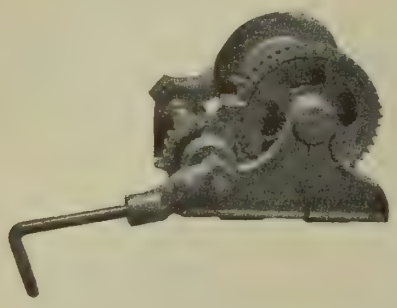
Limited

Calgary WINNIPEG Saskatoon

# The "W&W" Winch

*"Business Follows Facilities"*

Haven't you often felt the lack of a small Winch like this? On any contract it will earn its cost several times over. Have you a job of hoisting to do, this is what you have been looking for to help out, as it is suitable for all general light hoisting work.



Regularly furnished with two cranks, worm geared and holds the load suspended safely at any point. Load cannot slip or run down—the handle must be turned to lower the load. Capacity, 500 lbs., with one man on single line. Special discounts to dealer.

**WILLIAMS & WILSON LIMITED**

**84 Inspector Street, Montreal, P. Q.**

*Write for Prices and Discounts*

**A.B.S.**

We are pleased to announce the removal of our Head Office and Factory from 70 Mansfield Street to more commodious premises at 182 Shearer Street

A.B.See Electric Elevator Company of Canada, Limited

Montreal

Phone Victoria 1851

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
**Hobbs Mfg. Co., Montreal, Que.**

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
**C. H. Johnson & Sons, Montreal, Que.**

**Wipers**
Scythes & Co., Ltd., Toronto, Ont.

**Windlasses**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

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Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
**The Frost Steel & Wire Co., Ltd., Hamilton, Ont.**
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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**C. H. Johnson & Sons, Montreal, Que.**

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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**Kasement Skrene Dore Co., Toronto.**

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

**Wire, Hay**
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

**Wire, Oiled and Annealed**
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
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B. Greening Wire Cloth Co., Ltd., Hamilton.

**Wire, Tinned**
The Graham Nail Works, Toronto.

**Wireworks of all kinds**
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**C. H. Johnson & Sons, Montreal, Que.**

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**Wire Window Guards**
**C. H. Johnson & Sons, Montreal, Que.**

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**Bemis & Call Hardware and Tool Co., Springfield, Mass.**
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Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Trimont Mfg Co., Roxbury, Mass.
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

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J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

**Wringers, Hand and Power**
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**Wrought Couplings**
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**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

**Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
**J. H. Williams & Co., Brooklyn, N.Y.**

**Yoke Ends**
**J. H. Williams & Co., Brooklyn, N.Y.**

**Zinc, Bar**
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Beatty Bros., Fergus, Ont
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**B. & S. H Thompson & Co., Ltd., Montreal, Que.**

# An Exchange of Money that Pays---

When you buy Victory Bonds, you simply exchange one kind of money for another.

A dollar bill is Canada's promise to pay.

So are Victory Bonds.

But Victory Bonds pay INTEREST.

Consider the security behind Victory Bonds—

Canada and all that is contained therein.

Consider the good rate of interest—

Victory Bonds pay 5½%—nearly twice as much as Savings Banks.

Consider the saleability of Victory Bonds—

Their use as collateral for a loan.

Their prospective advancement in price.

Consider the purpose for which Canada requires the money—

Cleaning up our obligations to the army and maintaining the prosperity of the country.

Are not these reasons the best in the world for exchanging one kind of money for another?

Should not every Canadian put all his weight behind this Loan?

Should not he exchange all the money he has for Victory Bonds?—and all the money he can save for the next ten months to come?

# BUY VICTORY BONDS

## Every Dollar Spent in Canada

*This Space donated to the Victory Loan 1919 Campaign by*

**THE DOMINION LINSEED OIL COMPANY, LIMITED**

BADEN MONTREAL TORONTO WINNIPEG




## An Unusual Opportunity For Larger Christmas Business

WILL result from our nation-wide appeal to the consumer on Northern Electric Household Devices to *"Make it an Electrical Christmas."* Attractive, logical, local advertising in twenty-five of the leading daily papers, from Coast to Coast, will drive this idea home to the consumer. Watch for it!

Linked with this, our artistic folder *"Make it an Electrical Christmas,"* designed in four colours—red green, black and gold—breathing the very air and spirit of Yuletide—a magnet on your counter and a sure winner in the mail—will be at your disposal in liberal quantities.

Join us in the big drive for good, clean Christmas profits, by stocking up with Northern Electric household appliances,. ready to meet the created demand.

Let's get together and MAKE IT A REAL ELECTRICAL CHRISTMAS.

**Northern Electric Company**
LIMITED

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| **Montreal** | **Toronto** | **Regina** |
| **Halifax** | **London** | **Calgary** |
| **Ottawa** | **Winnipeg** | **Edmonton** |
| | **Vancouver** | |

## Snap Shell Key Socket

*—new*
*—different*
*—better*




No. 69480
660 Watts
250 Volts

# Benjamin

# SNAP SHELL KEY SOCKET

*—a glance shows whether it's "on" or "off"*

An electric iron left "on" has often been the cause of a disastrous fire. This is unnecessary with the **Benjamin Snap Shell Key Socket,** for a glance shows whether current is "on" or "off."

Another feature of this new Benjamin Socket is the ease of operation—can be turned "on" or "off" with one hand, while the ordinary key socket on a drop cord or swinging fixture requires the use of both hands.

**This is a splendid line to introduce right now in your town. Ask for further information from your jobber or write to us.**

**When Key is Up *"it's off"***

**When Key is Down *"it's on"***

**No more guess-work**

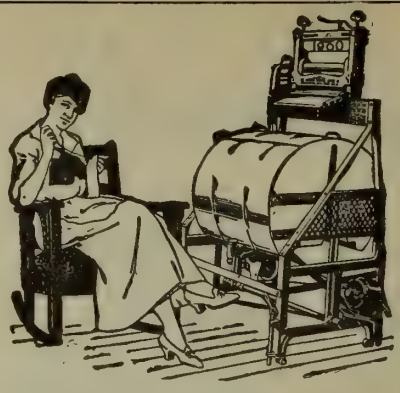
**Less Danger Greater Safety**

## Benjamin Electric Mfg. Co. of Canada, Limited

11-17 Charlotte Street TORONTO

Manufacturers in Canada of Benjamin Illuminating and Wiring Devices and C-H Push Button Specialities

# Four Good Reasons Why You Should Sell "1900" WASHERS



1.—You want profits—the "1900" line provides fair profit on each sale and, as these machines are exceptionally easy to sell, your year's business can be greatly augmented by stocking such a line.

2.—You want to gain a reputation for selling the "Best on the Market"—and the "Best on the Market" in Washing Machines means "1900."

3.—You want to be able to offer a complete line of Washers. The "1900" line is complete. It includes Electric Motor, Engine Power, Water Power and Hand Power Washers. When you are a "1900" dealer you need never say, "Sorry, Madame, but we do not sell that kind of Washer."

4.—You want the good-will of your customers. The woman who buys a "1900" Washer from you will never forget the "good turn" you did in suggesting it to her. Highly satisfied with her purchase, she will remain your customer and she'll tell her friends about her machine and the store she got it from.

**1900 CATARACT Electric Washer**

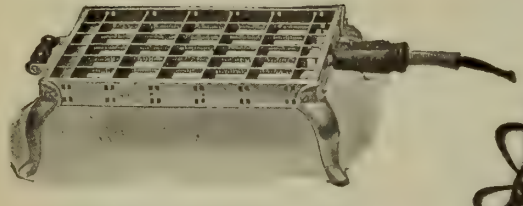
The housewife is daily confronted with the High Cost of Living, lack of domestic help and the "wear and tear" on apparel, caused by the local laundries. Women are finding the "1900" Cataract Electric Washer in particular a solution of the washing problem and the dealers who stock our line are rewarded by excellent sales and profits.

Our objective—an efficient, energetic representative in every locality.

**Write to-day for catalogue and complete information.**

**THE NINETEEN HUNDRED WASHER COMPANY**

**357 YONGE STREET, TORONTO**



Cat. No. 180—Toaster Stove

# Heatray

A simple demonstration closes sales.

***Ask for Dealer Helps.***

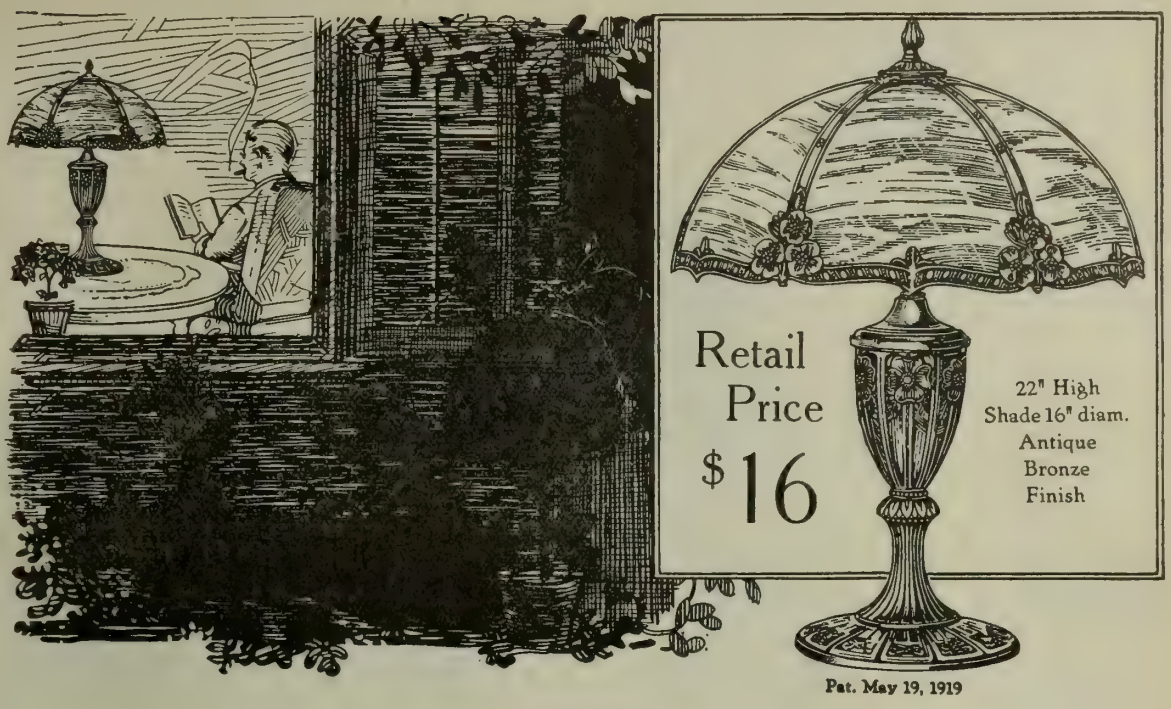




Cat. No. 106—Model B 6-lb. Iron

## The National Electric Heating Company, Limited

Toronto, Canada




# Long Evening Lamp Comfort

Moderate in price, beautiful in design, this Miller Library Lamp is distinctive enough for a mansion, though within the means of all.

Charming in appearance and cheerful lighting effect, it assures the utmost comfort these long winter evenings.

This is just one more of the C.G.E. family of electrical devices which are made especially to bring comfort and convenience to the housewife.

*Christmas 1919 will be "Electrical." Are you prepared?*

## Canadian General Electric Co., Limited

**Head Office: TORONTO**

**Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria**

# "HEMCO TU-LITE"

*(REGISTERED)*

660 W



250 V

**APPROVED**

We are supplying our "TU-LITE" in "Gavenite" composition "made in Canada." This material has an unusually high melting point, and can be used with Nitrogen Lamps.

**When your customer asks for "TU-LITE," he means**

# "HEMCO TU-LITE"

It all depends on the success of the

# Victory Loan

whether Canadian business during the next year will keep up to the present high standard.

It's up to you to buy

## Victory Bonds

to the limit of your ability.

**WHITES LIMITED**
**WHOLESALE HARDWARE & METALS**
**COLLINGWOOD - - ONTARIO**

# CANADIAN ASBESTOS COMPANY

**MONTREAL** **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

**Asbestos Cements** **Blackote Rubber Roofing**

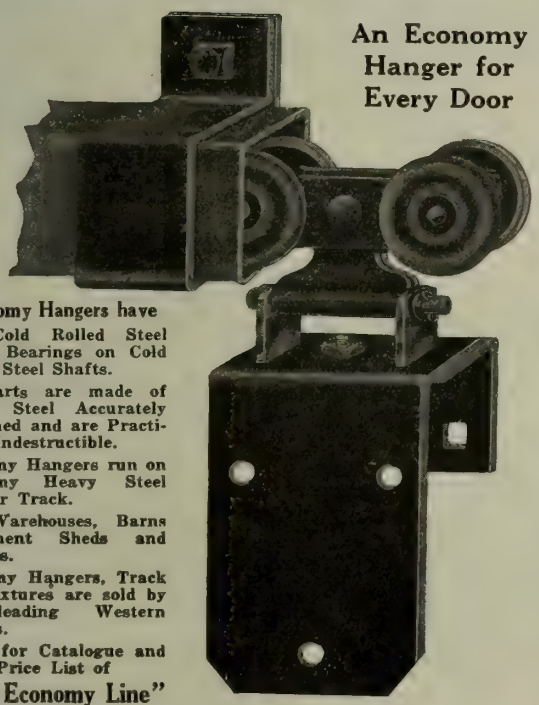
**Cotton Waste and Oakum**

*Sole Canadian Agents:*

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

# ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

## ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.



*"Worn on the Head"*

The Acetylene

## Brilliant Search Light

FOR

Hunters, Trappers, Campers and Night Workers

*That Want the Best*

Will Shine 300 to 600 Feet

Full shaped reflector, highly nickled, 3½ inch diameter.

Single, double or interchangeable lens. All have darkening doors.

Candle Flame Burner type, burns 10 hours and Flat Flame burner type, burns five hours on one filling of four ounces of carbide, costing only three cents to the consumer.

Beautiful Black Finish Packed in Neat Wooden Box

*For Sale by Leading Jobbers in Canada*

## Brilliant Search Light Mfg. Co.

529 So. Dearborn St. Dept. 9 Chicago, Ill.

# WROUGHT PIPE

BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of Wrought Pipe*

## CANADIAN TUBE & IRON CO., LIMITED,

MONTREAL
Works: Lachine, Can.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

**C. KLOEPFER, LIMITED**
Edward Halloran, General Manager
**44-50 Wellington St. East, TORONTO**
Factory at Guelph, Ont.

We solicit your inquiries on---
**IRON and STEEL**
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

*Prompt attention and quick delivery assured.*



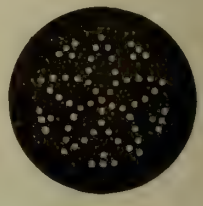
No. 71—Fire Pot. List price, each, $27.20. Ask for Discount.

**More Heat per Gallon**

of gasoline. That is what you receive when you use C. & L. Fire Pots and Torches. All of our burners are especially powerful generators, consuming but little gasoline and producing intense heat. Easy adjustment, quick action, satisfactory work, and a wide range of utility, make C. & L. Fire Pots and Torches a money making and a money saving proposition. Jobbers sell at factory price. Send for catalog—it's free.

**Clayton & Lambert Mfg. Co., Detroit, Mich., U.S.A.**

**Chair Seats---In Three Ply Veneer Staple Patterns**

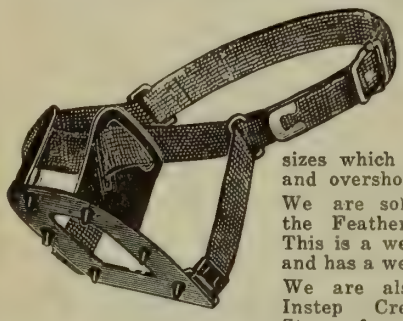


Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

**Ask for samples, and compare with any other make.**

**Canadian Veneering Co., Inc.**
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

**CHURCHILL'S "ICE GRIPPER"**



Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.

**We Announce**





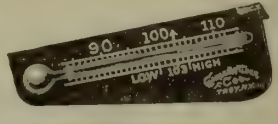
A full service to the hardware trade in all staple and special lines of quick-selling hardware requisites.

MAIL ORDERS CAREFULLY FILLED

EXCELSIOR WIRE COMPANY LIMITED
22 Victoria Square Montreal, Canada
*Write for our prices first*
*(First Quality Goods only)*

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

WILDER
**INCUBATOR THERMOMETERS**
HAVE BEEN STANDARD
SINCE THE FIRST MACHINE WAS MADE




THE WILDER-PIKE THERMOMETER CO., Inc.
Fulton Street - TROY, N.Y., U.S.A.

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

***Prices on Application.*** ***Immediate Shipment.***

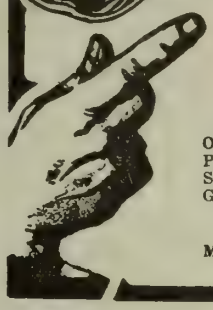
## JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

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GERMANTOWN

## LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

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## EUREKA

Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

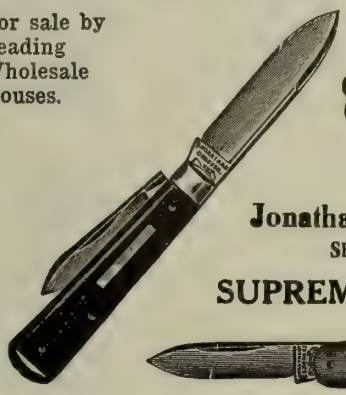
The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**

GALT BUILDING, WINNIPEG

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For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

**Jonathan Crookes & Son**

Sheffield, England

**SUPREME CUTLERY**



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Cow and Calf Weaner



*Impresses Every Stock Owner*

## KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

**Imperial Bit & Snap Company, Racine, Wis.**

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## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

*Agents:*
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

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Opening the Strap

## Adjustable Taper Stove Pipe

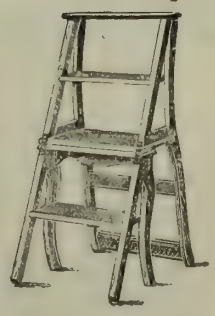
This is a quick seller that helps the merchant economize storage space. No large assortment of taper pipes is necessary. This handy patent permits adjustment to fit any stove collar with a smoke-tight joint.

**O-Rib-O Manufacturing Co.**

Winnipeg, Manitoba

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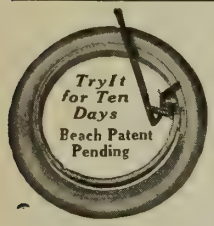
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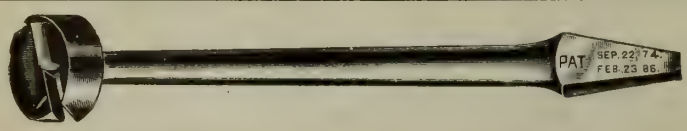
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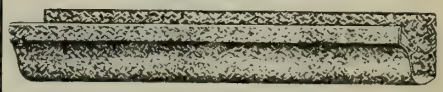
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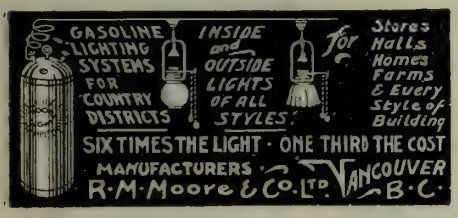
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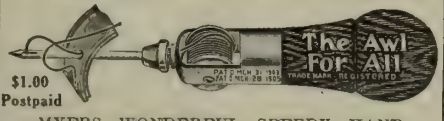
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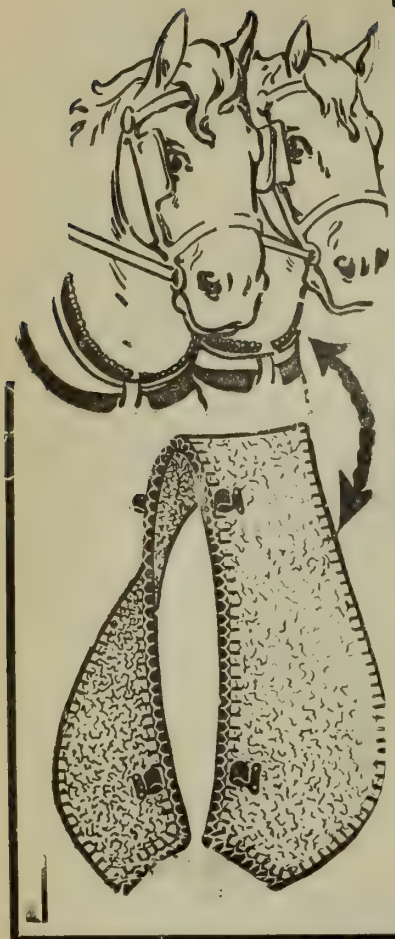
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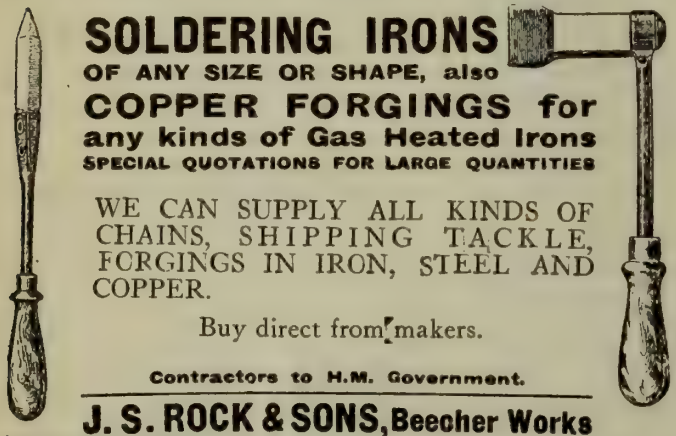
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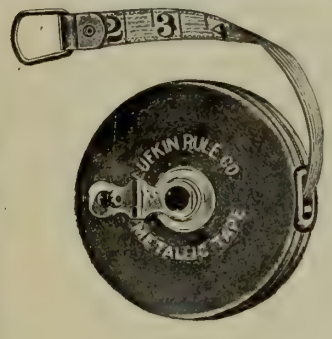
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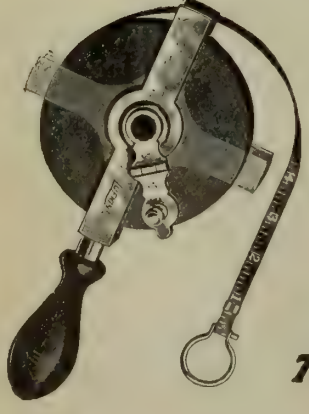


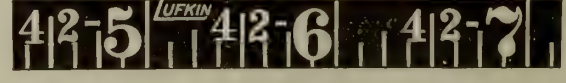

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No. 46

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NOVEMBER 15
1919

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We can tell you **how** to increase **your** "turnover."

If you are not selling O-Cedar Products, stock them now. You will see a prompt increase in your sales-per-month.

If you now stock O-Cedar Products, but fail to let your customers **know** you have them—put O-Cedar Poilsh and O-Cedar Polish Mops in your window—display O-Cedar Cards in your store—and right away you will realize that to get ready sales for these articles you only have to direct people's attention to them.

That is because they are quality articles—well advertised.

Through the Advertising, they are known — by reason of the quality they are appreciated and win repeat sales.

All that your customers need is a reminder that **you** sell them—to buy them at **your** store.

The **demand** is ever-present — awaiting but your slight effort to direct it **your** way.

CHANNELL CHEMICAL CO., LIMITED
TORONTO



# O-Cedar Polish

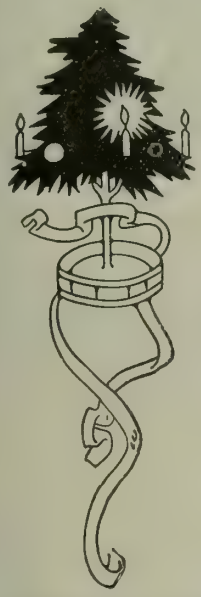

HARDWARE AND METAL, November 15, 1919. Volume XXXI., No. 46. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.






# —five weeks to Christmas

## SORT UP YOUR CHRISTMAS STOCKS



Sensible Christmas buying is increasing every year with the result that the hardware dealer is sharing in the Christmas rush and must, therefore, lay his plans to meet the demand.

**"PYREX"**
*TRANSPARENT*
**OVEN WARE**

makes ideal Christmas gifts. It is sold in separate pieces or in the set as shown above—eleven pieces, which retail at $9 or $10 (nicely packed in a carton). "Pyrex" glass utensils stand the heat of baking, are attractive on the table—well known, sell readily. Sort up your stock of

**"HOTPOINT"**
*ELECTRIC*
**APPLIANCES**

We carry a most complete range, all styles and for every purpose. Electrical gifts are always much appreciated by the housewife, in fact, by anybody.

## *Rice Lewis & Son, Limited*

VICTORIA ST
**Toronto**

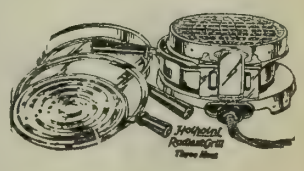
**THE "RICE LEWIS" MAN WILL CALL**
**DIRECT REQUESTS SOLICITED**

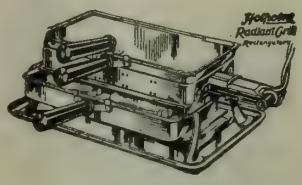


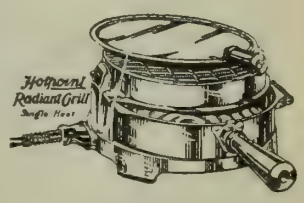






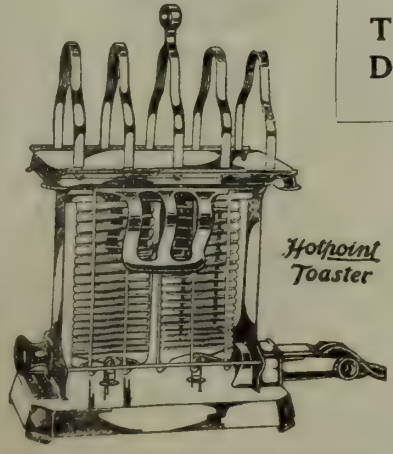





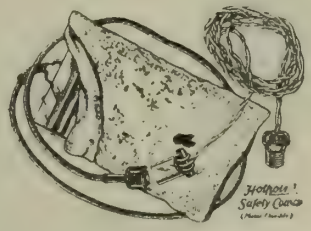












# GOOD PROFITS QUICK TURNOVER

There has never been a time when UNIVERSAL Products have been more in demand than at the present. The old High Cost of Living has no effect on the sale of these labor and time-saving devices except to increase the sales.
A faster or more profitable selling line cannot be found on the market than

## UNIVERSAL HOME NEEDS

They are the best in mechanical construction, material and quality. Nearly every home in your community is using with the utmost satisfaction, utensils bearing the UNIVERSAL Trade Mark. UNIVERSAL National Advertising, extensive in its scope, is daily directing buyers to your store.

Make our advertising your advertising by following it up with attractive window displays and advertising in your local papers for which we furnish the electrotypes. Let the public know that your store is headquarters for UNIVERSAL Home Needs.

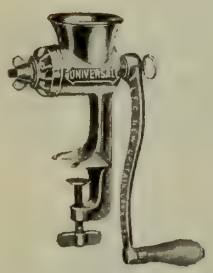
Act to-day—not to-morrow.

Canadian Representative
A. MACFARLANE & CO. LTD.
Montreal Quebec

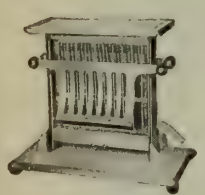
**LANDERS, FRARY & CLARK**
NEW BRITAIN CONN.

UNIVERSAL

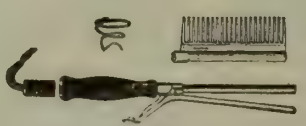

Coffee Percolator.
No. 476


Food Chopper
No. 3.


Bread Maker.
No. 4.


Electric Toaster.
No. E946.

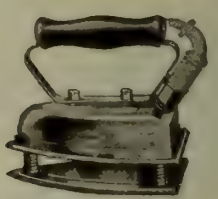

Electric Disc Stove.
No. E997.


Electric Curling Iron
No. E99011.


Vacuum Pitcher.
No. 9822.


School Lunch Kit.
No. 3070.


Casserole.
No. 76298.


Electric Iron.
No. E905.

# "HEIRLOOM" PLATE




*Art and refinement are as delicately portrayed in "Heirloom Plate" as to give an appearance of worth far beyond the price asked. The very name expresses the long-wearing quality of this made-in-Canada line of Flatware and Hollow Ware.*

THE superb designs and finish of Heirloom Plate attract the notice of discerning customers. The richness of the appearance of Heirloom Plate is made possible by the high quality of the base metal and the careful workmanship of experienced craftsmen. You can build a better-class trade by selling this better-class Flatware and Hollow Ware.

Be sure to see the Devonshire Pattern Flatware—it is the big seller this year.

## CANADIAN WM. A. ROGERS, LIMITED

Office and Factory - - 570 King St. West, Toronto

Down Town Showroom—Kent Building

# *The Beautiful* COMMUNITY PLATE Advertisements









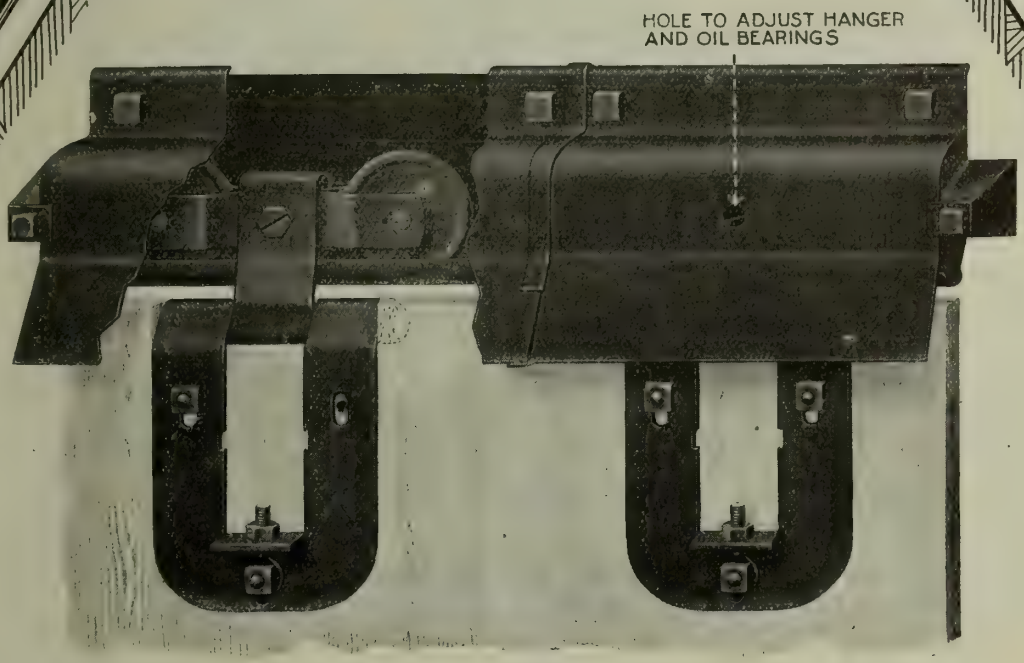




Four of the series of eleven artistic advertisements of COMMUNITY PLATE that will appear in leading Canadian newspapers from coast to coast between now and Christmas.

ONEIDA COMMUNITY, LIMITED
Niagara Falls, Ontario

# No. 88




# Storm Proof Door Hanger

## Adjustable

This excellent door hanger is the same as our No. "77" Flexible except that it has two adjustments—vertical and lateral. The adjustments are simply and easily made.

Another good feature is that the door is carried closer to the rail than with other adjustable hangers.

We can supply a splendid model of this, and other hangers, for display; the parts are full size from stock.

The Hangers are packed one pair in a box, with bolts for attaching the Hangers to the door; also lag-screws and end-caps for the rail. Each box contains, also, a set of illustrated directions for attaching the Hangers and rail.

Packed one dozen pairs in a case. Weight, per dozen pairs, 113 pounds.

## National Manufacturing Co.

## Sterling, Illinois.

# Keep Your Merchandise Bright

SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

## STANDARD Floor Dressing

prevents dust from rising off the floors and sheiving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-*preserving*, non-evaporating dressing for all wood, linoleum and oil-cloth surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space — once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



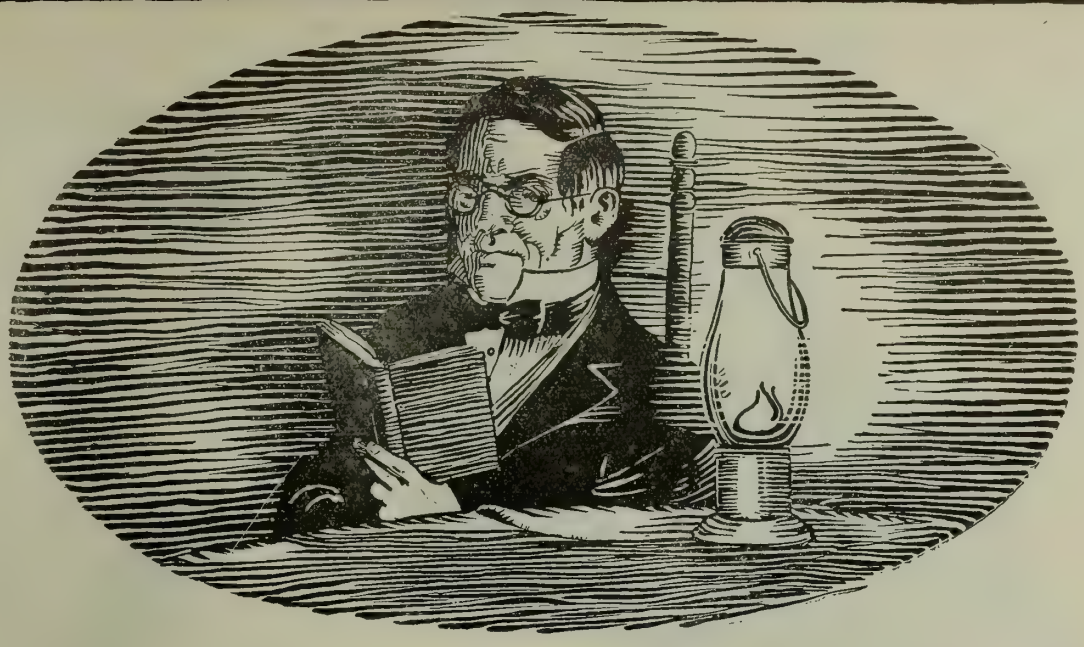

Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

Sold in one and four-gallon cans, also half-barrels and barrels.

**Ask the Imperial Oil Man.**

## IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



# WHEN GRANDFATHER FIRST READ BY THE KEROSENE LAMP

ONE evening in 1826, Grandfather removed the candlestick and waxed taper from the table and lighted a new "contraption" which he called a kerosene lamp. But it was not until nearly thirty years later that mineral oil lamps, improved and perfected, began generally to displace the wax tapers and the lamps which produced light from animal oils.

Two years before the first kerosene lamp was lighted, nearly forty years before the discovery of petroleum in America, the workers at Plymouth began making rope—rope so good that when the demand came for drilling cables to open up the vast stores of petroleum beneath the earth's surface, Plymouth was ready, and for sixty years Plymouth Drilling Cables have played a very important part in the production of petroleum.

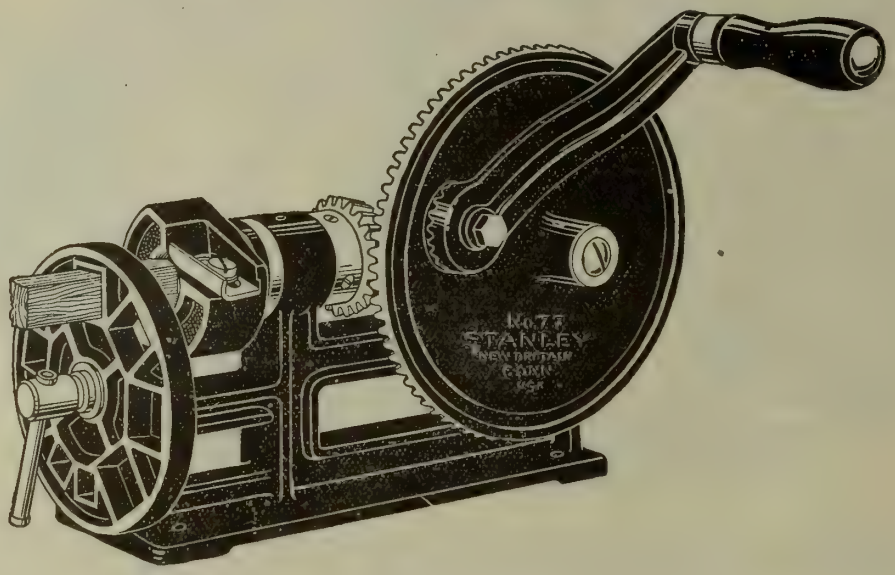
For every rope and cable use Plymouth delivers full value and more.

# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

No. 3

# Stanley Tools




## STANLEY
## DOWEL AND ROD TURNING MACHINE
### No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy.

*A Profitable Tool for you to Carry.*

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN. CONN. U.S.A.**

*Canadian Representative:* A Macfarlane & Co., Ltd., Montreal, P.Q.

By Product Coke

Hamilton Pig Iron

Open Hearth Steel Billets

Steel and Iron Bars

Open Hearth Steel Sheets

Drop Forgings

Quality

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

Service

Railway Fastenings

Wrought Pipe

Pole Line Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products



ARROW BRAND WRINGERS

# Clothes Wringers

are a staple line with the hardware dealer and he should keep them prominently displayed to enjoy a full share of this profitable business.

Clothes Wringers bearing the name **DOWSWELL** have had an established reputation for 35 years, because they are **GOOD** wringers.

Good wringers must have good rolls. In our complete rubber plant-mixing mills, calenders, vacuum dryer, etc., we make the stock right from the crude gum and daily tests prove that our rolls will give service much longer than the period covered by our warranty.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

## DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

**Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers**

*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.

# WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

**—THEY ARE TOOLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

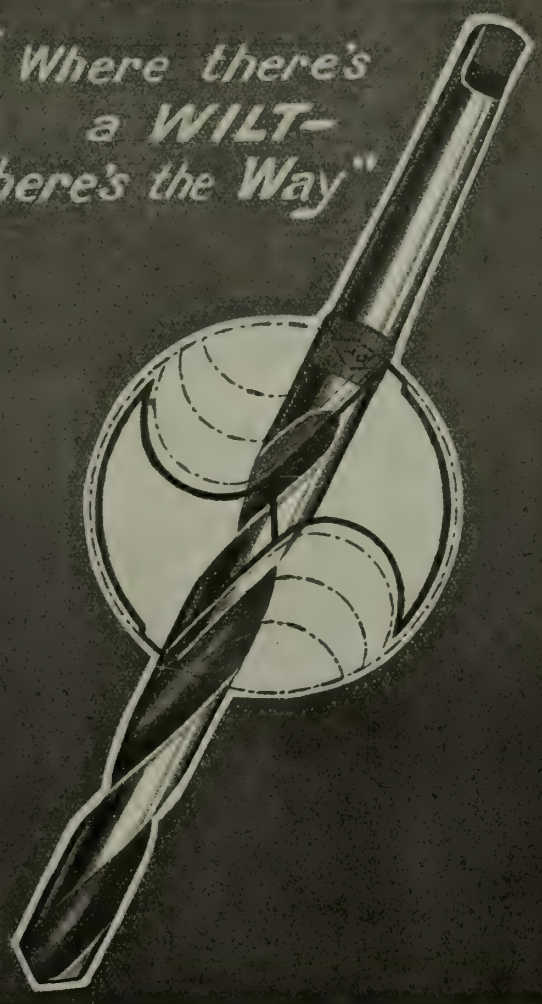
**—THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

**—THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

**—THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

**SELL WILT PRODUCTS**

*"Where there's a WILT— there's the Way"*



## HIGH SPEED AND CARBON TWIST DRILLS

## WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

**London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**




# When You Sell Millers Falls Tools—

You are tying your tool business to a big advertising success and selling tools that are already sold to the customer before you show the goods. You are cashing in on a standard product that takes less effort to sell and stamps your store in the customer's mind as selling the higher quality standard goods.

For fifty years Millers Falls tools have maintained quality standards that have been recognized the world over and now that they are the largest advertised line they ought to be the backbone of every tool stock.

Our selling features will increase the tool sales in your whole department. Send for handbook "How to Sell Tools." Free to every dealer.



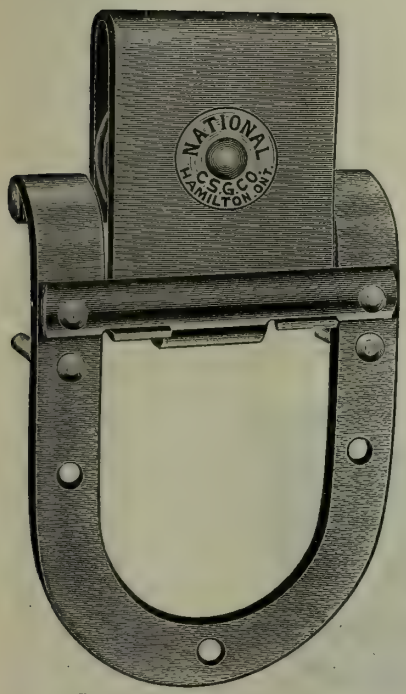

**MILLERS FALLS CO.**

*"Toolmaker to the Master Mechanic"*

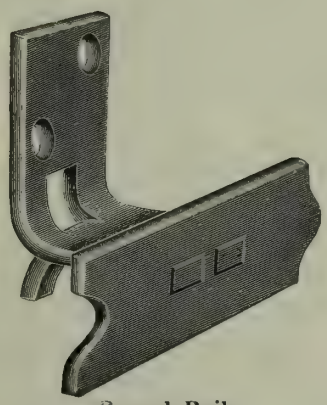
**100 River Street, Millers Falls, Mass.**

**MILLERS FALLS TOOLS**

# "Reasons Why" of the National's Sales




**Handsome Appearance**

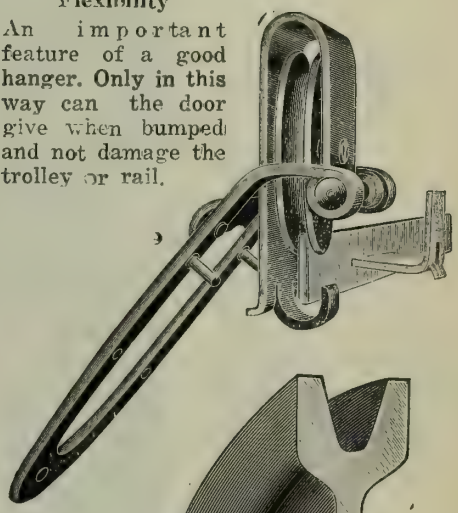


**Braced Rail**

1¼ x 3/16 inches. Made in lengths of 4, 6, 8, and 10 feet. Weight per 100 ft.—100 lbs.

**Flexibility**

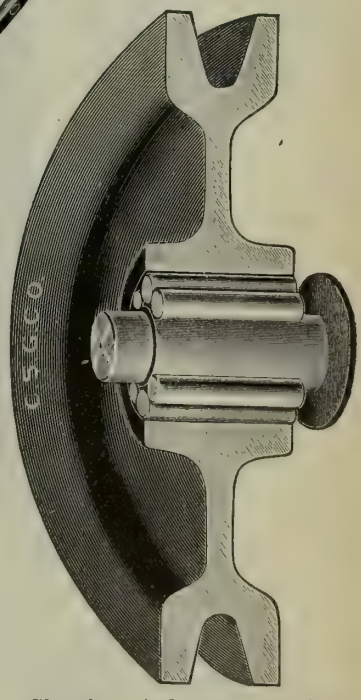
An important feature of a good hanger. Only in this way can the door give when bumped and not damage the trolley or rail.



## It Sells Easily and It's Profitable

Our products are designed after investigation of both the dealers' and consumers' requirements. Such an article is the "National" Flexible Door Hanger and Braced Rail. You can sell the National because consumers know its excellent features. They know that it cannot jump the track; that it is easily attached and very efficient in use.

These satisfied customers build a constantly growing and permanent trade. When Jones has National Hangers on his doors he is sure to "sell" Smith and Brown, his neighbors, for you. Packed one pair in a box with all bolts. Weight, per dozen pairs, 88 pounds.



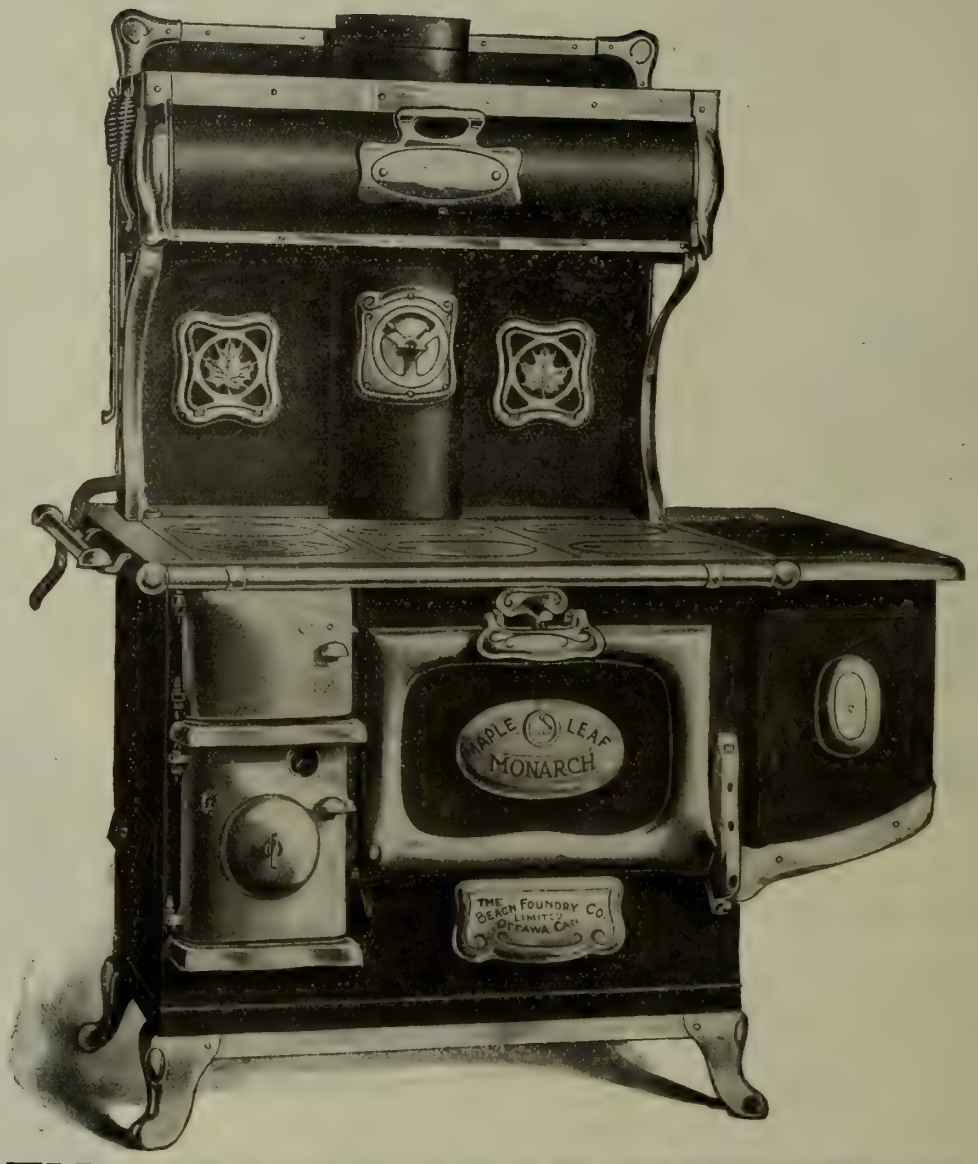

**Showing Axle and Bearings**

Anti-friction steel roller bearings. Ease running; a minimum of wear.

## Canada Steel Goods Co., Limited

**Hamilton - - Canada**

# Increase Your Sales by Handling the Maple Leaf Line




## THE MAPLE LEAF MONARCH

***A Quality Range That Sells in Every Home***

Here is a range that you will be proud to sell—a range that gives lasting service and is suitable for both farm or city home. It has all the latest range features people want, such as latest improved sliding damper for regulating the heat, heavy steel body, perfect baking oven, deep, roomy firebox, duplex grates for burning coal or wood, encased reservoir. large ash pan, etc. Put this handsome range on your store floor and watch your sales grow.

**Sell This "National" Advertised Range.**
**Write for Catalogue and Prices.**

**Manufactured by**

**THE BEACH FOUNDRY COMPANY, LIMITED**

OTTAWA -:- CANADA

***Western Distributors:—The Canadian Supply Company, Limited, Saskatoon, Sask.***

# BARCALO




# "S" WRENCH

## Durability

Wrenches, like Friends, may come and go but the *good wrench,* like the *true friend,* ever holds a high place in the esteem of the mechanic.

The *durability* of the *Barcalo "S" Wrench* is its assurance of a *permanent place* in every *Mechanic's Tool Kit.* It can be so surely relied upon to *"carry on"* long after other wrenches have been assigned to the scrap-heap. It performs an uncommon service for the machinist, mechanic and garage man by working in tight places so hard to get at.

*Yes—it does more* and *lasts longer* than other wrenches.

Made in 6, 8, 10, 12 and 14" sizes and backed by *our unusual guarantee* of replacing without question any unsatisfactory wrench.

Write us for catalogue, prices and details of our splendid proposition, whereby you make greater profits.

**Barcalo Manufacturing Company, Buffalo, New York**

WINNIPEG—D. PHILIP
138 Portage Ave. East



# YOUR CHRISTMAS OPPORTUNITY

This will be the biggest Electrical Xmas ever—and the vacuum cleaner will be the favorite electrical gift.

Don't overlook this opportunity. Thousands of them will be sold. Stock up with a real, live line now.

And you can't find a better cleaner than a THOR.

## Thor Electric Vacuum Cleaners

***Make Friends Wherever Used***

**Wire Now for Immediate Delivery**

We can fill your order now but next week may be too late.

*Made and Guaranteed by*

## THE HURLEY MACHINE CO.

**Chicago** **413 Yonge Street** **New York**

**Toronto**

Also manufacturers of Thor Electric Washing Machines and Ironing Machines.

***Increase Your Sales This Year***




***The Jitney Joy Rider***

# Kiddie-Kar

## Ideal for the Christmas Trade

because it is "in right" with children and parents; girls like it as well as boys; it has no complaints or come backs; it is easily set up—only one bolt.

Kiddie-Kar is nationally advertised. Your customers are seeing Kiddie-Kar advertising in the Ladies' Home Journal and Literary Digest during the three months before Christmas.

## A Small Investment---Quick Turnover

Perfect automatic machinery keeps Kiddie-Kar production cost low. You can stock them at surprisingly low cost and their wonderful sales record assures a quick turnover.

Kiddie-Kar needs no demonstration; the margin of profit is generous; it is a year round staple, and a dealers' gold mine at Christmas. Made in four sizes for 1 to 8 year old children. See Kar Black Cats and B Hounds.

## Canadian K-K Company, Limited

Elora, Ontario, Canada

MacLean's Magazine




Selling Silverplate to the Readers of MacLean's and The Saturday Evening Post.

The advertisement shown on this page, with changes in text, is appearing in *MacLean's Magazine* and *The Saturday Evening Post* this month.

More than two million families—all of whom are already familiar with the name and quality of *Wm. Rogers & Son* goods will be impressed with the desirability of *buying*.

*The Silverplate of*

# William Rogers and his Son

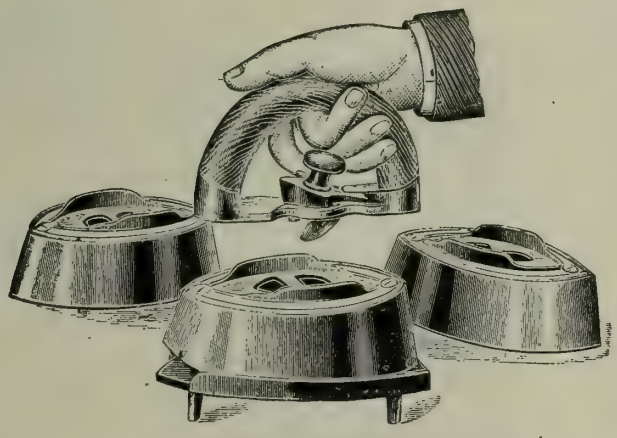
*"The Best at the Price"*

MADE AND GUARANTEED BY

WM. ROGERS MFG. CO., LTD., Niagara Falls, Ontario

CANADA
FOUNDRIES & FORGINGS
LIMITED

*A Smoothing Influence in the Home*



*Mrs. Potts Pattern*
*SAD-IRONS*

*SEE YOUR JOBBER*

Produced at
JAMES SMART PLANT
BROCKVILLE, CANADA




# Gift Items

in the beautiful

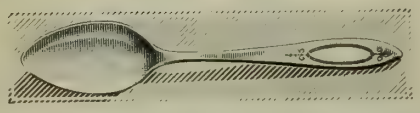
## Community Plate

The pieces and chest shown below with prices will give you some idea of the wide range of gift items available to the Community Dealer.

This is especially important during the Fall months when Christmas and wedding gifts are in constant demand.




### ADAM



No. 10602—Tea Spoons. 6 in Plain Box. Length 6 in. Wt. of Pkg. 9 ozs. Per doz. $7.00

No. 10625—Coffee Spoons. 6 in Lined Box. Length 4½ in. Wt. of Pkg. 6 ozs. Per doz. 7.00

No 10601—5 O'Clock Tea Spoons. 6 in Plain Box. Length 5 in. Wt. of Pkg. 5 ozs. Per doz. ..... 7.00

No. 10603—Dessert Spoon. 6 in Plain Box. Length 7⅛ in. Wt. of Pkg. 12 ozs. Per doz. ..... 13.00

No. 10605—Table Spoon. 6 in Plain Box. Length 8⅛ in. Wt. of Pkg. 1 lb. Per doz. 14.00

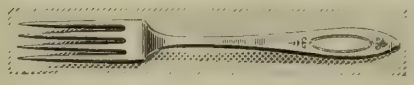


No. 10695B—Butter Knife. 1 in Lined Box. Length 7⅛ in. Wt. of Pkg. 4 ozs. Each $1.25

No. 10729—Butter Knife and Sugar Spoon Set. In Lined Box. Wt. of Pkg. 7 ozs. Per set ..... 2.45

No. 10697 F. H. Butter Spreaders 6 in Lined Box. Length 6¼ in. Wt. of Pkg. 15 ozs. Per set ..... 5.25

No. 10707—H. H. Butter Spreaders. 6 in Lined Box. Length 6¼ in. Wt. of Pkg. 1 lb. 1 oz. Per set ..... 8.75



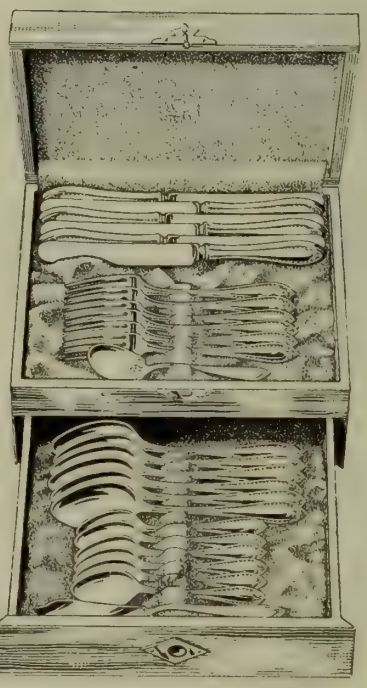
No. 10607—Medium Flat Forks. 6 in Plain Box. Length 7½ in. Wt. of Pkg. 14 ozs. Per doz. .....$14.00

No. 10606—Dessert Flat Forks. 6 in Plain Box. Length 7 in. Wt. of Pkg. 11 ozs. Per doz. ..... 13.00

No. 10660—Pie Fork. 6 in Plain Box. Length 7 in. Wt. of Pkg. 12 ozs. Per doz. 18.00

No. 10613—Medium H. H. Forks. 6 in Flannel Roll. Length 7⅞ in. Wt. of Pkg. 1 lb. 7 ozs. Per doz..... 18.50

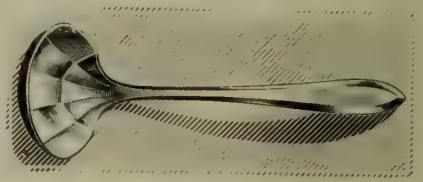
No. 10614—Dessert H. H. Forks. 6 in Flannel Roll. Length 7½ in. Wt. of Pkg. 1 lb. 4 ozs. Per doz. ..... 18.00



26-pc. Community Plate Chest
(Sheraton Illustrated)

Also furnished in Adam and Patrician patterns. Specify pattern desired.

### PATRICIAN



No. 6715—Cream Ladle. 1 in Lined Box. Length 5¾ in. Wt. of Pkg. 4 ozs. Each $2.00

No. 6717—Gravy Ladle. 1 in Lined Box. Length 6¾ in. Wt. of Pkg. 7 ozs. Each 3.00

No. 6719—Oyster Ladle. 1 in Lined Box. Length 9¼ in. Wt. of Pkg. 14 ozs. Each 5.25

No. 6720—Individual Soup Ladle. 1 in Lined Box. Length 7½ in. Wt. of Pkg. 10 ozs. Each ..... 4.00

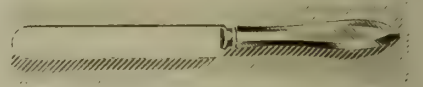
No, 6721—Medium Soup Ladle. 1 in Lined Box. Length 10⅝ in. Wt. of Pkg. 14 ozs. Each ..... 6.50

No. 6724—H. H. Punch Ladle. 1 in Lined Box. Length 15⅜ in. Wt. of Pkg. 1 lb. 10 ozs. Each ..... 10.00



No. 6650 Sugar Spoon. 1 in Lined Box. Length 5⅞ in. Wt. of Pkg. 4 ozs. Per doz. .....$13.80

No. 6729—Butter Knife and Sugar Spoon Set. In Lined Box. Wt. of Pkg. 7 ozs. Per set ..... 2.45



No. 6611—Medium H. H. Knives 6 in Flannel Roll. Length 9¾ in. Wt. of Pkg. 1 lb. 8 ozs. Per doz. .....$18.50

No. 6612—Dessert H H. Knives. 6 in Flannel Roll. Length 8⅜ in. Wt. of Pkg. 1 lb. 5 ozs. Per doz. ..... 18.00

No. 6700—H. H. Tea Knives. 6 in Lined Box. Length 7⅝ in. Wt. of Pkg. 1 lb. 1 oz Per doz. ..... 17.50

No. 6971—H. H. Breakfast Knives. 6 in Flannel Roll. Length 9 in. Wt. of Pkg. 1 lb. 5 ozs. Per doz. .....18.00

***ORDER NOW FOR FALL WEDDINGS AND CHRISTMAS***

**SOLD WHOLESALE BY**

# CAVERHILL, LEARMONT & CO., MONTREAL

# What Your Fellow Merchant Thinks of Neōlin Soles

THOMAS SCARFE
Fine Shoe Repairing

Halifax, N.S., February 26th, 1919
54 Cobourg Road,

Messrs. Goodyear Tire & Rubber Co.,
of Canada, Limited, Toronto, Ont.

Dear Sirs:—

During the past two or three years I have been watching with interest the development of Neōlin Soles. I have also used some fibre soles, the makers of which claimed that they were as good as Neōlin. I personally decided to make comparative test.

I prefer to stitch Neōlin over fibre soles or leather, as I can take tight tension and close stitch. It is an easy sole to cut in trimming, and the edge will set perfectly.

As to public demand, I have been satisfied beyond all doubt that Neōlin is the sole the public will accept in preference to any other. I, therefore, found it to my interest to stock and offer Neōlin to the public, realizing that I will give them value, which means a permanent and satisfied customer.

I trust that this bit of information may be of interest to you.

Yours very truly,

THOS. SCARFE (Signed)

## *Many Types of Shoes are Built with Neōlin Soles*

Suppose you had only one leather-soled number on your shelves. How much of your demand for leather-soled shoes would you satisfy with such a stock? Yet some merchants think they can judge the sales value of Neōlin Soles after stocking them in only one last. Of course they fail to realize their due profit from the demand which exists for Neōlin Soles.

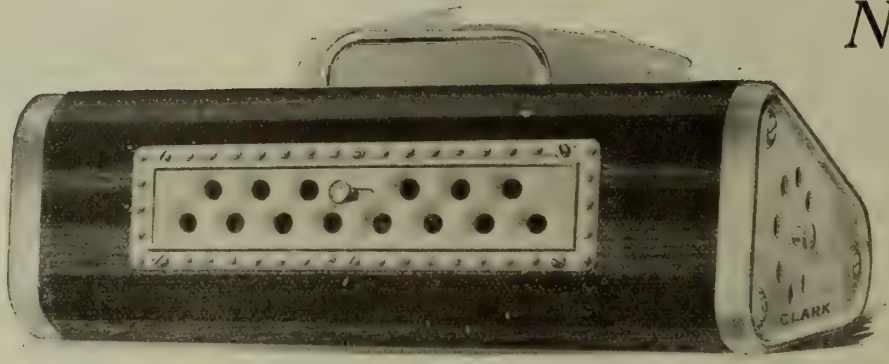
**The Goodyear Tire & Rubber Co. of Canada, Ltd.**
TORONTO, ONTARIO

# Neōlin Soles

*Every Car at Your Door a Prospect*

# Clark Indestructible

## *Fill a General Need*




**The Famous No. 7-D**

This is a very popular heater, widely used. The No. 7D suits any sort of conveyance. Note the slanting top. This efficient heater is 14 inches long, covered with dark green Brussels Carpet.

No. 7D is the ideal appointment for any vehicle in Canadian winter weather.



**Ends Doctors' Hardships**



**Makes Open Cars Luxurious**

Clark Heaters with carbon-brick fuel fill economically a general need, making complete the winter enjoyment of our Canadian air—"the air with champagne in it."

Aside from pleasure and luxury, Clark Heaters bring real comfort to the hardy men who brave extreme winter weather in many pursuits—the doctor, rural mail carrier, etc.

A popular, profitable article to stock with a self-evident demand.

**Your Jobber Will be Glad to Fill Your Order**

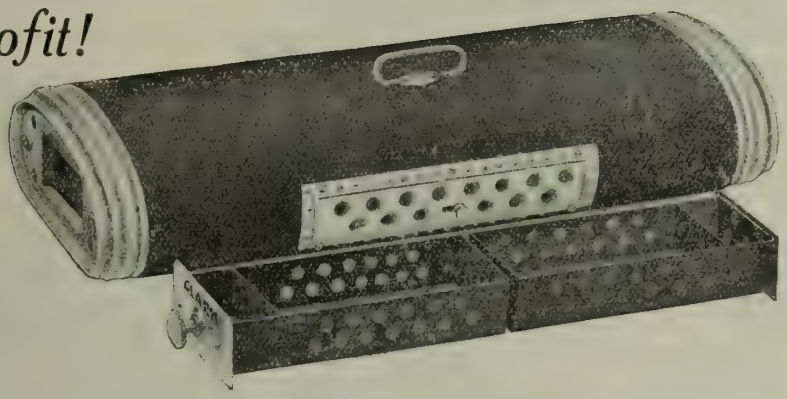
# Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue** **Chicago, Illinois**

*A Christmas Gift That is Warmly Appreciated*

# Steel Heaters

*Here is Your Winter Profit!*

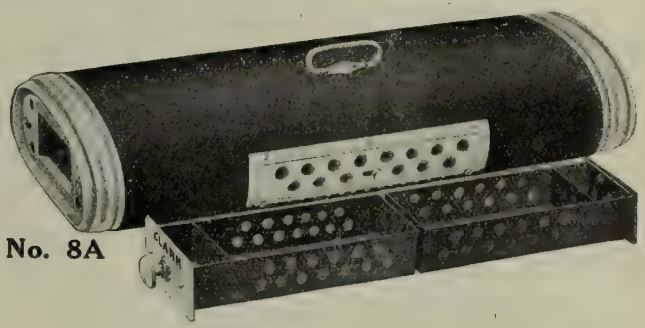


**No. 8 XX The Duchess**

This handsome heater makes winter motoring a delightful, luxurious pastime. The Duchess is a handsome appointment for the most elegant car—covered in rich velvet plush in blue, green or maroon. Outside parts are handsomely finished in quadruple nickel plate. Two fuel drawers for a double fuel charge in severe weather.

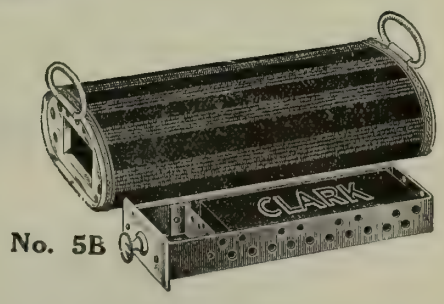


**Ideal for Closed Cars**



**No. 8A**

Is a graceful type, 20 in. long. Covered in finest plush carpet, and ends beautifully nickelled. This has two fuel drawers for double fuel charge, if wanted.

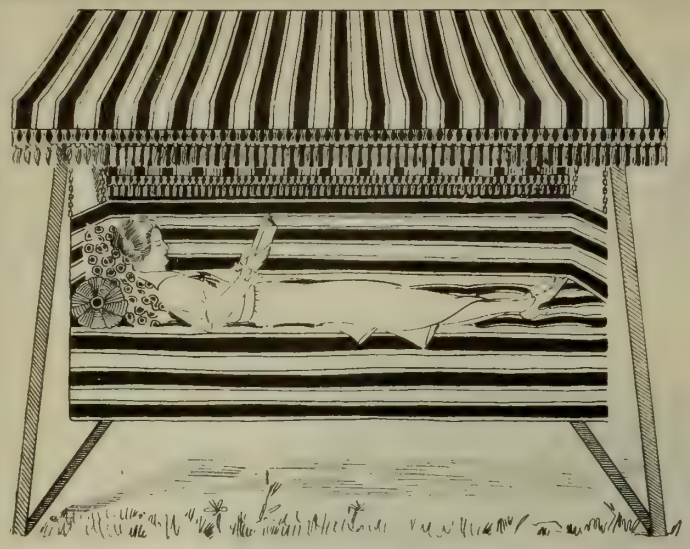



**No. 5B**

Is popular for cabs, small cars, milk and rural mail carts, delivery wagons, etc. Oval, 12 in. long.

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue** **Chicago, Illinois**



# Sales of Galt Hammocks

## *Show 150% Increase over 1918*

The exclusive, pleasing designs in Galt Hammocks make them very attractive to your customers and easy to sell. They fairly breathe suggestions of the luxury, ease and comfort of vacation days.

The Galt Couch Hammock is a popular seller. Let our salesman show you this attractive line and convince you that they sell, and bring good profit, at prices your competitors can't approach.

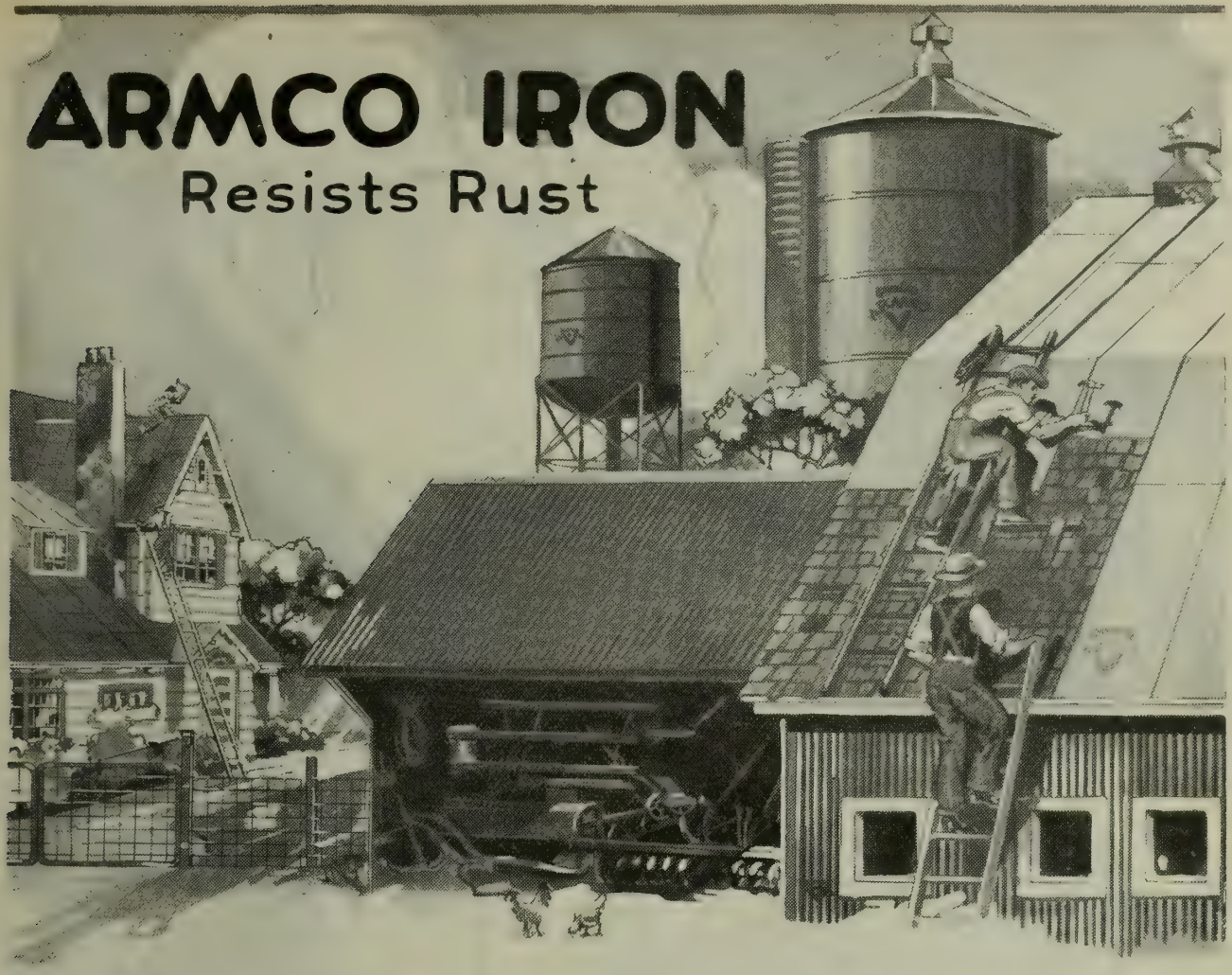
## Large Profits to Dealers

If you were not in on these last season be prepared for next. The sales have increased 150%, and dealers that handle this profitable line received good profit. Galt Hammocks will pay you.

**Galt Robe Company**
**Galt, Ontario**



# ARMCO IRON
## Resists Rust



# Build with Armco Iron—Repair with It—
# Use it for all Sheet-Metal purposes on your Farm

If the roof of your barn needs repairing, repair it so that it won't have to be repaired again for many years. *Make it a galvanized Armco Iron Roof.*

Also make the siding of Armco Iron. And all the other metal parts of your barn. And your silos and grain bins. And the fences of your cattle enclosures. And everything that your live stock feed or drink out of.

For Armco Iron resists rust. It is so pure and even that it takes and holds a galvanizing coat better than any other metal. The galvanizing adheres closely and does not crack or peel off, because it is securely fused with the base metal. Armco Iron tanks, litter carriers, and hog-waterers help to make the living conditions of your cattle, horses, and hogs more sanitary.

Armco Iron is also extensively used in the manufacture of rust-resisting wire fence. Made by Page Steel & Wire Co., Pittsburgh, Pa.

Armco (American Ingot) Iron is exceptionally durable, because it is exceptionally pure and even. And because it is exceptionally durable, it is most economical in the long run for every kind of metal farm use. For durability and economy have always gone together, and always will.

Look into the matter of Armco Iron Products for your farm. Do it to-day, using coupon below for the purpose.

## The American Rolling Mill Company
### Box 265, Middletown, Ohio

AMERICAN ARMCO INGOT IRON

*Reg. U.S Pat Off.*

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U.S. Patent Office.

**The American Rolling Mill Co.,**
**Dept. 265 Middletown, Ohio.**

Please send me your free Bulletin, "Armco Iron on the Farm," which tells where I can get Armco Iron rust-resisting products.

Name .....

Street or R.F.D. No. .....

Town and State .....




# This Strong Campaign Will Help You!

Our Christmas appeal to the consumer is most thorough and convincing—no detail has been overlooked to make it complete.

Twenty-five leading daily papers will carry the message "Make it an Electrical Christmas" throughout the country and our handsome four-colour folder will be yours to back the argument up.

The advantages of Northern Electric Household Appliances as ideal, sensible Christmas Gifts, will be clearly and concisely shown.

Do not pass up this rare opportunity for a nice Christmas turnover.

**Write our nearest house for stock and sales aids.**

## *Northern Electric Company*
LIMITED

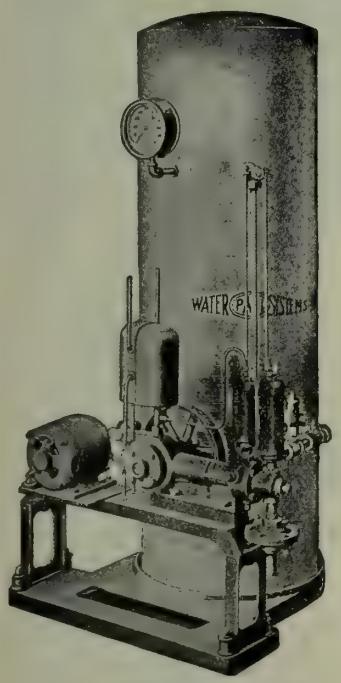
| | | |
|---|---|---|
| **Montreal** | **Toronto** | **Regina** |
| **Halifax** | **London** | **Calgary** |
| **Ottawa** | **Winnipeg** | **Edmonton** |
| | **Vancouver** | |

# *Northern Electric*
# POWER AND LIGHT

The complete line of Electric Farm Plants and Accessories

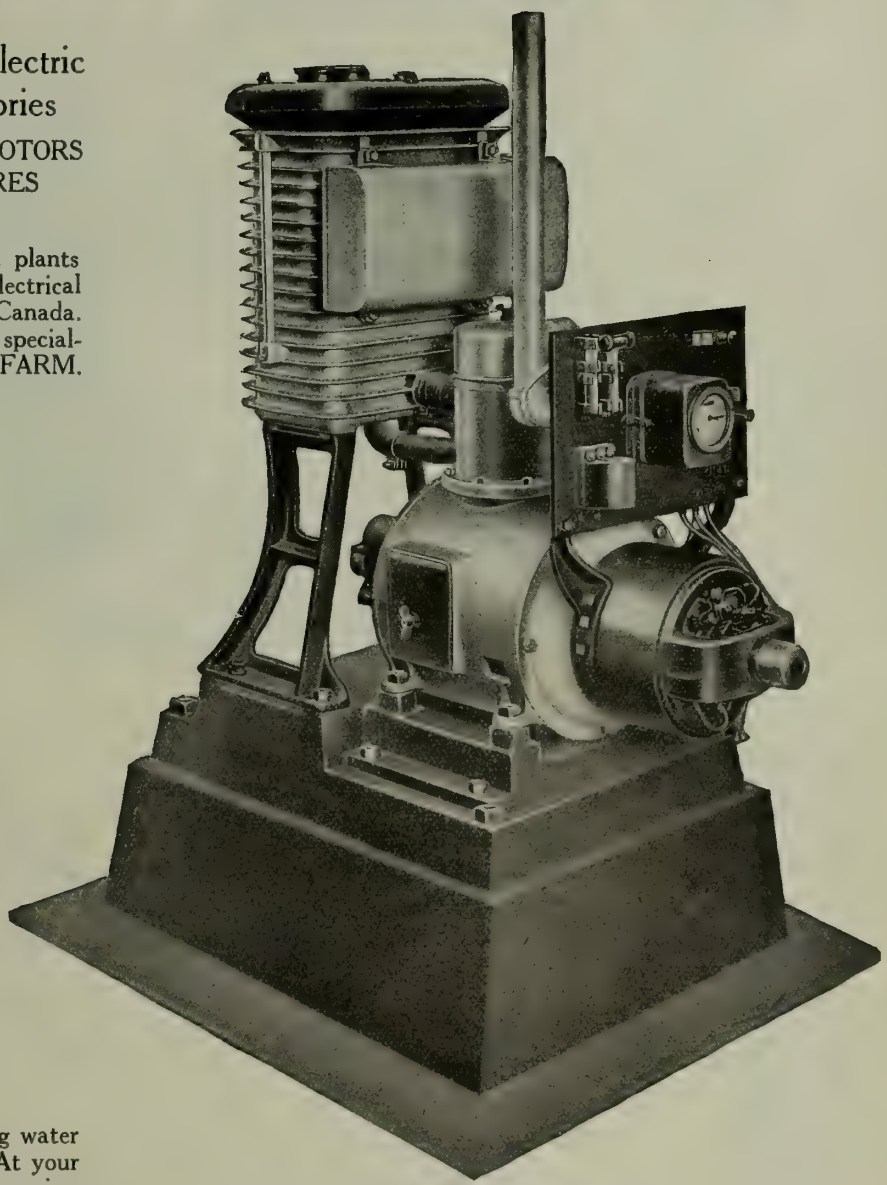
PLANTS---WATER SYSTEMS---MOTORS
HOUSEHOLD DEVICES---WIRES
AND SUPPLIES

Northern Electric Power and Light plants are backed by one of the largest electrical manufacturers and distributors in Canada. For more than twenty years we have specialized in electrical supplies FOR THE FARM.




**Tank and Motor**

Hundreds of farmers are now buying water systems. Are you selling them? At your service, the most complete line---any size. Automatic---Air pressure---open tank or hand controlled.



**¾ KW—Utility Plant—32 Volt**

***The greatest value ever offered the Canadian Farm***

*DEALERS:*

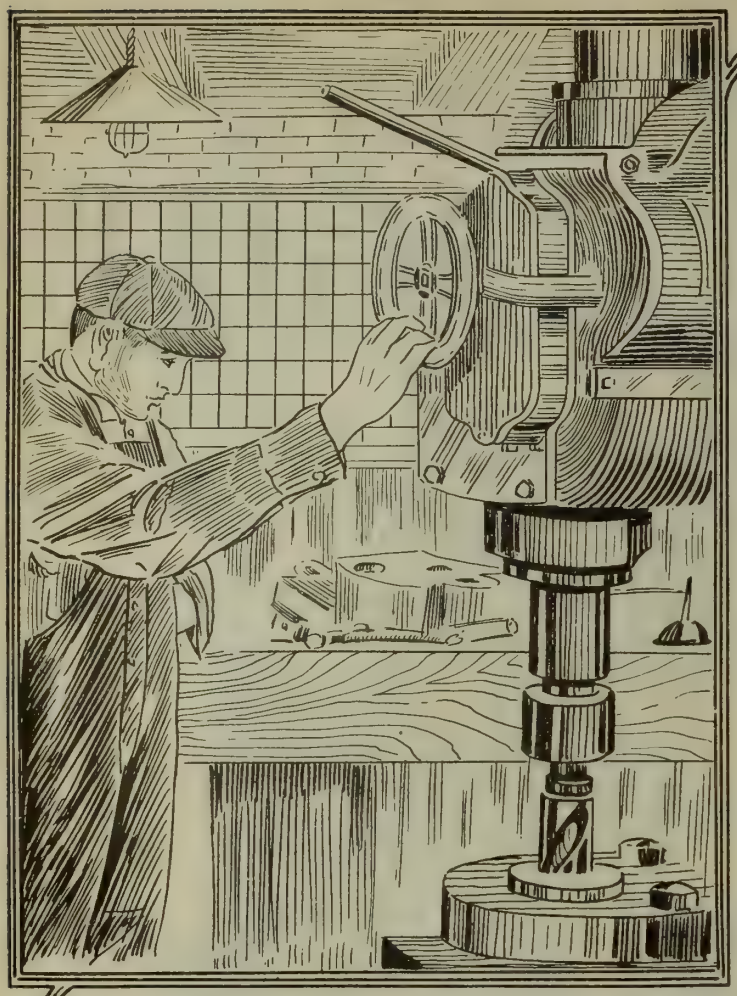
*The Electric Farm Plant field is practically untouched. Your prospects are numbered by the thousands. You can get into this profitable business by writing our nearest house to-day.*

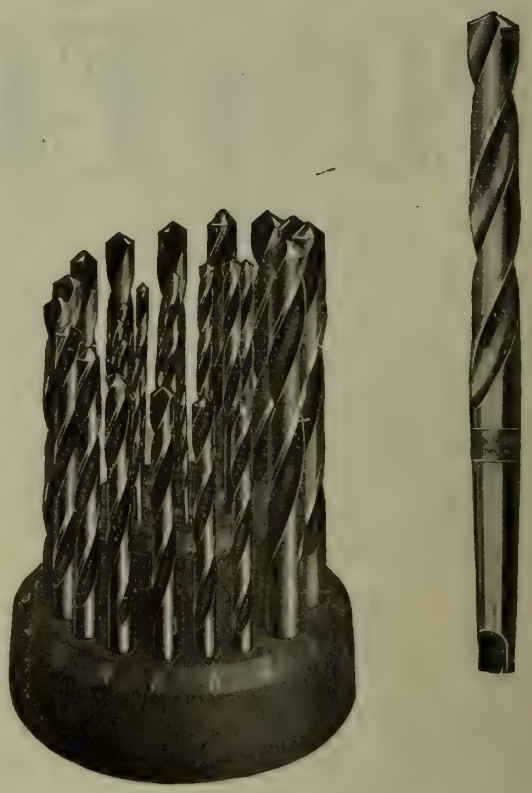
## *Northern Electric Company*
LIMITED

Montreal
Halifax
Ottawa

Toronto
London
Winnipeg
Vancouver

Regina
Calgary
Edmonton





## Put a

# Butterfield Drill

## in the Customer's Hands

In most cases he will simply be meeting an old comrade that has helped him solve many a tough problem in the shop. If it is the first meeting he will examine the point and cutting edges with evident pleasure and satisfaction. In either case he will buy with little effort and cost of selling time to you.

Butterfield High Speed and Carbon Drills are accurate, reliable and speedy, because they are manufactured under conditions of exacting selection of material and relentless inspection of the product.

Butterfield Tools are the means of profit and success to you.

# Butterfield & Co., Inc.

## Rock Island, Que.

# Established 1865




This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

## Gilbert & Barker

**Pumps for Gasoline and Motor Oils**

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

***Get your share of this profitable business. Send for Bulletin 52.***

## Imperial Oil Limited

**Canadian Distributors:**
**Branches All Cities.**

**Gilbert & Barker Mfg. Company**
23 Union Street, Springfield, Mass., U.S.A.

# Eight Reasons Why the VICTOR is America's Most Popular Game Trap

1 THE Oneida Community has long since passed the experimental stage in trap design. With seventy years' experience behind them, these manufacturers possess the "Know How" so necessary to successful game trap design. They have trap manufacturing and animal catching experience—seventy years of it.

2 For years these manufacturers have persistently worked to put game traps on an attractive basis for both jobber and retailer. To-day Victor Traps stand at the head of the list in rapid turnover and consumer satisfaction. And these two factors mean *greater profit* all around.

3 The latest innovation in Victor Traps is the Victor No. 1 Giant—a giant in jaw-height, strength and durability. Unlike ordinary traps of this design, every part of the new Giant is built *in proportion* to the wider jaws. This new trap immediately sets a new standard in trap construction. It possesses all of the regular Victor features plus a heavier chain, improved swivel, faster spring, heavier pan and wider dog.

4 The spring of every Victor Trap has seventy years' experience of scientific spring making built into it. It is the result of nearly three-fourths of a century's research and development conducted in the factories of the oldest game trap manufacturers in the world. Remember—the Victor has passed the experimental stage.

5 Examine the patented "Humped Cross" of the Victor Trap. Note that there are no troughs or partly enclosed spaces to collect drifting dirt, sand or sticks when the trap is set in water. *Freeze-proof*—with nothing to interfere with quick and certain trap action.

6 Examine the pan of the Victor. It is made of thick metal securely riveted so that it cannot come off when attacked by rust at the rivet head.

7 Note that the jaws of all the smaller size Victor Traps are made of specially rolled beveled steel—the greatest trap improvement of recent years. The Victor Trap was equipped with these jaws *years* before other manufacturers embodied this improvement in their traps. Victor *always* leads in improvements.

8 Year in and year out the Oneida Community maintains a corps of professional trappers who trap in every section of the country, and whose recommendations on trap designs are closely followed at the factory. They are "Trappers making traps for trappers"—a distinctive phase in itself and one which is largely responsible for the fact that *trappers insist upon Victors.*

*Get behind the Victor Trap---the standard by which all other traps are compared.*

# GOODELL-PRATT

## 1500 GOOD TOOLS

# ALL-STEEL MITRE BOXES

*Made to Give Real Service*

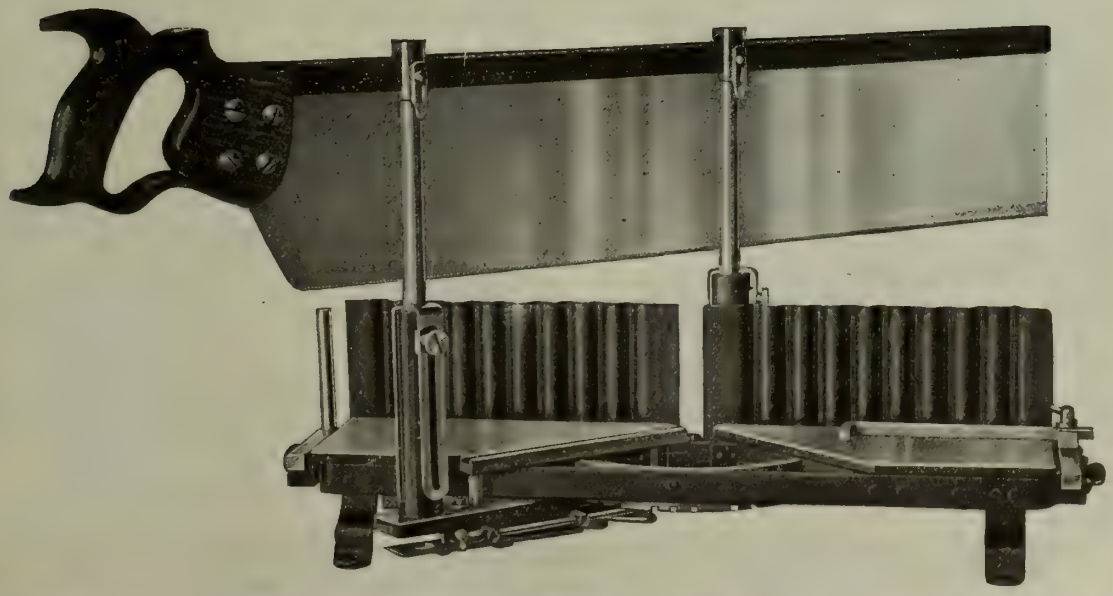
Good, strong Mitre Boxes made entirely of steel and trussed like a bridge. They are wonderfully durable and their accuracy is unquestionable.

No. 1244 With 24x4 inch Saw.
No. 1264 With 26x4 inch Saw.
No. 1285 With 28x5 inch Saw.
No. 1305 With 30x5 inch Saw.
No. 1306 With 30x6 inch Saw.
No. 1002 For 4 inch Saw.
No. 1003 For 5 inch Saw.
No. 1004 For 6 inch Saw.

**These Mitre Boxes may be obtained either with or without Extra Angle Attachments and Length Gauge**

## GOODELL-PRATT Company, Greenfield, Mass., U.S.A.

*Toolsmiths*

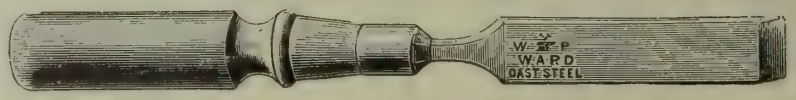


# WARD & PAYNE'S *Anvil* W P *Brand*

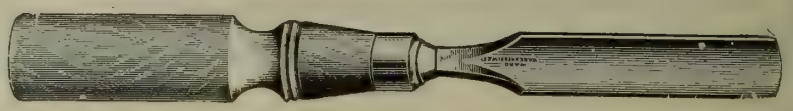


# CHISELS & GOUGES

Have stood the test 100 years




**Largest Makers of Light Edge Tools in the World.**



**Ward & Payne's Celebrated Light Edge Tools** are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

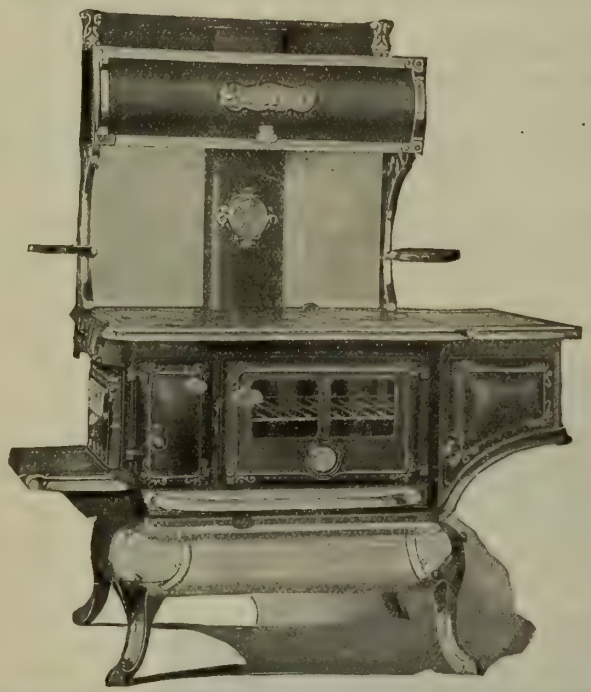
War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

## WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLIE, 62 Temperance Street, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.



# Good Ranges Are Always in Demand

THERE are dozens of families in your locality who would buy new ranges if they were only convinced that they could get a better range than the one they have.

Here is your chance to make extra profits! Demonstrate to them Souvenir Ranges—and point out the features which make these ranges give such exceptionally satisfactory service.

Souvenir Ranges bake perfectly and meet all the demands of the most exacting housewife. Special corrugated linings add life to the fire box and heating service to the oven.

If you are not selling Souvenir Ranges now, write us for particulars and prices. We offer dealers a very attractive proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"




NO. 2 "RELIABLE" FACTORY NO. 1 "RELIABLE" FACTORY

# Consumer Demand Makes Enlarged "Reliable" Plant Necessary

ANOTHER milestone is passed. Reliable factory No. 2 is now busily engaged helping factory No. 1 supply the greatly increased demand from buyers everywhere for the high quality, "Lively and Lasting" Reliable line.

Send in your orders. We will take care of them. Our new plant gives us greatly increased factory capacity and every order for Reliable Batteries and Reliable Flashlights will be **promptly** filled.

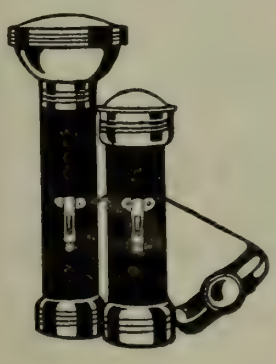
The big consumer demand for Reliable products will continue because it is based on quality. Stock up, there is more profit and more satisfaction for you in selling Reliable Flashlights and Reliable Batteries than there is in almost anything you can name.

If you do not carry Reliable Batteries and Reliable Flashlights, you are keeping profits away. Do not wait for the salesman to call, write or 'phone your jobber to-day.

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA



**RELIABLE**
TRADE MARK
*Canadian Products*
*"Lively and Lasting"*



# *The Value of the Business Press to Business Men*

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

*"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.*

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

*"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."*

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

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The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

**TRADE NEWSPAPERS**

| | | |
|---|---|---|
| Hardware and Metal | Canadian Grocer | Dry Goods Review |
| Men's Wear Review | Bookseller and Stationer | Sanitary Engineer |

**TECHNICAL PAPERS**

| | | |
|---|---|---|
| Canadian Machinery | Canadian Foundryman | Marine Engineering |
| Power House | Printer and Publisher | Can. Motor, Tractor and Implement Trade Journal |

**MAGAZINES**

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

## The MacLean Publishing Company, Limited

**153 University Avenue, Toronto** **Southam Bldg., 128 Bleury Street, Montreal**
**1207 Union Trust Bldg., Winnipeg, Man.**

# The BIG SELLER

**At The Cutlery Counter**

**The PROFITS will surprise you**




The Canadian Housewife
prides herself on her kitchen.

She is always willing to pay well for a superior article.
And she dearly appreciates an actual improvement.

In the

## *Lightning* THIN SLICE BREAD KNIFE

she will immediately recognize a knife that fills a real need in her kitchen, a knife as different from the ordinary clumsy, inefficient, always-dull knives as night from day.

Thousands of Canadian women know the *"Lightning"* through our continued advertising campaign in "Good Housekeeping" Magazine.

The demand is created—it is left to you to furnish the supply. Attractive "silent salesman" furnished for your show case or window.

**The Leading Wholesalers will supply you**

***Ask us for Descriptive Matter***

## WIEBUSCH & HILGER, LIMITED

**106-110 Lafayette St., New York City, N.Y.**

***Canadian Selling Agents:***

**JAMES GERARD KERR, 410 St. Nicholas Bldg., Montreal**




# Your Best Seller

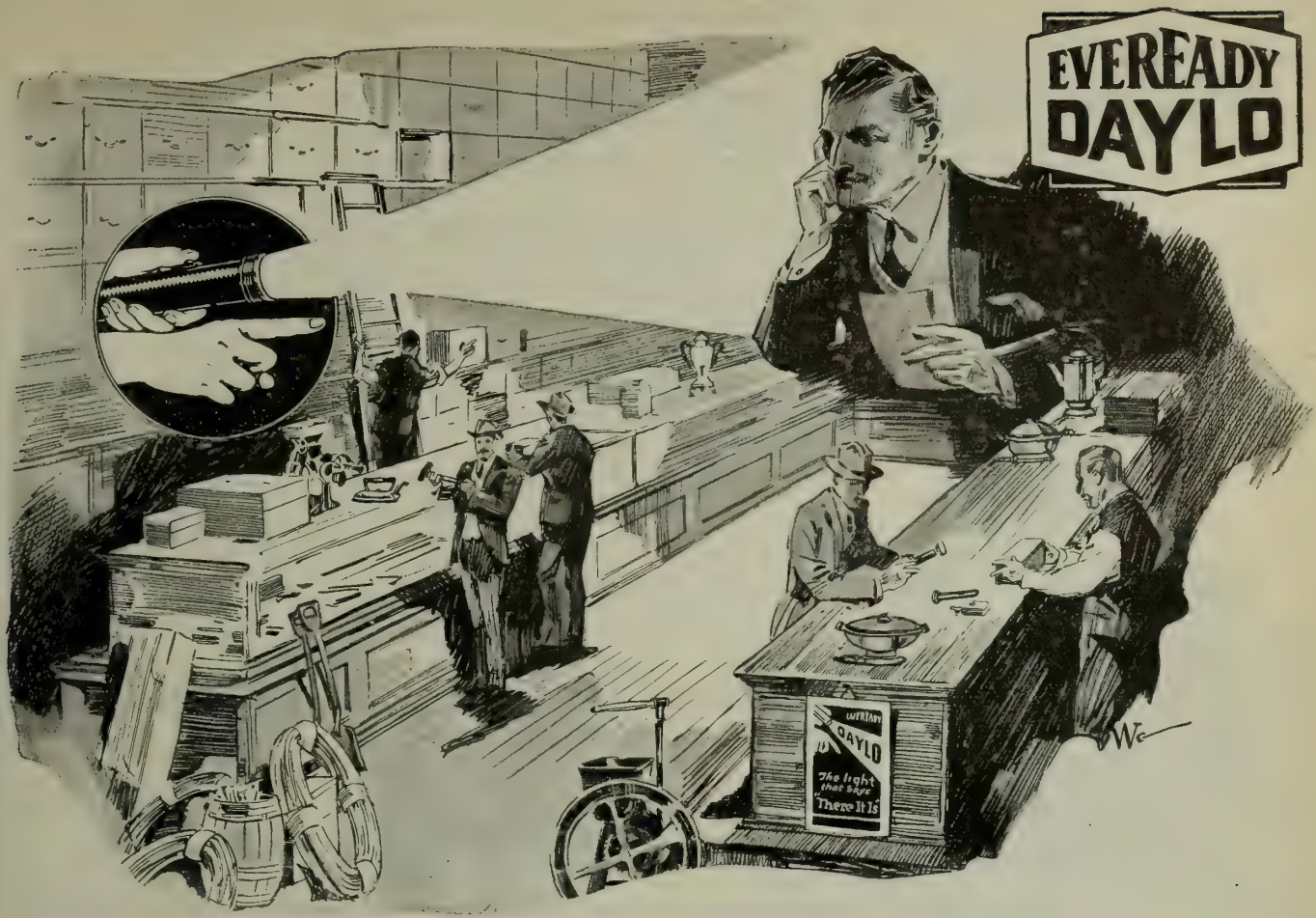
LOOK around your store. What line of goods have you that makes better Christmas gifts than DAYLO?

Isn't there a DAYLO within the range of every buyer's pocket-book; isn't there a DAYLO suitable to give everyone?

Isn't DAYLO an ideal Christmas gift---combining beauty with year 'round usefulness?

There are literally thousands of people who have already put DAYLO on their gift list. There are thousands more who will do so when our strong Christmas advertising appears. And there ar still other thousands who need only to be shown






# *For* Christmas

the suitability of DAYLO for this purpose to get them to buy.

Your share of these sales can be big if you have an adequate stock for your customers and sufficient variety to make a good display of the lights.

Order from your distributor to-day. Don't wait until the present stock gives out.

CANADIAN NATIONAL CARBON CO., LIMITED
Dept. 213, Toronto, Ontario



# COBBLER OUTFITS

Our catalogue lists quote an assortment of cobbler outfits. We will gladly give further details on request.




## MORE IN DEMAND THAN EVER

The average handy man to-day is keen to economize, particularly in the matter of footwear. Where there is a family of growing boys and girls the cost of upkeep in boots and shoes is a continual worry. A positive saving in this regard is readily effected through the use of a handy cobbler outfit, such as we illustrate, and many dealers report an increasing demand for this article. If you have not these in stock, we would strongly advise featuring prominently in your store a few of the various outfits which we have ready for immediate shipment.

## Taylor-Forbes Co., Limited

**Head Office and Works:**

**Guelph, Ont.**

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.

H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



# Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

*Look on Drawings for*

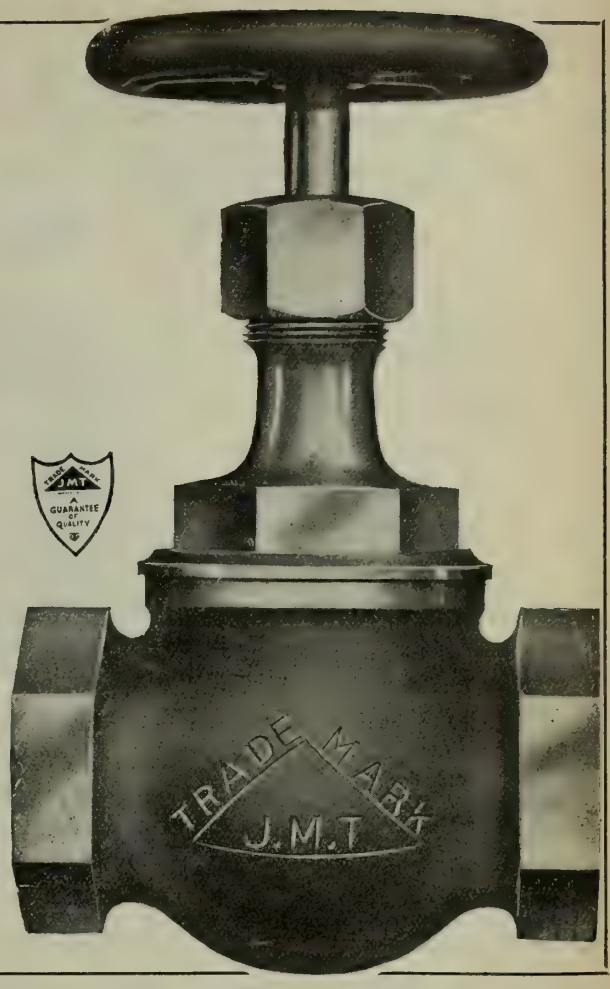
# "J.M.T."

*It's on most specifications*

**Morrison Valves** are so well known to men in the mechanical field that they seldom think of specifying others.

Engineers, draughtsmen and designers are responsible and answerable for the work they plan, so their action infers perfect confidence in Morrison Products. Customers buy them readily for the same reason.

**James Morrison Brass Mfg. Co.**
LIMITED
93-97 Adelaide Street West - Toronto







A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

(Flame Spreader Type)




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.

**The Schultz Manufacturing Company**
LIMITED
HAMILTON, CANADA

***Give us your Wholesaler's name and we will send you a sample***



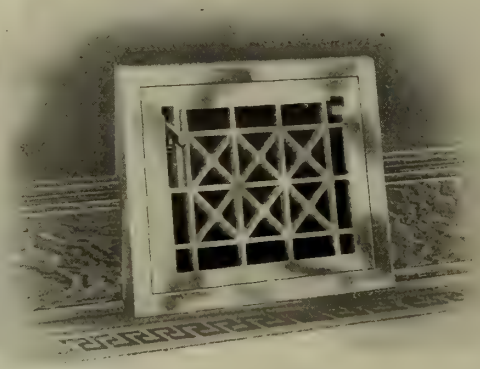
Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Quickset Register

Cast Iron, Semi-Steel and all Steel.

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

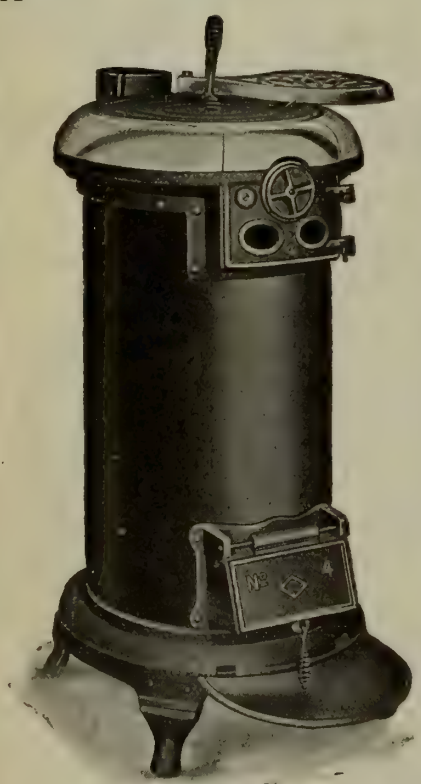
In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

**TUTTLE & BAILEY MFG. CO. OF CANADA**

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.

Beaver A



Beaver D



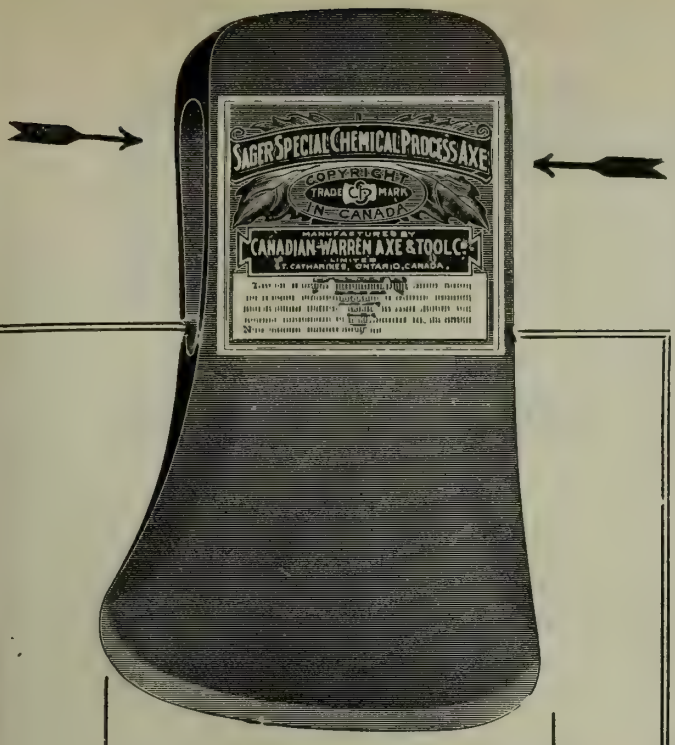
**All the Davidson Selling Features Are in Beaver Heaters**

Here are heaters constructed on the famous Quebec Heater principle. They are supplied with or without grates as desired. These "Beavers" are lined with fire brick and the bodies are of extra heavy blued steel. In appearance and durability also, they satisfy customers, making for you increasing, permanent trade.

We fill orders promptly for these excellent, popular heaters in sizes 2, 3, 4, 5 and 6, either plain or nickel-plated.

**The Thos. Davidson Mfg. Co.**
Limited

Toronto Montreal Winnipeg




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



Soo Line
Logging Tools

# Steady Demand For Famous Five Files

The demand for famous Five Files is greater than ever.

Unvarying quality has made them the standard files for all kinds of work in wood or metal.

The dealer who stocks Famous Five Files does not need to explain and apologize. The market is there; he has only to supply it.

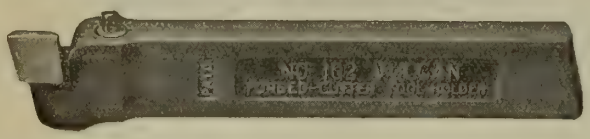
Sell them. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by



# Announcing—



WILLIAMS' "Vulcan" Forged-Cutter Tool Holders give unequaled service to those who prefer the solid, forged-type of cutting tool. Each Holder, by the mere insertion of small High Speed Forged-Cutters, is adapted to the heaviest service on Lathe, Planer, etc.

The economy and convenience of this line, when installed as standard shop equipment, is at once apparent, as all blacksmith work, to say nothing of the very considerable investment necessitated by heavy, solid forged-tools of costly High Speed Steel, is eliminated.

Absolutely simple in construction, yet possessing all the advantages of the solid tool without its expense.

Cutters, drop-forged from the finest grade of High Speed Steel, in stock in a great variety of sizes and types, finished and hardened ready for use.

*Ask for descriptive booklet*

J. H. Williams & Co.
30 Richards St., Brooklyn, N.Y.

---

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Alberta, Saskatchewan and British Columbia

**Williams' "Vulcan" Forged - Cutter Tool Holders**

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

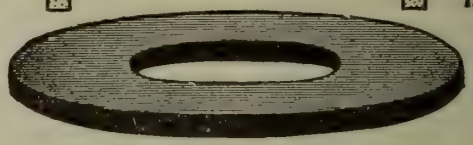
**Walter Woods & Co.**
**Hamilton and Winnipeg**

## Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

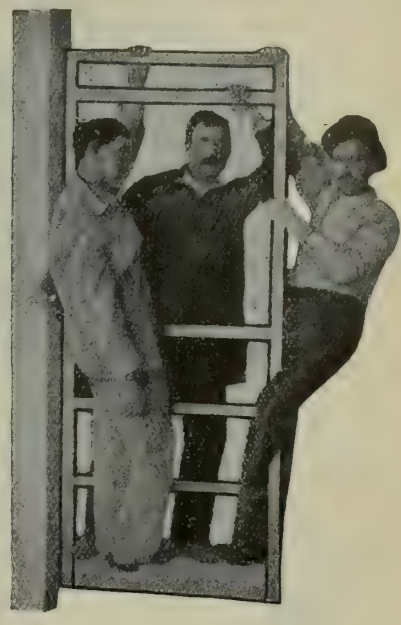
**We Guarantee Quality and Service.**

---

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**



# "KASEMENT" SCREEN DOORS



## Are the EASIEST FITTING and STRONGEST Screen Doors Made

The illustration at the right shows three men (weight 496 pounds) swinging on a stock "Kasement" frame, the same door when proven with a square immediately afterwards, showed no signs of sagging. "Kasement" doors are rapidly winning favor with the trade and the public----the people want "Kasements." Get your order in early.

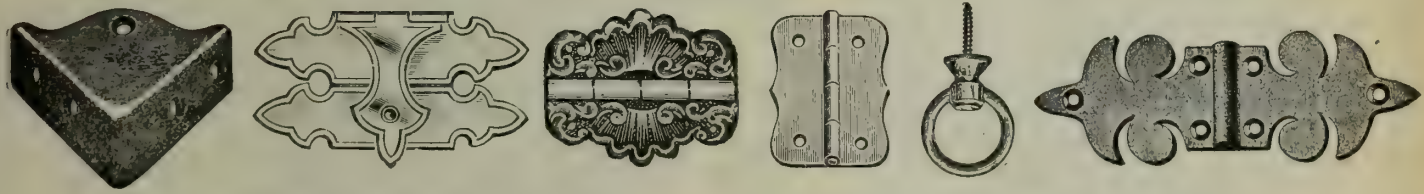
**KASEMENT SKRENE DORE CO.**

**183 Church Street -:- TORONTO**

# THE BRAINERD LINE



## HARDWARE FOR CHRISTMAS GOODS



HINGES—CORNERS—CATCHES—TRAY HANDLES—BOX LOCKS—HASPS
BOX HANDLES — ESCUTCHEONS — KNOBS — PULLS — CARDHOLDERS



## THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

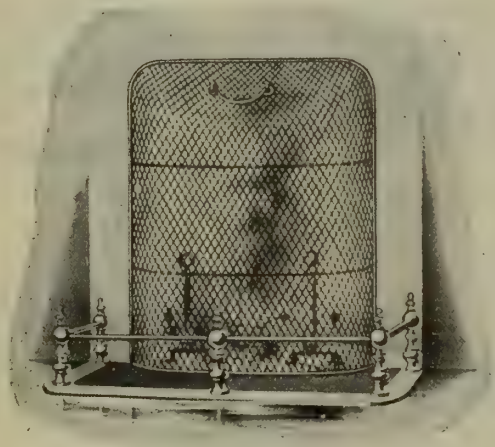
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**



## Fire-place Screens
## Wire Balcony Guards
## Wire Counter Guards
## Wire Grilles
## Wire Partitions
**for tool-rooms and stock-rooms**
## Heavy Wire Baskets

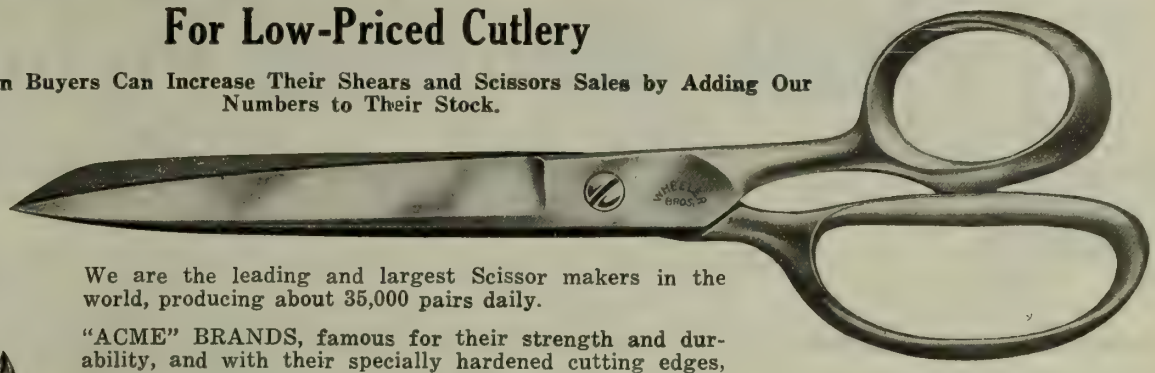
## C. H. JOHNSON & SONS, LIMITED

**WIRE WORKS: St. Henry, MONTREAL**

# "ACME" SHEARS AND SCISSORS ARE STANDARD

## For Low-Priced Cutlery

**Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.**




We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

**Have you seen our new No. 5 Catalogue? Let us mail one to you.**



## THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

**Incorporated 1882**
**Cap. Stock, $500,000**

**Canadian Agent: Mr. A. J. McCrae**
**23 Scott St., Toronto**

# Every Horse Owner Needs These Pads

Tapatco Stapling Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.



## That's Why the Sales Are Steady and Profitable

Merchants like to handle lines that are in demand—they naturally prefer lines that sell freely all the year through. They have found such a line in Tapatco Horse Collar Pads—and one that never fails to give satisfaction.

By a little extra effort it is possible for a merchant to increase his sales of this profitable line. By telling customers how important it is to provide such a pad for all horses he can convert more people to its steady use. He can easily point out the loss a farmer suffers when horses are laid off because of sore shoulders—he can offer Tapatco Pads as a sure means of avoiding galls, bruises and chafing. An examination of the Pad by the customer usually completes the sale.

Feature Tapatco Pads in this way—and you will find it possible to double your sales of this profitable line.

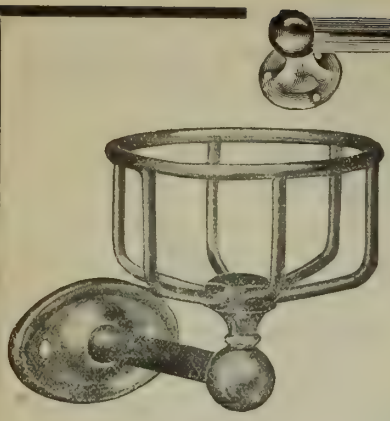
**TAPATCO** REGISTERED TRADE MARK **BRAND**

## COLLAR PADS

### TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.
STYLES—Gauntlet, Knit Wrist and Band Top.
WEIGHTS—Heavy, Medium and Light.
MATERIALS -- Leather Tip, Leather Faced, Jersey. Gloves and Mitts in Tan, Slate or Oxford.

## American Pad & Textile Company, Chatham, Ont.



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
Duchess and Ontario Streets, Toronto, Ontario

MADE IN CANADA

## Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

**A B. Jardine & Co.**
LIMITED
HESPELER, ONT.

**Manufacturers OF**

# WIRE

HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

## LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

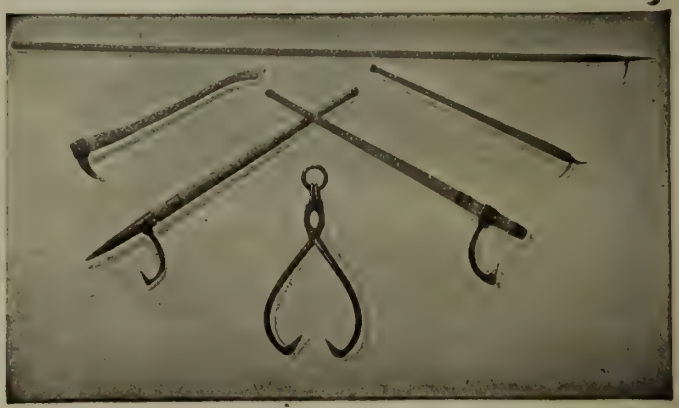
We manufacture all kinds of lumber tools. Light and Durable.

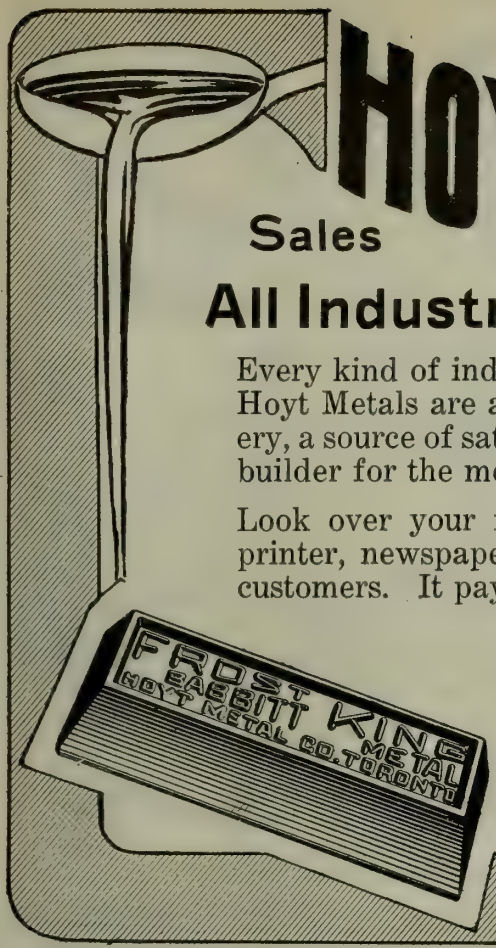
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**
Manufacturers of Lumber Tools
Pembroke Ontario






# HOYT METALS

Sales Profits

## All Industrial Plants Are Prospects

Every kind of industry in your vicinity has uses for Hoyt Metals. Hoyt Metals are an insurance to the owners of valuable machinery, a source of satisfaction to the engineer and a splendid business builder for the merchant.

Look over your neighborhood—the factory, the publisher, the printer, newspapers, tinsmiths and a host of others are your customers. It pays you to sell Hoyt Metals.

## HOYT METAL COMPANY

| Factories : | Sales Offices : | |
|---|---|---|
| TORONTO | TORONTO | NEW YORK |
| LONDON, ENG. | MONTREAL | ST. LOUIS |
| GRANITE CITY, ILL. | WINNIPEG | DETROIT |
| PERTH AMBOY, N.J. | LONDON | CHICAGO |
| | | SAN FRANCISCO |




FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

# JENKINS BROS.
## Globe and Angle Valves
### Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada

*Write for Catalogue No. 8*

## JENKINS BROS., Limited

103 St. Remi St. MONTREAL

6 Great Queen Street, Kingsway, London, W.C. 2, England

# VOL-PEEK



FIRST AID IN THE KITCHEN -

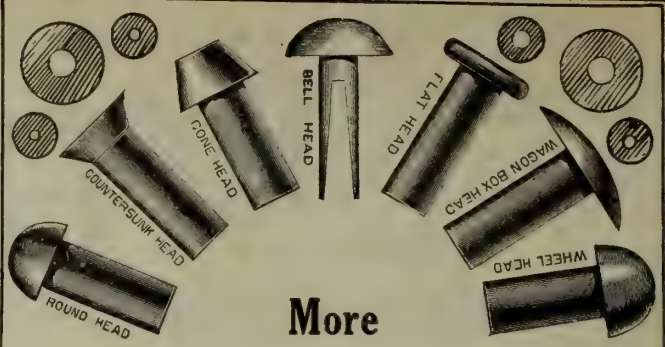
## IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

**H. NAGLE & CO., Box 2024, MONTREAL**




## More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



## The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

# Perfection Sanitary Brushes



Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

We are the original manufacturers in Canada of High-grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

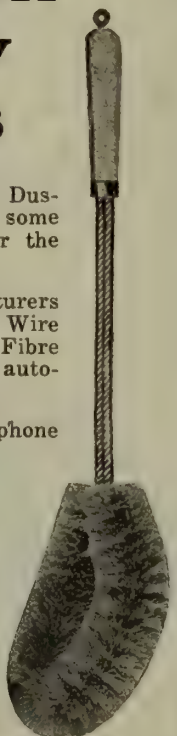
For further information, 'phone Park 250, or write—



Radiator Brush No. 35.

## The Perfection Sanitary Brush Co.

1118 Queen Street W.
Toronto



Lavatory Bowl Brush No. 2

# REED'S ECONOMY ROTARY ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

## Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

**GERMANTOWN LAMPBLACKS**

in

**ENGLAND and AMERICA**

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

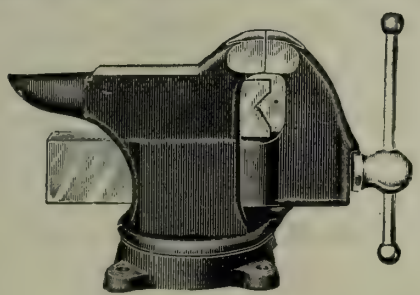
Suppliers of Bulk Blacks to the highest class Grinding Trade.

**THE L. MARTIN CO.**

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

# ROCK ISLAND VISES

*A Type and Size for Every Service*



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

**Rock Island Mfg. Co.**
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

# FACTORY GLASS

We specialize in factory glass, carrying at all times a full stock of either wire, cast or figured glass.

Why not get after the factory trade in your district?

In addition to this we carry window glass and plate glass. Manufacture leaded glass and mirrors.

**Ontario Plate Glass Ltd.**
Successors to Leeks & Potts Ltd.
Hamilton, Ontario

# MAPLE LEAF SAWS




**THE PREMIER**

*The Premier Leads; others follow*
*Cresent Ground - Easy Running*
*Easily Fitted - Racer's Favorite*
*The Fastest Cutting Saw Made*

*Repeat Sales assured to every dealer*
*The Largest ALL CANADIAN Saw Manufacturers*

***Shurly-Dietrich Co., Ltd.***
*Ottawa Vancouver Galt*

# Ash Sifting Season




## Something Definite to Sell

Trying to push an ash sifter with no definite selling features consumes time in which you could make other sales.
The Samuels Sifter has a host of good talking points as shown above. Your customers sell themselves with the Samuels'.

## J. Samuels

**275 Queen St., W. Toronto**

# TRADE MARK Red Devil Tools




It's easier—and more profitable—to sell a tool the customer knows and accepts than one which has to be "talked up."

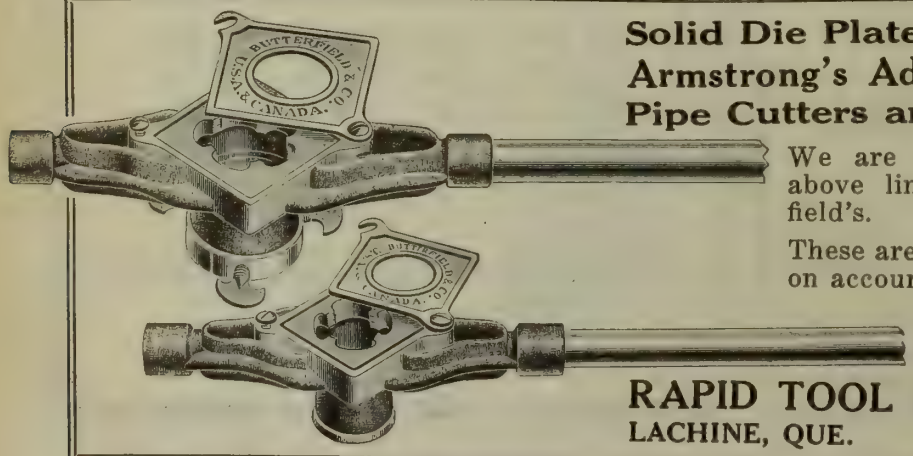
Backed by quality, "Red Devil" advertising—read by millions—is constantly making more tool users who know that the "Red Devil" trade mark stands for quality and service.

*It will pay you to investigate the "Red Devil" Line.*

## Smith & Hemenway Co., Inc.

**89 Coit Street Irvington, N.J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.




## Solid Die Plates
## Armstrong's Adjustable Stock and Dies
## Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

## RAPID TOOL & MACHINE CO., LTD.

**LACHINE, QUE. Branch: IBERVILLE, QUE.**



# MONEY MAKERS FOR YOU




**Quality Hardware made STAPLE by Years of Satisfaction to the User.**

*Jobbers, have you catalogued?* *Retailers, have you ordered?*

**Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps**

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes we imprint them, too.

ASK FOR CATALOG NO. 25HM.

9 F

**Niagara Falls Metal Stamping Works**

237-239 Tenth Street Niagara Falls, N.Y.




QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

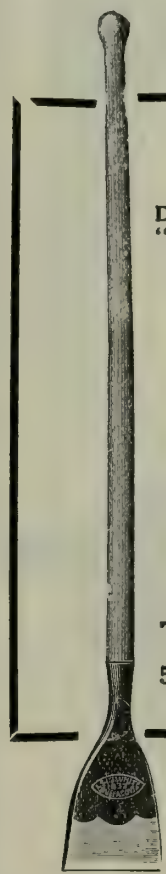
**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**

ST. THOMAS . - ONTARIO



## Warning

**Don't wait till the last minute and say "Rush" for we can't do it.**

**Order Now**

**for December delivery**

**Sidewalk**

# Ice Chopper

**Laid Steel**

***Made just like a chisel.***

*Every order means a re-order for they are a fast Seller. Good Profit too.*

**The L. & I. J. White Co.**

55 Columbia St. Buffalo, N.Y.

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

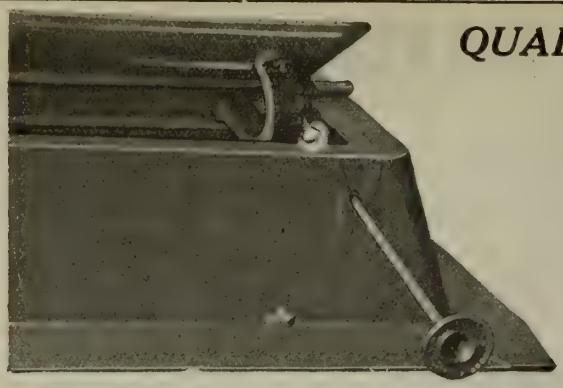
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

**THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.**



*QUALITY* *SERVICE*

THE

**Barton-Netting Co.**

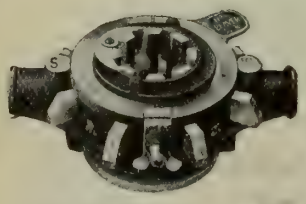
LIMITED

9-11-13 East Pitt St. Windsor, Ont.

**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

*OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY*

# Constant Sales Increase

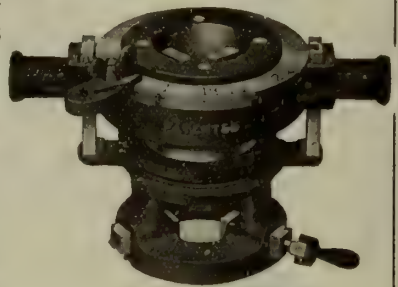


6 Beaverette to ¾ inch.

This efficient little die stock has been about 10 years on the market with constantly increasing sales.

The only tool that threads ¼, ⅜, ½ and ¾ without changing dies or bushings. Two sets of dies are operated by one handle.

Beaver 25 and 26 1 to 2" are alike except that 26 has ratchet attachment. They operate on the Beaver receding die principle—the further you thread the easier the labor. A man of ordinary strength can cut a 2-inch thread with one hand. Together these tools cut ¼ to 2-inch pipe without change of dies or bushings.



No. 25 Plain 1 to 2 inch.

**Borden-Canadian Co.**

110 Church Street - Toronto



**No. 201 9-Inch Spout**

# All-Way Oil Gun

**Saves 50% on Oil Bills**

For Automobiles and all types of machinery. Fitted with a 9-in. spout. In using the ordinary oiler much oil is lost in attempting to reach awkwardly situated oil holes. The saving of oil from this feature reduces oil bills 50%.

The All-Way Oil Gun reaches anywhere by means of a flexible spout that may be bent to suit any place that must be reached.

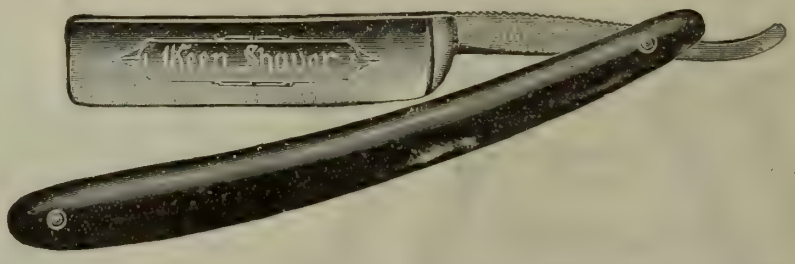
All-Way Oilers have a special cleaning device at the end of the spout which insures their being always ready for use.

*See the All-Way Oiler, R.R. Oiler, Combination Funnel and Filler, etc.*

**All-Way Oiler Mfg. Co.**

196 King Street West
Toronto, Ont.

**Satisfaction to Gentlemen**




**Only One Quality Made. Fully Warranted**

**Beautifully etched and finished. The most favored of our Razors. Perfect concaved and set ready for use.**

TRY THE RAZORS AND BE CONVINCED.

**GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.**

Canada Office: 140 McGill Street, Montreal

# Building Activity



# Increases Greatly

Building permits are increasing greatly. You will need Builders' Hardware.
We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**Ask for information.**

**The Stratford Brass Company**
Limited
STRATFORD, ONTARIO



# ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
Limited
St. Catharines
Ontario



# "Duluth" SECTIONAL Hardware Store Fixtures

save time and money. Make sales and enhance the appearance of your store.

Every hardware dealer desiring to increase the efficiency of his selling staff can use "Duluth" Fixtures with a great deal of profit. The installation cost is small compared to the benefits to be gained.

Mail us a sketch of your floor plan and we will freely give you suggestions for the proper arrangement, together with prices on a complete equipment.

***May we send you our new booklet "Cutting Costs and Increasing Sales?"***

**Duluth Show Case Company**
DULUTH, MINNESOTA, U.S.A.

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

Do not stand and wonder where you can procure any particular line in hardware. That's ours!

We shall assemble all your requirements and dispatch in one consignment.

Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

*Hardware Exporters*

**45, 47 and 49 Mains St., off Waterloo St., Glasgow**

---

EVEREADY DAYLO

## We Are The Leading Distributors

**and Make Immediate Shipments from Our Complete Stock**

*MAIL US YOUR ORDERS OR WRITE FOR CATALOG*

**Our reputation has been won by our efficient service**

EVEREADY DAYLO

**SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL**

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**THE PROGRESSIVE MANUFACTURING CO.**

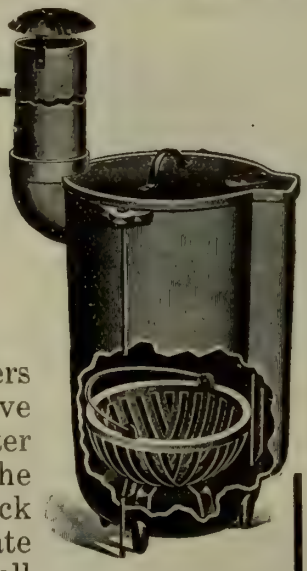
**Torrington, Conn., U.S.A.**

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

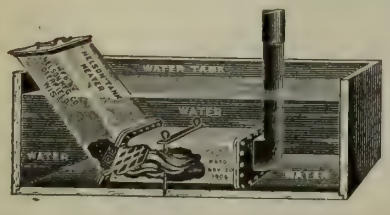
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MEHASCO

## STOCK TANK HEATERS

We keep to the front with the best sellers in Stock Tank Heaters, and you can have from us the Harvard Basket Grate Heater in either 16 or 19 inch diameter; the Down Draft Junior or Senior, the Black Jack Cast Iron Heaters with Basket Grate in 14″ and 17″ Diameter, and the well known Nelson Heater. By buying a year ahead we have been able to get a price that will be interesting to you.




**Write us for our Catalog and price list.**

**Merchants' Hardware Specialties, Limited**

CALGARY

---

## Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

*Try It Out.*

**Hardware and Metal**

***Classified Advertising Section***

**143-153 University Ave., Toronto**

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When writing to advertisers kindly mention this paper.



Type No. 3005 Adjustable Tension

TRADE CHICAGO MARK

**SPRING HINGES**

TRADE CSB CO MARK

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

**Chicago Spring Butt Company.**

CHICAGO NEW YORK

*Send for Catalogue M-36*

# CANE'S Clothes Pins



**NOT "Just Clothes Pins"**

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

**Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.**

**The Wm. CANE & SONS Co., Limited**

MANUFACTURERS

Newmarket Ontario

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

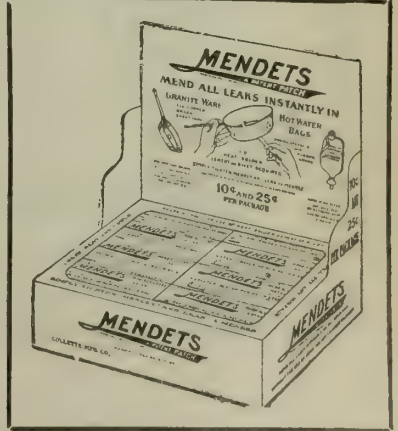
***Manufactured in Canada***

**MENDETS** A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

**Collette Mfg. Company, Collingwood, Ontario**



# Gillette

## SAFETY RAZORS

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER



have always been popular Christmas sellers.

When $5.00 was $5.00 Gillette Razors were a profitable line to carry.

To-day, $5.00 usually purchases what used to be a $2.50 gift. But to Gillette buyers $5.00 is still $5.00. THE price and value of the Gillette Safety Razor are exactly the same as before the war.

This fact and the Christmas advertising in the newspapers and on the posters, which is stronger than ever, are making Christmas, 1919, "The Biggest Gillette Season Yet."

**THE GILLETTE SAFETY RAZOR CO. OF CANADA**
LIMITED
73 ST. ALEXANDER ST., MONTREAL, QUE.

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, NOVEMBER 15, 1919 No. 46

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

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## HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone, Central 12960. Cable Address: Atabek, London, England.

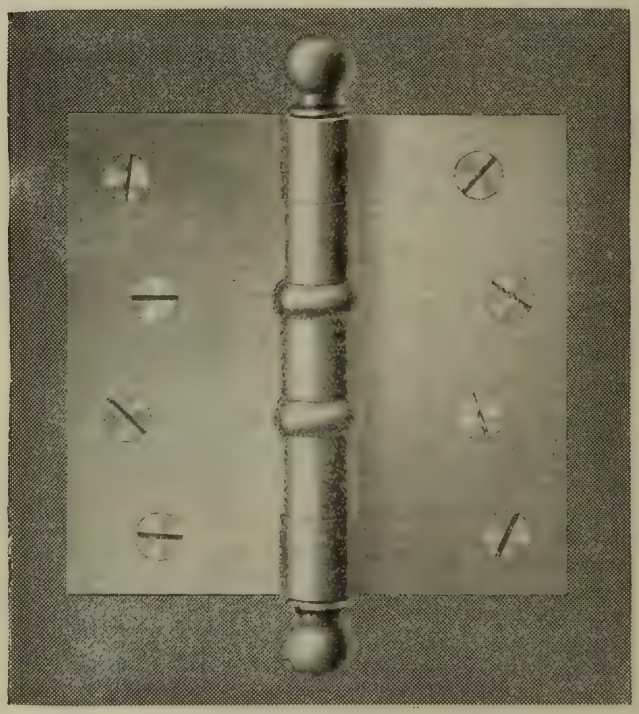
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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

# "Don't say 'Butts' say 'STANLEY Butts'" says




WHEN you sell butts let your customers know that they are **Stanley** Butts. Don't refer to them as butts, but as Stanley Butts. Many of your customers have read our advertisements in the magazines. They know the name Stanley and all it stands for. Make the most of what your trade knows about your goods.



STANLEY B B241

Stanley Ball Bearing 241 Butts are the regular Stanley 241 with Stanley ball bearing washers fitted in the joints and equipped with Stanley non-rising pins.

The leading building hardware stores are now carrying a complete stock of Stanley Ball Bearing Butts. They find it advisable to be in a position to fill promptly the ever-increasing demand for all kinds of Stanley products.

Almost every jobber has a stock of Stanley Ball Bearing Butts from which you can order any time your demand for them suddenly overtakes your supply.

## THE STANLEY WORKS

NEW BRITAIN, CONN.

NEW YORK CHICAGO

*Canadian Representative :*
*A. MACFARLANE, LTD., MONTREAL*

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, NOVEMBER 15, 1919 No. 46

# Gives Auto Accessories Place of Honor

## Keeping Them Right Up at the Front Has Resulted in Rapid Increase in Turnover, Says George A. Hawkins, of Exeter, Ont. — Window Displays Are One of the Best Ads a Merchant Has

Based on an interview by C. E. PARSONS, of Hardware and Metal, with George A. Hawkins, of Exeter, Ont.

AUTO accessories have the place of honor in the hardware store of George A. Hawkins at Exeter, Ont., being located right up at the very front, just inside the door. As may be seen from the accompanying illustration, he keeps two show cases filled with them and he goes after the accessory business further by arranging window displays every few weeks.

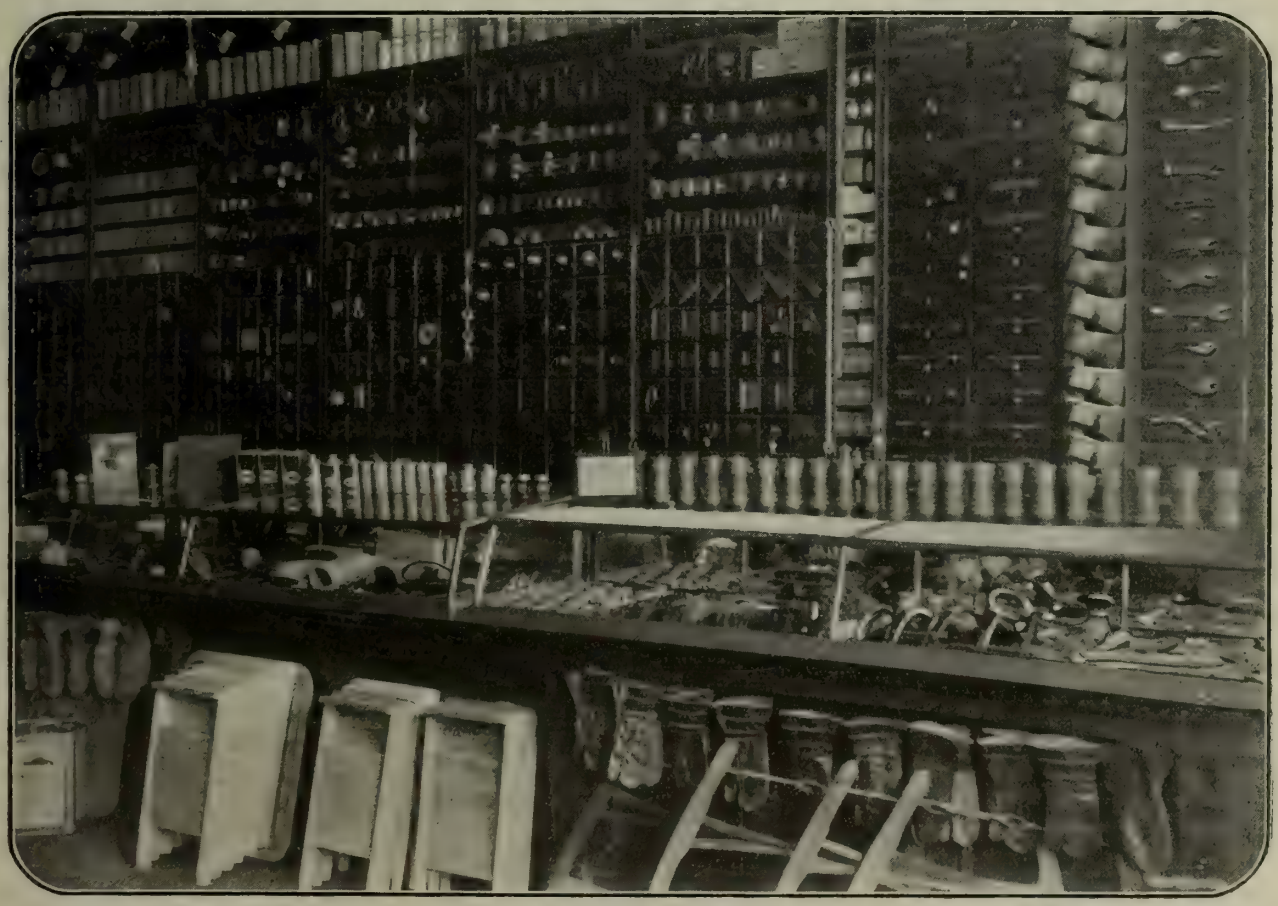
"This is the first season that we have been handling accessories on anything like an extensive scale," said Mr. Hawkins to HARDWARE AND METAL. "We started in a very small way as we wanted to make sure before we went ahead. Right from the first we have had a steadily increasing call for accessories, and we are planning to considerably enlarge our present department as we find car owners continually asking for things which we have not yet in stock. We are developing a nice business in accessories, and I am expecting it to develop into one of our best departments."

### Sells Batteries, Too

As will be seen from the illustration, Mr. Hawkins keeps electric batteries out where prospective buyers can see them. This has resulted, he says, in a steadily growing trade.

"We started with only a few," he said, "and now we sell more than a thousand every year, and each season the sales show a larger total."

Mr. Hawkins relies almost entirely upon his store and window displays for



*This show case display of auto accessories right up at the front of the store of George A. Hawkins of Exeter, Ont., is proving the foundation of what Mr. Hawkins says is going to develop into one of the best and most profitable departments in his store. Note also the display of axes, batteries and other goods.*



*This display of tin and graniteware is responsible for the stock being turned over eight times a year Mr. Hawkins says. His stove sales have been excellent and he attributes this in a large measure to his display.*

business, and he says both are producing most satisfactory results.

"Good window displays to my mind are one of the best ads. any merchant has," said Mr. Hawkins. "We try to keep our windows seasonable and attractive. There is no doubt at all about the results they produce in the way of increased sales, and we find that people are keenly interested in them."

**Display Important**

Store displays, he says, is equally important. People like to do their buying in a store where they can look at a quantity of new merchandise. Mr. Hawkins aims to keep something new out before his buying public all the time. The merchandise is frequently changed around and at all times it is kept looking at its best.

As may be seen from the illustration, Mr. Hawkins has attractive and seasonable display of stoves. These are conspicuously arranged where everyone who comes in can see them. They are also arranged with a view of convenience of inspection. Mr. Hawkins says that very often women come in to look over the stoves, and they like to go from one to the other and investigate all the points that each has.

**Want Them Finished**

"The big call," said Mr. Hawkins, "is for a good stove, well and attractively finished. Price is seldom the consideration. Most people realize that they are not buying stoves every day, and a dollar or two is neither here nor there, provided the stove is what they think they want. Women usually bring their husbands in before making a final decision. The women often come in and get all the information they can about the stoves and decide pretty well in their own minds what they are going to buy. They usually, however, like to let the men have a look at the stove before the deal is closed."

Mr. Hawkins frequently takes an old stove in a deal for a new one, and figures on making at least as much, and often more out of it.

**Does Cash Busines**

He does as nearly as possible a cash business, and says he finds the farmers generally are anxious to buy in that way. Exeter is the centre of one of the finest farming districts in Huron county, and the farmers are prosperous and good buyers. The town has a population of 1,600, and Mr. Hawkins says it is a common sight on Saturday evenings, especially through the summer months, for the streets to be so lined with farmers' automobiles that it is practically impossible to get through. Fully fifty per cent. of the farmers in the district own their own cars, and Mr. Hawkins is after their business in auto accessories as well as other lines. He says the telephone is a big producer of business and that orders are frequently received over the 'phone from points many miles out in the country. These 'phone orders are given prompt attention, as Mr. Hawkins says that he finds that buyers appreciate prompt delivery and that it brings them back to the store for their next purchases.

**Turns Over Steadily**

Mr. Hawkins finds graniteware a steady and rapid seller, and says his sales in these lines show a steady growth. He attributes this to the fact that he always carries a complete stock and tries to display it as effectively as possible. The illustration shows the plan he follows for displaying these goods. It might be added that careful attention is given to keeping the stock in good shape, neatly arranged, dusted and so on. Mr. Hawkins says that this pays well, and he attributes to his general policy the fact that the stock turns eight times a year.

This season he added aluminum goods to his stock, and says that it has proven a good seller and has a distinct value from a display standpoint.

**Case of Shaving Goods**

Right in the centre of the store is a little display case that has paid for itself a good many times over. It contains razors, soaps, strops, shaving brushes and hones.

"The plan," said Mr. Hawkins, "is to sell the man who shaves everything he will require. It is working out well. It might be expected that the druggists who frequently cut prices on shaving

# The Christmas Window Contest

HARDWARE AND METAL will again offer eight prizes for the best Christmas window displays arranged by hardware merchants or their clerks.

The only condition in connection with this contest is that the windows must be dressed with merchandise for the Christmas trade. The contest is wide open and the winners will be those who in the opinion of the judges have put the greatest "pull" into their displays.

A window may look pretty and be absolutely lacking as far as results are concerned. People will simply look at this kind of a window, admire it and pass on. There are other windows, though, that bring them into the store because they carry a real message or buying suggestion. Arrange your window with this idea in view and then send in a photo of it and you have an opportunity of winning an excellent cash prize.

**EIGHT CASH PRIZES**

**Are Offered As Follows:**

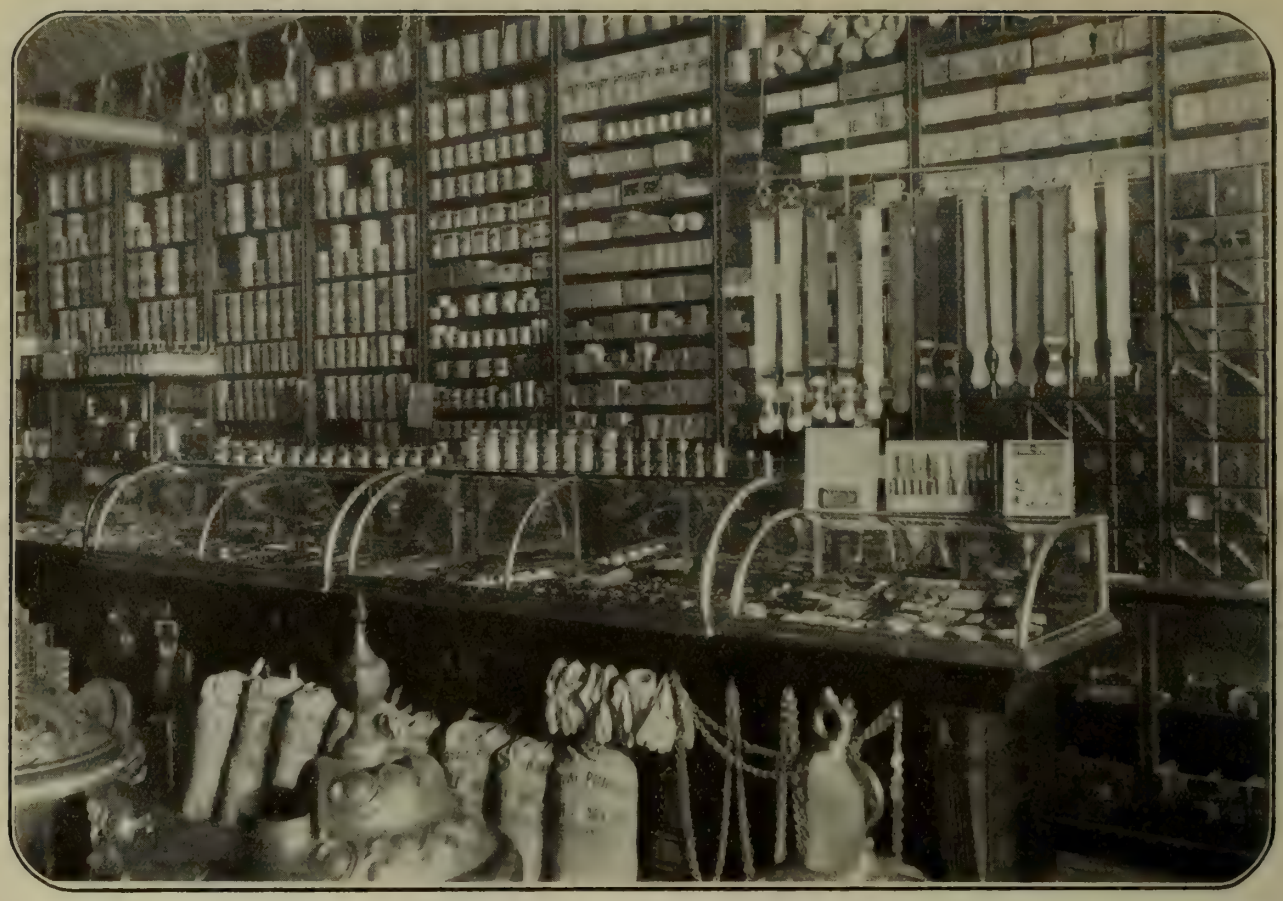
| (Places Under 5000) | | (Places of 5000 and Over) | |
|---|---|---|---|
| **First Prize** | **$10.00** | **First Prize** | **$10.00** |
| **Second Prize** | **5.00** | **Second Price** | **5.00** |
| **Third Prize** | **3.00** | **Third Prize** | **3.00** |
| **Fourth Prize** | **2.00** | **Fourth Prize** | **2.00** |

This means an absolutely fair and equal chance for the hardware man in the small town or the big city. The field is wide open to the window dresser with ideas.

The contest closes on Thursday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to "The Editor, HARDWARE AND METAL," 143-153 University Ave., Toronto, and marked "For Christmas Window Contest."

**Get Busy and Win a Cash Prize!**



*The case on the right is fifilled with everything required by the man who shaves and by selling him everything he needs Mr. Hawkins gets a steady repeat business for soap, blades, etc. The displays of bath-room fixtures have greatly increased turnover in these lines.*

soap and cream might get this business, but we do not find it so. Men come in repeatedly for fresh supplies of soap, blades, etc., and we are doing an excellent business as a result of that little display case."

Close by is another case that has proven that it has a real interest for buyers. It contains bathroom fixtures, and by keeping them right out where people can see them Mr. Hawkins says he has greatly increased his turnover in these lines.

**Stock Food Sales**

Another proof of the value of display is found in the sales of stock food. As may be seen from the illustration this line is kept out on the floor in front of the counter where it is readily seen.

"We find the sales show a steady growth," said Mr. Hawkins. "As much as possible we encourage the farmers to whom we sell most of this goods to buy in the larger quantities. Our sales have grown from a small turnover up to more than ten tons a year."

As stated above, Mr. Hawkins works as nearly as possible on a cash basis. He started at first by offering a discount of five per cent. This has since been changed to two per cent., and Mr. Hawkins says the plan is working out most satisfactorily in every way.

Paint sales this year have been among the best Mr. Hawkins has ever experienced. While he handles two lines, he says he really only tries to push one, and finds that he gets the best results in that way. The paint department is located at the side and at the end. Particular care is given to keeping the stock clean and nicely arranged, and at seasonable times Mr. Hawkins sends out literature to prospects all over his territory. He states that women are big buyers of paints and that they seem to be appreciating more than ever before its value in the home. The farmers of the vicinity, he says, are also good buyers of paint and keep their homes, buildings, autos and machinery painted regularly.

**Location Important**

"I believe that location is an important factor in getting business," said Mr. Hawkins. "Before moving to my present location which is as near the centre of the town as it is possible to get, I had a store down at one end. While business was good it was not nearly as good as it is in the new store. I get a great many customers now because they see my window displays and know about my store. I am where everyone who comes into town can see me and I find that it pays well in increased business.

## COMMERCIAL TRAVELLERS' ASSOCIATION OF CANADA NOMINATE REPRESENTATIVE

The general meeting of the Commercial Travellers' Association of Canada was held in St. George's Hall, Toronto, on Saturday last. C. J. Tuthill, president, was in the chair, and in his opening remarks congratulated the members on the continued prosperity of the association, the year closing having been, he said, the most prosperous in its history, notwithstanding that the association had contributed over $75,000 during the five years of war to the various funds called for by the Government and had also invested $400,000 on Victory bonds, making the assets of the permanent reserve over one and a half million dollars invested in gilt-edged securities.

The following nominations were made for the Board of Management for the incoming year:

Toronto Board—C. J. Tuthill, president; Walter Moore, first vice-president; J. H. Dodgson, second vice-president, and E. Fielding, treasurer.

Directors for Toronto Board—C. A. E. Colwell, Jas. G. Cane, John Cormack, John W. Charles, John Curtis, F. W. S. Davis, John Everett, R. G. Hector, M. Matthews, B. E. Miller, C. E. Prime, J. Angus Taylor, Geo. L. Willmot, Geo. G. York and F. J. Zammers.

For the Hamilton Board the following nominations were received of which nine are to be elected: C. C. Smye, first vice-president, and Geo. A. Matheson, second vice-president; directors for Hamilton Board—E. J. Fenwick, David

Continued on page 73

# Sees Big Business in Accessories

## Greatest Season Yet in Prospect for 1920—If Orders Placed Early Delivery Will be Possible—Unprecedented Conditions May be Anticipated

IF accessory dealers are able to secure what they require to meet the trade needs of 1920 they will be very fortunate. This is a plain fact borne out by the actual conditions surrounding manufacturers to-day.

In an interview with John A. Frazer, sales manager of Lewis Bros., Ltd., Montreal, HARDWARE AND METAL was informed that the outlook is one of great encouragement as far as actual business possibilities are concerned. When it comes to anticipating the procuring of stock, however, the situation commands close and special attention. In fact a condition prevails which has never existed before, and it will be well, indeed, if deliveries are maintained on as favorable a basis as that obtaining to-day, and which is, in many cases, considered far from pleasing or satisfactory.

Mr. Frazer had just returned from Chicago, where he attended the big convention of accessory manufacturers from all parts of the American Union. Here he met managers and presidents of the big manufacturing companies, and was thus able to discern and learn at first hand what conditions obtaining there, are.

### Still Away Behind

"None of the manufacturers of accessories," said Mr. Frazer, "have had time or been able to get a stock of raw material ahead since the armistice was signed. And just as they were beginning to get rid of the heaviest season's business in history, the steel strike came on. The newspapers tell us that some of the mills are running to 60 per cent. of their capacity. This may be true of some very small mills whose output is not a drop in the bucket, but the larger mills are not turning out 20 per cent. of their enormous output. Besides a very heavy European demand for steel of all kinds there is a building boom expanding all over the United States and Canada which makes matters worse. The steel mills have enough orders to last them for more than a year, and their deliveries to the manufacturer, of course, are going to be very, very slow.

### Increases Instead of Declines

"Added to this there are two more factors that must be taken into consideration.

"A great many jobbers anticipated a decline in price and have withheld buying. Now, when they are convinced that there are going to be no reductions in prices, and when they realize, furthermore, that there will be advances, they have jumped in and are buying feverishly. Disregarding the price tendencies, they are fighting for the best delivery that is possible.

"Then there is the matter of the coal strike. This affects the market conditions. If the steel mills are short of coal they cannot turn out the raw material for manufacturers. Providing the manufacturers have no coal, even though they may have steel, they cannot turn out their products."

Altogether, Mr. Frazer stated, that as far as his firm was concerned they were not anticipating the future probabilities of being able to get deliveries. They were placing orders for early shipment and much stock was already being received, while it is possible to procure it. And in conclusion: "A merchant who does not specify his spring requirements with some reputable house on whom he can rely to make delivery of the goods, and to protect him on prices, is very short-sighted."

# Big Problem of Steel Firms is How to Handle Huge Unfilled Tonnage

THE "Iron Trade Review," of Cleveland, has the following comment to make this week regarding the outlook in the trade:

"With the coal strike officially terminated and the steel strike in its last stage of dissolution, the factor of labor unrest has assumed secondary importance from iron and steel manufacturers. The chief problem at this time is how to handle the large tonnage of unfilled orders on which deliveries are past due and to accommodate the insistent demands of consumer for further material. Little progress has been made in reducing deferred obligations which have been piling up by reason of the loss of production during the past seven weeks; in fact specifications are still pouring in upon the producers in a volume that offsets the increasing output. It is clear large tonnages of undelivered 1919 orders must be carried over by the mills into 1920. One independent interest is credited with an order book of 150,000 tons in bars alone.

### Don't Want New Orders

"In view of this condition, producers are almost a unit in declining or discouraging the placing by buyers of new contracts for the first quarter. Nevertheless there is much pressure on the part of consumers largely to obtain an assured place on mill books. Pig iron prices are keeping up their steady advance as the demand exceeds the supply. A level of $32 for Northern foundry iron now is well established in the valleys at Cleveland, Buffalo, and other Northern points. In the East and in Virginia, No. 2X ranges from $33.25 to $35 furnace. Alabama makers are up to $30 for the base grade. Basic iron, which has been lagging behind other grades, has been sold in fair tonnages at from $27.25 to $27.70 valley. In the East, basic has taken an upward spurt of $6 a ton, and about 35,000 tons have been sold at $33 furnace. Smaller sales have been made at $29 furnace. Bessemer has been sold up to $29.50 valley.

### Rail Market Active

"The rail market continues to show much activity as the roads are looking forward to restored private control. At Chicago, Western lines are closing on orders for 1920 delivery totaling 150,000 to 200,000 tons. The New York Central system is about to come out for a large tonnage in the East, where the Erie Railroad is figuring on 20,000 to 30,000 tons, and the Pennsylvania lines east continue to negotiate for 200,000 tons. Belgium has placed 20,000 tons of open-hearth rails with the Steel Corporation for first quarter at a reported $5 advance. Car repairs for domestic roads placed at Chicago call for about 35,000 tons of steel. The Union Tank Car Co. has placed 4,000 tank cars."

### HERE'S A CHANCE FOR BUSINESS

A correspondent writing to HARDWARE AND METAL from Turtleford, Saskatchewan, says:

"There is no proper hardware store in Turtleford, but all the four general stores carry hardware lines and do large and important business. Carloads of wire, nails, and tools of all sorts are sold to dwellers in the far and fertile North, while the wives of farmers and ranchers find always a good assortment of wares to meet their ever-increasing demand. Builders' hardware is demanded quite briskly in this busy and growing town, and especially at times like the present when large and important public buildings are erected. The Canadian Bank of Commerce is erecting a building in Turtleford estimated to cost from $14,000 to $15 000. Galvanized water tanks are one of the hardware items in great demand here as water is hauled to each family from a spring out of town. The well water is alkaline.

Edwards & Rose, Lindsay, Ont.—Will you inform us who manufactures Dish Washers and Driers in Canada?

The above mentioned are not made in Canada. The following are some of the Canadian jobbers: McClary Manufacturing Co., 177 King Street West; The Gurney Foundry Co., Ltd., 500 King St. West; The Wrought Iron Range Co., 149 King St. West (all of Toronto).—Editor.

# Canada's Splendid Achievement

NOT only has Ontario passed her Victory Loan objective by a comfortable margin, but the province bids fair to add a hundred million dollars to the $225,000,000 which was the goal originally set by the committee. On Thursday, Ontario had won her honor flag; the $225,000,000 objective had been safely passed and $232,699,750 subscribed. This amount exceeds by $34,000,000 the amount subscribed up to the same time last year.

During the first three days of the week, Ontario subscribed over $50,000,000, and with a whirlwind finish which usually characterizes the closing days of the campaign the $100,000,000 asked for by the chairman, Mr. G. H. Wood, ought easily to be forthcoming. Ontario's financial strength cannot be more aptly illustrated than by a comparison of her subscriptions with the rest of the Dominion.

**Well Over Half**

Though returns on Thursday were not quite complete from all sections of the Dominion, it was evident that Ontario led the rest of Canada by some $59,015,612. Ontario has subscribed considerably over 50 per cent. of the entire subscriptions in Canada.

That the loan will be another decided success is now an assured fact. It seems a practical certainty that last year's response totalling $610,000,000 will, at least, be equalled.

**Dominion Returns**

On Thursday, the Dominion had subscribed, according to incomplete returns, $406,383,888. Only $200,000,000 more remains to be subscribed, and from the vast reserves of wealth which seem to be stored up in Canada, with an exact appreciation of the needs of the country for this money to discharge her war debts, with due regard for a sound and paying investment, it is pretty safe guessing that another record of financial achievement will be made in this Dominion. Some thirty-two units have reached their combined objective and 276 industrial establishments have won the Prince of Wales Honor Flag.

On the whole, Canada may again congratulate herself that she had done a good three weeks' work. No safer course in financing the great projects of this country could be devised than in borrowing the required amounts from her own people.

# Pointers on Making Profits Out of Seeds

A WESTERN Ontario hardware merchant wrote as follows to HARDWARE AND METAL this week: "Do you know of any firm which handles bulk seeds? This appeals to me as being rather a good line and I should like to know what some of my fellow hardwaremen think of it.

Secretary W. F. Macpherson of the Ontario Retail Hardware Association, to whom the matter was referred, writes as follows:

"I have your enquiry regarding sale of bulk seeds in hardware stores. I may say that I have been in the seed game for many years, as the hardware stores here handle the bulk garden seeds exclusively, as well as the bulk of the field seeds and grains, although the grocers always sell a few bags of clover and timothy.

If there is any line of goods where quality is paramount, it is in the seed business, and great care should also be observed in the matter of quantities purchased, as it does not pay to carry over much surplus stock on account of the loss in germination. These remarks apply more particularly to garden seeds —for instance parsnip seed is of no value the second year—other lines will grow after two, three or more years, but always with a loss in germinating power.

Seed catalogues and Government blue books give a lot of information along these lines. There is a good profit ordinarily in bulk garden seed—if weighed carefully. Certain expensive varieties it does not pay to carry in bulk, as the demand is largely for 10 or 15 cents' worth—so we always sell these lines in package as supplied on commission by the seed houses.

Field seed and grains are always sold on a close margin and should be sold on a spot cash basis to make it pay to handle. The requirements according to locality varies greatly, and advance knowledge should be acquired before placing orders. After a year's experience a dealer should make a success out of these lines in connection with a hardware business on account of being so constantly and closely in touch with gardeners both amateur and market, as well as farmers.

## CHANCE FOR TRADE IN AUSTRALIA

C. Hartlett, acting Trade Commissioner at Melbourne, Australia, advises as follows regarding tenders for material required by the Victorian Government Railway Department, Melbourne.

These tender forms are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer file No. 20603)

Tenders in conformity with the specifications are to be addressed to the secretary, Victorian Government Railways, Melbourne, Australia.

Particulars of the requirements are briefly outlined thus: —

No. 32600—Close: Jan. 21, 1920—11,152 gross iron and brass wood screws.

No. 32744—Close: Jan. 21, 1920—30 miles insulated copper wire.

No. 32746—Close: Jan. 14, 1920—5,600 pounds waste wool.

No. 32747—Close: Jan. 7, 1920—6 tons sulphate of copper for electrical purposes.

No. 32751—Close: Jan. 7, 1920—4,000 dozen fog signals.

## NEW AUSTRALIAN TARIFF RESOLUTIONS DEFERRED

Mr. C. Hartlett, Acting Trade Commissioner, Melbourne, writes as follows under date October 7, respecting the prospective tariff resolutions:

Contrary to general expectations, the new Australian tariff resolutions have not yet been presented to Parliament.

The situation at the time of writing is that the Prime Minister has decided to dissolve Parliament and go before the country early in December next, when a referendum will also be taken on the proposals to enlarge the existing powers of the Commonwealth constitution to deal with combines and profiteering, which will be made the principal plank in his platform.

It is therefore understood that action in regard to tariff matters will be deferred until the new Parliament meets early next year, although it is possible that the Prime Minister may decide to table the tariff during the present session.

# Sees Record Stove Trade for 1920

## Building of so Many New Homes Greatly Stimulates Business, Says Sales Manager—Farmers Are Big Buyers of Stoves and Usually Have Plenty of Money to Buy the Very Best

THAT the trade is freer of imported goods than in previous years, and that next year will possibly be perhaps the biggest year in history for the retailer in the sale of stoves, was the opinion expressed by Mr. C. E. Jones, Sales Manager of the Ontario branch of the Gurney Foundry Company of Toronto, to HARDWARE AND METAL. For the present, the Company is not suffering to any extent from the steel strike in the United States. Their stocks of raw material are well up; ultimately, however, if the strike continues, production must be affected. To some extent, they feel the delays in shipping, due to strikes of one kind and another, that go back even as far as the strike of the miner. If the miner does not produce, labor is affected right down to the man who puts the final touches on the high-grade stove.

### Shipments Held Up

"The United States steel strike is affecting us in this way," said Mr. Jones, "We have had cars of steel already to ship, but there they stay. We are alright so long as our material is in stock, but, sooner or later, this must overtake us. I am not sure of the exact figures, but I should judge that only one quarter of the people normally engaged in the production of raw material are now so engaged.

"Perhaps the trade is freer of imported goods than in former years," continued Mr. Jones, "and the Canadian prices, in comparison with the American prices, are better. Possibly, the Americans are feeling the strike in this respect more than we are; but, from our standpoint, this condition is encouraging and healthy and almost corrects the exchange which is now much more reasonable than it was some time ago."

### Building Helps Trade

Looking to the future from the standpoint of the retailer, as well as from their own standpoint, Mr. Jones predicted that new year would, possibly, be the best in their history.

"The building operations are already giving every indication of big trade, and already the sales show the result of these building operations," said Mr. Jones. "During the past year, speculative building in many towns and cities throughout the province was quiet; but there were abundant indications that there would be a distinct revival of this during the coming year in many towns in Ontario.

Mr. Jones could not say that the steel strike across the border was having any tendency, so far as he was able to judge, to promote the sale of gas or wood stoves at the expense of the coal stoves. In all lines, there was a natural increase in sales.

### Three Classes of Buyers

According to the Sales Manager, the farmer is still a little unappreciative of high prices and the higher cost of production, so far as stoves are concerned. There were, he said, three distinct classes of buyers amongst the farmers. First, there was the well-to-do farmer, who would have the best of everything, be it an automobile or a stove. Second, there was the medium class which made a happy compromise with his pocketbook and his comfort; and third, there was the labor class amongst the farmers which did not seem able to buy the best stoves shown on the market, nor had the inclination to do so.

For the present, business is good, says Mr. Jones. The weather is somewhat unfavorable to the trade, but with colder weather within a month or so, he believed that it would re-act to the advantage of the retailer.




*Everyone just now is interested in the problem of keeping warm through the winter and splendid sales of stoves are being made. Keep your stock out where the people can see it and keep it looking nice. Show cards will help emphasize various points that will be of interest to prospective buyers.*

# Judge Cuts Profit to 30 Per Cent. and Frowns on Monopoly

AN interesting decision was given at Sorel, Quebec, by Mr. Justice Bruneau, in a case involving alleged excessive charges for electrical installation. In his judgment rendered in the Superior Court he severely criticized a commercial coalition which he said had evidently been formed by certain tradesmen for the purpose of raising prices unreasonably, and in a manner opposed to the public good. In the instance decided one hundred per cent. profit was admittedly charged alike for goods supplied and work executed. The court cut down the profit to thirty per cent.

### No Price Agreed Upon

Napoleon Latraverse engaged J. Octavien Peloquin to make certain electric lighting installations in his hotel. No price was agreed upon, and when the work was concluded Peloquin sent in a bill for $325.82. Latraverse considered the charge was exaggerated and he engaged three qualified men to make an estimate of a fair value of the work. They concluded that $185.08 would be reasonable payment and Latraverse thereupon offered to pay Peloquin $200 in full settlement of his account. The offer was refused and Peloquin took action in the Superior Court to recover $325.82 from Latraverse.

### Examines Account

Mr. Justice Bruneau, in deciding the issue, made a detailed examination of the account, which was made up of a charge of $209.52 for materials supplied and $116.30 for labor. Defendant, His Lordship said, admitted that these sums included profits of one hundred per cent. under both heads, and the evidence revealed that the time charged for was exaggerated as well as the price. The work was executed in 1918, during which year the Judge said plaintiff had done business amounting to $20,000.

### Unfair Monopoly

The price he had charged in this instance was, according to the proof, the current rate at Sorel, which, it was said, had been fixed according to a convention between three electrical contractors in Sorel. This convention, Justice Bruneau said, constituted a monopoly. It was an act which annulled all competition, increased the price of certain things and enabled the parties to the agreement to enrich themselves at the expense of the public. While merchants were allowed to organize for the protection of their common interests, it was conditionally upon the public interests not being unjustly affected by unreasonable profits.

### Contrary to Liberty

"An understanding such as that which intervened between the plaintiff and the other electrical contractors of Sorel," said Justice Bruneau, "is contrary to liberty of commerce, work and industry, as tending to give them prices higher than what free competition would give."

The court could not be held to follow the understanding in deciding the present case and the Judge said, it was in vain that plaintiff urged that the prices as charged were the same that had been up to the present time accepted and paid by the public of Sorel.

### Allows 30 Per Cent.

In the circumstances established by the evidence, the Judge said that plaintiff ought to have been satisfied with the offer of $200 which defendant made to him in full payment for the work done and materials supplied. Judge Bruneau concluded by placing the value of the plaintiff's work at $152.01, to which the court would add thirty per cent., which the Judge considered was a fair profit. This made a total of $197.61, and at thirty per cent. profit would give the plaintiff an income of $6,000 for the work he had done in 1918.

The court held that defendant's offer offer of $200 was fair and reasonable, and judgment was given accordingly, with costs against plaintiff.

# Few Cases of Hardship so Far Reported Among Canadian Manufacturers

## Most Firms Have Enough Coal to Carry on With for Some Weeks—Rationing Systems Will Probably be Adopted if it is Found Necessary

THE immediate return of 425,000 bituminous coal strikers to work, following the Federal order of Judge Anderson that stringent measures would be applied to enforce the mandate of the Supreme Court, may not immediately overcome the shortage of coal that has resulted from this walk-out of the nation's miners. Some weeks, even months, may elapse before the effects of this tremendous strike may tackle down to the coal bin of the small manufacturer in Canada. The loss to the world's supply of coal cannot be made up for some time, if, indeed, it is ever made up, unless the same passion for production seize hold upon men and women who to-day see an impossible Utopia in short days and weeks of work bringing about better wages and lower cost of living.

So far as the Canadian manufacturer is concerned, there are very few cases of hardship resulting from the strike, according to H. B. Brown, assistant manager of the Transportation Branch of the C.M.A. Inquiries at his office elicited the information that there had been fewer than a half a dozen requests for information from any manufacturers in the country regarding the coal shortage and how they might secure the quantities which were either immediately or in the future, needful.

Mr. Brown stated that he did not believe that any of these manufacturers were hard pressed for coal at the present time, but that they were looking to the future in the event of the strike continuing for an indefinite period. So far as he could judge from the close touch in which he endeavors to keep with the Canadian manufacturers, Mr. Brown felt that most of them were well supplied for four or five months. He could not tell, however, whether some of them were applying directly to the fuel administrator, either in Toronto or Ottawa, in which case he might not hear of any difficulties with which they were being faced in regard to coal supply.

### Sending Out Circular

This branch of the Manufacturers' Association is about to send out a circular letter to Canadian manufacturers informing them what steps are necessary for them to take to ward off actual hardship, should it overtake them. In this circular, attention is called to the action that has been taken by the Government of the United States in seizing all coal supplies on wheels and providing for the distribution of it according to a priority list. In this priority list, railways come first. Then follows public utilities, in which are included hotels, hospitals, etc. Food manufacturers are third on the list, and newspapers and manufacturers of newsprint come last on the list.

It is necessary for the manufacturer who is in immediate need of coal to show why he needs it, what supplies he has on hand and what his immediate requirements are. If the coal administrator, either at Toronto or Ottawa, after receiving this information, is satisfied that he should have some coal, some coal he will probably get: at least, every effort will be made to get it to him.

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The M. & S. Company, Limited, capital $50,000, head office Montreal, plans to manufacture and deal in tools, automobiles, electrical equipment and iron and steel equipment generally.

Union Petroleum Company, Limited, head office Toronto, capital $40,000, plans to manufacture and deal in oils, paints, varnishes and lubricants.

The Canadian Rockland Tire and Rubber Corporation, Limited, head office Toronto, capital $300,000, plans to manufacture and deal in rubber products.

Pathe Freres Phonograph Sales Co., Limited, capital $40,000, head office Toronto, plans to deal in phonographs and musical instruments.

# Says Board of Commerce Efforts Unsettle the Public and Disturb Business

THAT the efforts of the Board of Commerce to find a solution of the high cost of living are not only failing of their purpose, but are unsettling the public mind and disturbing the manufacturing and industrial world, is the opinion of Mr. Henry Watters, treasurer of the Dominion Board of the Retail Merchants' Association of Canada. In an issued statement, Mr. Watters strongly resents any imputation that retail merchants are "profiteering"; and as a proof of it he calls attention to the fact that competition amongst the retailers is so keen that big profits are impossible, and that a survey of Canadian retailers will show that exceedingly few of them belong to the millionaire class.

Not only is the board failing to obtain the desired result, says Mr. Watters, but "we are further of the opinion that instead of ascertaining the real cause of the increased cost of living, the agitation has unsettled the public mind and disturbed the manufacturing, as well as the producing and distributing industries."

The treasurer follows with some ten suggestions to the board, which, in brief, are as follows:

First, that consideration should first be given to basic principles of manufacture, production and distribution and costs involved in same.

Second, that increase in profits, if any, may be ascertained.

Third, increase in wages, freight and other charges.

Fourth, foreign demand for articles.

Fifth, effect of war profits and income war tax on cost of raw material and manufactured articles.

Sixth, increase in orders and profits by jobbers and wholesalers, on what lines, and bearing in mind increased cost of production.

**Necessary Overhead**

Seventh, necessary overhead charges to properly conduct retail trade.

Eighth, submission to the board of all forms of contract fixing prices by manufacturer to wholesale, retail and buying public.

Ninth, that yearly turnover of every class of merchandise should be the basis of computation of financial returns, not an investigation into one special article.

Tenth, that all possible assistance will be given by the association to the board in their investigation.

Added to this is a statement by Mr. E. M. Trowern, secretary of the Dominion Executive of the Retail Merchants, in which he states that the retailers no longer want to be branded as thieves and scoundrels. He contended that there was no use in continuing to fool the public with regard to the high cost of living; prices would only come down in the natural order. Ninety per cent. of the people, he held, do not know what they were talking about when they ask for arbitrary reduction of prices.

## TO SUPPLY QUEBEC FARMERS WITH TRACTORS

Quebec.—Following the example of Ontario and the Western Provinces, Quebec is to make an extensive use of tractors on the farms, first to make up for the scarcity of horses and the high cost of feed for them, and second, to enable the culture of a wider acreage. The Department of Agriculture of the Province of Quebec has just closed an agreement with an American manufacturing corporation for a number of tractors, to be sold to the farmers at cost price.

The department for the past few months has been engaged in experimenting with a number of tractors, and has closed a deal for a particular tractor which has proved to be efficient in all the requirements necessary for the Quebec farmers. It is said that the Government may also supply oil for the tractors, so as to reduce to a minimum the cost of this new innovation to the farmer.

A number of experts will be engaged to give the farmers advice as to the care and use of their tractors, while schools of instruction for imparting similar information will be conducted throughout the province.



*Keeping merchandise out where people can see it all the time is one of the surest ways of increasing sales. From now on any number of people will be on the lookout for articles suitable for Christmas presents and displays like that shown in the illustration will help them in making their selection.*

# EDITORIAL COMMENT

## *EDITORIAL BRIEFS*

GET busy now and win a cash prize in HARDWARE AND METAL'S Christmas window display contest.

* * *

EVERY man who is selling goods needs three kinds of faith—first, faith in himself; second, faith in his store, and third, faith in the product he is selling.

* * *

DON'T underestimate the importance of customers because you see so many of them all day long. Remember, every dollar you get comes from the great shopping public.

## *WILL MEAN PROSPERITY*

THE outstanding event of the week in the financial world has been the arrival of the long-expected time when a policy of contraction and anti-inflation could be inaugurated. What has happened is a result of the action of the Federal Reserve Board of the United States in raising rates of rediscount and of the Bank of England in advancing its rates. The policy thus inaugurated will be followed by other countries because England and the United States are the only two nations in the world to-day in a position to control financial conditions, and especially the rates of return for money. The fact that they are in this position makes the policy they have decided upon of world-wide significance no matter what any other nations may do. During the years of the war and the year that has elapsed since the signing of the Armistice tremendous inflation has occurred throughout the world. Much of this resulted from the activity caused by providing the Governments with what they needed. It was usually a question of getting what was needed and getting it quickly regardless of the price. This produced conditions such as merchants have never before experienced. There is little doubt that the action just taken will mean a new era, and the broad significance of the change portends more or less contraction of credit and hence of purchasing power. The contraction or limitation of prices of commodities necessarily follows. Business has been good but there is little doubt that it will be better because any number of people have been holding off buying except for immediate needs because they felt that sooner or later the conditions that have been prevailing would be checked. The time has arrived and to say that it will be welcomed by business men is to state a fact.

## *EXPECT RECORD DEVELOPMENT*

THOSE who are in close touch with the situation are predicting that 1920 will see the greatest demand for autos and auto equipment that has ever been known. The only limit to production seems to be possible delays in securing materials, and labor troubles. So great is the business in sight that the manufacturers are spending more than $50,000,000 in new plants and machinery and are placing huge orders for materials. So much for automobiles. In addition there is the tractor business. This is one of the huskiest babies in the commercial world to-day. It gives promise in a very short time of ranking with the automobile because it is making good and filling a real want. Many hardware merchants are selling both autos and tractors. Many others are selling auto accessories and are keeping an eye on the tractor purchases in their districts with a view to supplying the needs of the owners. Every new automobile that is sold and every new tractor that goes out means the sale of accessories and supplies. The auto business has grown to be something enormous, and it is still growing. The tractor trade is developing with almost mushroom-like rapidity. Both offer splendid chances to the hardware merchant for profitable business.

## *MERCHANTS HELPING THEMSELVES*

NO less than 1,600 local tribunals have been established in England with a view of investigating all cases of alleged profiteering. W. McCurdy, M.P., secretary of the Central Committee, recently made some interesting comments on the general situation. "One of the causes of profiteering," he said, "is the fact that the public seems to have lost all sense of what is a reasonable price. To meet this situation, which is really, perhaps, one of the most important phases of the work, the Investigation of Prices Committee is giving the people general information so as to enable them to know what are fair prices. This will help not only the people but the retailers, and I am glad to be able to say that in several of the most important retail trades there is now a movement to assist the Government in every possible way by organizing plans under which the trades themselves will take steps to reduce

prices to the public and eliminate all profiteering. The grocers, for instance, are planning to draw up price lists for all articles which are uncontrolled and they expect to be able to make substantial reductions."

### *BUSINESS MEN FIGHT BOLSHEVISM*

IT is gratifying to know that the business men of the United States have as a body joined in the fight to rid the country of Bolshevism. Quick, decisive action which resulted in the arrest of several hundred of the most active Reds was one of the first results of the business men's co-operation with the authorities. It is only a matter of a short time when a great many of those who were placed behind the bars will be deported. This work of cleaning up the country is one in which Canada is vitally interested and has also done good work, as the collapse of the Winnipeg walkout shows. It sometimes takes a long time to get the business men away from their stores or factories long enough to act, but once they are aroused to the seriousness of a condition they are usually not long in remedying it. With the clean-up in progress across the line it is likely that the end is in sight of the unprecedented strikes and troubles that have been occurring, and the sooner these things are settled the sooner business will go

### *HITTING ON ALL SIX CYLINDERS*

DID you ever, on a warm July day, notice a perspiring individual with a monkey wrench, his head buried under the cowl of his car, tinkering with his spark plugs?

Have you ever ridden in a car that hacked and coughed its course along the roadway, to die, of course, in the most difficult situation?

If you have, you will realize the need of having all the cylinders working. You may pull along for a while in a coughing, one-lunged kind of business, just as you can with a one-lunged car, but sooner or later both are going to die. Get your business hitting on all six cylinders, sound credits, courteous service, efficient administration, effective window displays, prompt deliveries, and pulling advertising.

Keep the old business humming on all six cylinders during the coming season.

### *THE RETAILER AS AN ADVERTISING FACTOR*

SOMEBODY has said that "the world is full of people who want things, and things who want people," and the only trouble is that half the world does not know their own wants or how best to supply them. It is here that the merchant comes in. If people knew exactly what they wanted they could just as well get it from some impersonal sort of bureau; that they don't is the argument and the opportunity for the retail merchant. He is there to tell people of things that they would need if they knew about them. He is there to show them new possibilities of old and well-known things. He is there to show them why this thing is better than that, and to encourage sales by a well-founded appreciation of the product. That is advertising, of course, and the retail merchant is the finest advertising medium in the world, because he has the friendship and respect of his customers, and, therefore, his selling arguments are free from the subtle antagonism with which men approach almost any argument destined to sell them something.

### *A CREED WORTH KEEPING*

DISPLAYED in many parts of the great Marshall Field store, and used as an integral part of much of the printed matter that goes out to prospective customers, there appears the following creed:

> "To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to love work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than from rule; to be satisfied with nothing short of perfection."

It isn't an easy creed to live up to, few things that bring large results are easy, and no one would doubt the results that would follow the honest adoption of such a policy.

### *LOOKING FROM THE OUTSIDE IN*

HAVE you ever made it a practice to try and get the viewpoint of the fellow who looks from the other side of your store window Sitting there behind your counter it may look neat enough to you in the half-light. You may overlook the odds and ends that clutter up the floor, the disarranged shelf displays, the untidy store arrangement, the slipshod window, and the almost paintless window frame. It's all familiar ground to you. You know that your goods are of the best and that business is good. That is all quite plain from where you sit, but what of the fellow on the other side of the glass? What will he think? Will be not probably go to a poorer store, though better kept, farther along the street?

There may not be much in this idea, and then again there may. But anyway, it would be worth while to take an afternoon off and go and have a look at the other fellow's store, and then come back and have a glimpse at your own from the unfamiliar ground outside the glass.

# EVENTS IN THE TRADE

## Business Changes

Abbey, Saskatchewan — Cuthbertson and Thompson, hardware, are succeeded by Frank Newby.

Grimbsy, Ont.—Baldwin and Moxley have purchased the hardware business of Theal Bros.

G. Stirrett & Son. hardware, Toronto, is succeeded by M. Z. Stirrett, under the old style.

## New Firms

Bedard Freres, hardware, has been registered at Montreal by J. Edmond Bedard and Andre J. Bedard.

The Barry Supply Co., Ltd., hardware agencies, St. John, N.B., has been granted letters patent.

## Obituary

The death occurred at Pembroke, Ont., of Walter Beatty, sash and door manufacturer.

## Personals

Paul Kelpin has joined the selling staff of H. L. Perry Co., Ltd., Winnipeg, and will cover Manitoba.

## Trade Notes

The Automatic Door Step Co. has been registered at Toronto.

Pratt Steel Ltd., St. John, N.B., has been granted letters patent.

J. C. Feeley has opened a tin shop at 54 Winnett Street, Brantford, Ont.

The Sterns Tire and Tube Co., of Canada, Ltd., Toronto, has assigned.

T. C. Gaudry & Co., dealers in paints, etc., has been registered at Quebec, Que.

D. H. Lancaster (Royal Rousillon Ltd., Macamic, Que.), has obtained a charter and plans to manufacture sash and doors.

The Warner-Patterson, Perry Company has been organized at Chicago to take over the interests of the Warner-Patterson Company, manufacturers of shaving brushes.

The Canadian General Electric Co., of Toronto, has purchased the factory at Stratford, Ont., formerly occupied by the Mooney Biscuit Co., and will equip it as a branch plant.

A. J. Slatter, formerly of Toronto, has taken over the tinsmithing department of the Uxbridge Hardware Co., Limited, which recently purchased the entire business of the Jones Hardware Co.

J. C. Wanless & Co., hardware and plumbing, Chatham, Ont., contemplate erecting a new store, three storeys and basement, 26x140, in the spring.

The by-law which was referred to in a previous issue of HARDWARE AND METAL regarding the Firestone Tire & Rubber Co. locating their Canadian branch plant at Hamilton, Ont., was carried by the ratepayers. Work on new buildings will be commenced at once and it is expected that 3,000 to 4,000 hands will be employed. This industry has brought another and the Jenckes Spinning Co. of Pawtucket, R.I., will locate a plant to employ 1,000 men.

Work is just starting at Brantford, Ont., on a new factory to cost $135,000 for the Robbins & Myers Motor Co.

## Montreal News

W. T. Yendall, of the Richards-Wilcox Canadian Co., London, was in Montreal this week.

S. Jarvis, of Abel-Morall, Limited, London, E.C., Eng., was a Montreal visitor.

James Kinsman, of North Bros. Mfg. Co., Ltd., Philadelphia, was in Montreal this week.

H. S. Radford, of the Toronto Lock Mfg. Co., Ltd., called on the Montreal trade.

Mr. Smart, of the Smart-Turner Machine Co., Ltd., Hamilton, was a visitor to Montreal this week.

Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Ltd., was in Montreal this week.

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., spent part of this week at the Winnipeg office.

L. P. M. Dechene has accepted a position on the travelling staff of the Canada Paint Company and will cover the Lake St. John and Chicoutimi districts.

R. F. Daly, of the Manufacturing Department of the Martin-Senour Company returned from a visit to Toronto.

R. M. Watson, manager of the Dominion Cartridge Company, Montreal, met with an unfortunate accident. While assisting with a patriotic entertainment in Westmount, Mr. Watson had the misfortune to have his left hand pierced with a "22" calibre cartridge. The wound is healing nicely.

Wm. H. Donnelly, of the J. T. Slocomb Co., machinists' tools, Providence, R.I., was in Montreal this week.

H. B. Place, sales manager of the Oswego Tool Co., Oswego, N.Y., called last week on their Montreal representatives, Richardson and Bureau.

C. F. Kendall, paint and color works manager of McArthur, Irwin, Ltd., has been spending a week or two in the Maritime Provinces.

The annual convention of the sales force of A. Ramsay & Son, Co., is being held this week at the Windsor Hotel. A

## Incorporations

The Hoover Suction Sweeper Company of Canada, Limited, capital $1,000,000, head office Hamilton, Ont., plans to manufacture and deal in suction sweepers.

Dominion Gas Saver, Limited, head office Sherbrooke, Quebec, capital $40,000, plans to manufacture and deal in gas stove equipment.

Porrits & Spencer (Canada) Limited, capital $1,000,000, head office Hamilton, Ont., plans to manufacture and deal in flax, hemp and jute products.

## Expects Little Change In Prices of Stoves

Discussing with HARDWARE AND METAL the outlook in the stove trade, Col. W. M. Gartshore, of the McClary Mfg., Co., London, Ont., stated that business has been excellent, especially in the West. Unless there are developments due to scarcity of raw matrials or labor disturbances, he does not look for any change in prices.

The McClary Mfg. Co. will commence the erection of a $100,000 addition to its foundry in the course of a few days. Work is now in progress on a five-storey warehouse that will cost $50,000.

Col. Gartshore states that there has been a good demand for merchandise for export, but the firm has not been able to fill anything like what is looked for because all home demands are being met first. He is looking for splendid business in 1920.

### A CORRECTION

In the report of the death of Solon L. Doolittle, which appeared in a previous issue of HARDWARE AND METAL, an error occurred in stating that he was proprietor of the St. Marys Wood Specialty Co. This is a limited company, which, for the past ten years has been financed and managed by N. M. Currie, who will carry on the business in the future as in the past. The only change which took place was the appointment of a new director on the board.

### ACCESSORIES DEALERS ORGANIZE

Organization meetings of the Ontario Retail Merchants in auto and garage accessories have recently been held in many towns and cities of the province. Branches have been formed in London, St. Thomas, Woodstock, Ingersoll, Norwich, Lambeth, Dorchester, East Middlesex, Chatham, Wallaceburg and Strathroy. It is the hope of the Ontario Branch of the Dominion Retail Merchants' Association to have the entire province organized by the end of the year.

It has been decided by the Fort William and Prince Arthur Twin Cities Association to affiliate as a branch of the Ontario Dealers at their next meeting.

### CURLERS ELECT OFFICERS

The Inter Department Curling League of Wood-Vallance, Ltd., Winnipeg, is away to a good start. The following officers have been elected for the ensuing year: Hon. president, Major J. C. Gillespie; president, Gordon Hoskins; vice-president, F. W. McGuire; sec.-treas., J. H. Waugh; executive committee: R. W. Humphrey, James Wardrope, Dave Miller. J. Morrison. Twelve rinks are entered in the competition.

Some day W.-V.'s bowling team are going to win three in a row. At least Manager Bill Madill says so.

### GALT, ONT., TO HAVE WEEKLY HALF-HOLIDAY EXCEPT IN DECEMBER

By an almost unanimous vote Galt Retail Merchants' Association granted the petition for a weekly half holiday on Wednesday afternoon during 11 months of the year. In the past clerks have enjoyed a half-holiday only during the three summer months, but recently an agitation was started to have the holiday continued in all months but December. By the decision of the Merchants' Association stores will close every Wednesday, commencing in January, at 12.30 p.m.

### ARTHUR BALFOUR VISITS TORONTO

Arthur Balfour, one of the world's greatest manufacturers of tool steel, was in Toronto this week, looking after the interests of the Canadian branch, which is located here. Mr. Balfour started in the steel business in Sheffield when only 14 years of age. Four years later he came to America and got a job with the New York Car Wheel Works at Buffalo. At the age of 21 years he was manager of the plant, but two years later he had been made manager of the Arthur Balfour, Ltd., of Sheffield, one of the largest steel manufacturing industries in the world.

Mr. Balfour has served on several Royal Commissions appointed by the British Government, the most recent one being on that of Mr. Justice Sankey's Coal Commission, appointed to investigate profits in connection with that industry.

# Jobber Flatly Refuses to Have Anything to do With German-Made Goods

THE following letters show the attitude of at least one hardware firm in regard to German goods. This letter was received a few days ago by a Toronto firm:

Gentlemen:—

We have many inquiries for such German goods as we handled previous to the war.

It is our desire to help our friends to get as many goods as possible and as quickly as possible, and to treat all alike. To do this, we must ask your kind co-operation and assistance. You will understand that we have not sufficient travelers, nor samples, to see all our friends within a short time.

We have ordered staple articles in accordance with former sales and statistics—no similar goods are made in Canada.

There are no stocks ready at the factories and goods will have to be made. The German market is short of raw materials and others are rare and high priced.

Prices will be considerably above the pre-war figures, but still the goods will be good value.

Should you be interested, we would be pleased if you would go over our invoices, etc., of 1913 and 1914 and favor us with specifications of whatever lines you require.

Thanking you in advance, we remain,

Yours truly,

**The Reply**

The Toronto firm's reply was as follows:

Gentlemen:—

We have your circular letter, and, while it is our desire that our reply should be courteous, we nave no wish that you should misunderstand our feelings in regard to putting German-made goods in our stock again.

We may also say that we are both astonished and grieved to learn that you are having many inquiries for such German goods as you handled previous to the war. This certainly has not been our experience, nor is it our intention in any way to help our customers to forget the terrible world tragedy and the brutal, murderous manner in which Germany carried it out, by offering for sale to them goods made in the country and by the people who did everything in their power to force, by war, their opinion on the entire world.

The time may come when we will feel differently on the subject of handling German-made goods, and if it does, we know of no other source of supply we would sooner look for than yourselves.

One thing you may rest assured of is that neither yourselves nor any other representative of German-made goods will ever have to thank us for assisting in any way to break down the feeling of disgust towards anything coming out of Germany. Yours truly,

# Tire Dealers Ask That Goods be Marketed Only Through Legitimate Channels

## Toronto Men Want Manufacturers to Refrain From Selling Tires to Commercial Accounts—Would Also Market Seconds as Such

A MEETING of the manufacturers of and dealers in automobile tires was held in Toronto on Wednesday at which important matters to the manufacturers and dealers as well as the purchasers were discussed.

Several requests were made by the dealers of the manufacturers. They were asked to eliminate all 5 and 10 car contracts; to market their goods only through the legitimate dealers; to refrain from selling tires to commercial accounts, that is, to a drug merchant, who, because he handles rubber goods, might get tires for himself or a friend, or, to a shoe merchant, or any other similar commercial account where a lower price might be secured than that which the dealer gets; to have all seconds marketed as such, so that they cannot enter into competition with firsts; to have the closest scrutiny over equipment contracts and to prevent sales direct to the consumer.

The manufacturers expressed themselves as willing to entertain these requests of the dealers, but stated that they would have to refer the matter to the Tire Manufacturers' committee for their report. This report, it is expected, will be forthcoming at an early date, and the matters thus under dispute finally and satisfactorily settled.

### TO COVER EASTERN TOWNSHIPS

L. P. Beaulne, who, for the past six years, has represented the Sheet Metal Products Company in the Eastern Townships of Quebec, has joined the sales staff of Brandram-Henderson, Limited, and will cover the same territory.

The Frontier Oil and Gas, Limited, capital $300,000, head office Fort Erie, Ont., plan to prospect for and deal in petroleum and petroleum products.

# Commerce Board Hears Charges Re Alleged Combine for Tungsten Wire Used in Making Electric Lights

THE Board of Commerce in session at Ottawa has commenced an investigation into charges that a combination exists in Canada in connection with the sale of tungsten wire. At the present time the hearing stands adjourned pending the appearance before the Board of Senator Nicholls.

When the probe started, A. W. Anglin, representing the Canadian Laco-Phillips Company of Montreal, alleged that the Canadian General Electric Company was one of a combination of companies operating in many countries; that when a patent was secured in one country the patent rights for the territory in which they were operating were handed to each of the companies in the district, understanding that the several territories would not be invaded by any of the other concerns; and that in this way competition was prevented in Canada to the detriment of the general public, and asked the Board of Commerce to have the Canadian General Electric Company declared a combine, to have Senator F. Nicholls, of the General Electric, produce documents refering to the obtaining of patent rights on drawn tungsten wire in 1892-3.

### Objects Strongly

I. F. Hellmuth, K.C., for the Canadian General Electric, strenuously objected. He contended there was nothing illegal in the American General Electric containing the patent rights in America and the Canadian General Electric obtaining the Canadian patent rights. Naturally in the circumstances, he said, they would agree not to invade each other's territory.

The board ruled against Mr. Anglin, but agreed that it was only fair that Senator Nicholls should be called. The hearing was adjourned until such time as Senator Nicholls will be able to be present.

### Effect Monopolies

Mr. Anglin, in reply to a question by Judge Robson regarding the relevancy of the documents in question, stated that in many lines an endeavor had been made to effect—and in some cases there had been effected—monopolies in Canada. His suggestion was that this agreement would go to show, not a combination limited to Canada, but a much wider and more objectionable thing—a combine extended over many countries. If there was a combine such as he suggested, he held he was within his rights in asking that the documents be produced. He referred to a case which had been tried in the United States against the American General Electric Company, when one of the things charged was similar to that which he was bringing before the board.

### Says Case Different

Mr. Hellmuth considered the American case very different, and had no application. Suppose, he instanced, a man got out a patent in France, he would sell the rights to a man in America, to one in Germany, and he will make sure that these men do not sell out of their own territory.

Mr. O'Connor thought this was a monopoly by agreement, rather than by patent.

Mr. Hellmuth did not agree. It was a monopoly by patent.

### Cannot Get Lamps

Bancroft Salter, purchasing agent for the Ontario Hydro-Electric Power Commission, giving evidence regarding the purchase of lamps, stated that after competitive conditions obtained, his firm purchased from the Laco-Phillips Company because they gave satisfaction, but now they could not get lamps up to the specifications. The Dutch supply had ceased, and there were very few now available. The price of tungsten lamps before the Laco-Phillips lamp was put on the market was 55 to 60 cents. After the Dutch lamp came on the market the price dropped to 32 to 47 cents.

# Sounds Warning in Regard to Turpentine and Rosin Scarcity

## Reports From South Say That Those Who Do Not Secure Supplies at Once Are Likely to Regret It

DISCUSSING the outlook for both turpentine and rosin supplies the Savannah Weekly Naval Stores Review says:

"The American consumers of turpentine and rosins who do not avail themselves of the opportunities of the next thirty days to secure stocks of both of those commodities are apt to regret it. If there is any fact that is patent, it is that the demand now showing itself, and which must come as a result of the depleted stocks throughout the world, will bring the dealers into the markets with an avidity for supplies that will force values up to the highest level yet seen this season and, in the opinion of good judges, force them even higher than they have yet been. A bull movement can almost be confidently predicted after the month of November, if not earlier, and with fresh offerings reduced as they will then be the consumers who have failed to avail themselves of the current depression and the opportunities offering just now to get stocks will realize that the golden chance was allowed to slip through their hands. This applies with equal force as to both turpentine and rosins.

### Receipts Are Small

After the month of November, as all consumers should remember, the receipts of turpentine from the woods are very small. For the months of January, February and March they are almost negligible. The stock of turpentine in the United States is being reduced, small though it is. It is to-day approximately 110,000 casks below what it was a year ago. Two of the old cargoes shipped by the Antwerp Naval Stores Company before the war, would almost clean up all of the turpentine at the ports.

### The Danger Flag

Such a condition certainly hangs the danger flag in front of the face of every consumer of turpentine in this country. As to rosins, the stocks of them are also decreasing. The spurt in receipts at the ports is regarded as temporary, due to an early movement of the scrap crop in part, and to the unusual weather, midsummer in fall as one dealer put it. Naturally the producers are putting forth extra efforts to make stuff and there seems to be no doubt that on many farms the negro dippers have been pulling down the scrape as they went their rounds in order to increase the stuff to be shipped in. Evidences of the scrape in rosin receipts are said to have been noticeable for the past ten days. As a result of this, if the information is correct, as there seems good reason to believe, the receipts later when the full force of the scrape should be felt, are apt to be reduced below the average percentage of increase for the season.

### Demands Are Heavy

With the demand coming in as it is now, and as it promises to be from every quarter, there is but one safe conclusion to draw, that the demand will be considerably in excess of the fresh supplies, that the drafts on the already decreased reserves will begin to be distinctly noticeable, and that values will advance. When the upward movement comes, after the next few weeks, it may come with the same suddenness that has marked some of the other upward movements of this season, going much higher before the consumers have had a chance to get their breath. It behooves them all to study the situation as to supplies and demand, remembering what they have already seen this season, and to be governed by the dictates of sound business judgment and not by a feeling of bitterness against

Continued on page 74

# To Manufacture Cutlery on a Large Scale

## Remington Arms Union Metallic Cartridge Company, Inc., Plans to Place Goods on the Market Early Next Year, Says Announcement of Vice-President

THE Remington Arms Union Metallic Cartridge Company, Inc., of Bridgeport, Conn., Canadian branch, Windsor, Ont., is busy with plans for the manufacture of cutlery on a large scale and expects to have goods on the market early in 1920. It is understood that all kinds of cutlery will be made from pocket knives to razors. In connection with the new project, the company has secured the services of Carl W. Tillmanns, who was superintendent of the Valley Forge Cutlery Co. at Newark, N.J., for the past three years, and Albert H. Willey, formerly sales manager of H. Boker & Co., of New York.

The official announcement regarding the company's plans is contained in the following letter sent to jobbers:

**Letter to All Jobbers**

"Gentlemen:

"For more than a year we have been developing plans, and for some time have been equipping and creating an organization for the manufacture of cutlery, but naturaly preferred deferring advising our jobbing friends of this contemplated addition to the Remington line until the time was opportune to announce our ability to take care of orders. Unfortunately it is impossible to prevent more or less information concerning such new and large enterprises from becoming public property, and having learned of more or less gossip among the trade, we take this opportunity to give you accurate information rather than have it reach you in a garbled state.

"A very careful investigation of the cutlery industry as it exists at present has been made not only in this country but abroad, and our survey of the general situation influenced us in our decision to engage in the manufacture of cutlery.

"Equipment, tools and dies for the economical production of a highly specialized product will be entirely new and of the most modern type that the engineering resources of our organization can develop.

"We take pleasure in announcing that Messrs. C. W. Tillmanns and A. H. Willey, both of whom have long and thorough experience and a wide knowledge of cutlery, will play important parts in the designing, production and marketing of our new product, and that it is our intention to adhere to the previous well-known policy of this company in selling our entire product through the jobbing trade.

"The Remington line of cutlery will not be ready for the market until some time during 1920, and we shall announce later when our production shall have reached a point to enable us to solicit your business on the new product.

"Yours very truly,

"The Remington Arms Union Metallic Cartridge Co., Inc.,

"(Signed) C. L. Reierson,

"Vice-president."

# 1920 May See Greatest Demand for Automobiles and Equipment World Has Ever Known

## Whole Situation Centres Around Production and Settling of Labor Problems—Big Auto Show Planned for Montreal in January

Arrangements are well under way for the holding of the Montreal Automobile show from January 17 to 24. Plans for the gathering as well as matter pertaining to the general outlook of the auto business were discussed at a meeting of the members of the Montreal Automobile Association. Ray W. Sherman of New York was present and spoke of conditions. Importance attaches to the proposed show because of the intensive methods that wil prevail in the future regarding the distribution of motor cars.

While no fewer than 1,600,000 cars, it is claimed, will have been produced by the close of 1919 the tendency for next year and the output will depend a great deal upon the trend of labor and material. It is fully expected that there will be a return to more normal state as far as labor is concerned, and also with regard to material production. If the unrest can be settled and production increased, next year should see the greatest output of automobiles and equipments the world has ever known.

In the course of his remarks, Mr. Sherman pointed out the necessity and desirability of having strong grouped organizations working more effectively to the various ends desired, by members of the trade. There were many things which could be furthered by them such as the building of good roads, which will increase the sales of automobiles when these roads are available, and also help transportation generally, profiting the farmer in a particular sense, as a buyer.




J. Chandley Smith, Shelburne, N.S.—Please inform me where I may purchase a lock cutter for cutting locks in wooden hoops?

These may be procured from Mack and Co., Rochester, N.Y.—Editor.

Child's Hardware, Matheson, Ont.—Where can we procure supplies for the Manhattan lamp?

Rochester Lamp Co., 120 Church St.; Gowans, Kent and Co., Ltd., 16 Front Street E., both of Toronto.—Editor.



### CANADA TACK AND NAIL CO., LIMITED

The Canada Tack and Nail Co., Limited, Hamilton and Morrisburg, Ont., has just issued a catalogue listing staple lines of hardware tacks and shoe findings. The catalogue contains twenty-five pages and is profusely and attractively illustrated. Readers of HARDWARE AND METAL, who desire copies, may obtain same upon request.

### COMMERCIAL TRAVELLERS' ASSOCIATION

Continued from page 42

Fraser, R. T. Hunter, M. P. Malone, D. C. McKeon, C. P. Rason, John Stoneman, P. A. Sommerville and H. G. Wright.

The following boards were all elected by acclamation: Kitchener Board, W. J. Moody and F. S. Urstadt; Kingston Board, W. H. Graham and J. E. Singleton; Guelph Board, Adam Taylor, vice-president, and T. H. Gommell, director; Brantford Board, J. H. Hamilton, D. J. Waterous; Montreal Board, W. Williamson; Winnipeg Board, A. C. Merrett, vice-president, and A. E. Rowland, director; Vancouver Board, F. W. Sterling, Robt. Stewart; Ottawa Board, J. H. Laurie; Brockville Board, F. L. De Wolfe; Peterboro' Board, W. J. Hopwood.

The scrutineers of the ballot are H. C. Clearihue, John H. Kenney and Walter Madill.

The result of the ballot will be declared at the annual meeting in St. George's Hall, Saturday, December 27th.

Northern Oilfields, Limited, capital $1,000,000, head office Toronto, plans to prospect for oil and gas.

# THE CLERKS DEPARTMENT

## He Made Thinking Pay Big Dividends

### Henry L. Doherty, Once a Newsboy, Lifted Himself to the Presidency of a Corporation Capitalized at $150,000,000 —Straight Thinking Success Secret, He Says About Getting on in Business

"YOU will do some begging to get your car service back again" was what Henry L. Doherty told the citizens of Toledo on Monday of this week after he had ordered every street car on the civic system removed. This action was taken as a result of a battle that is on between the city and the company.

Doherty, it might be inferred from the above, is somewhat of an autocrat. On the contrary his friends say he is not, but that his aim is to give the public good service at a reasonable price.

The Toledo affair is only one in which Doherty has figured. The story of this multi-millionaire who began life as a newsboy is told in "Success" by O. O. McIntyre as follows:

**Clear Thinking**

Clear thinking always pays dividends! This is the home-made axiom upon which Henry L. Doherty has lifted himself to the presidency of a $150,000,000 corporation. And by the same token he became the largest independent producer of refinable oil in the world, the owner of two hundred public utilities scattered over twenty-three states, and a scientist and inventor knows the world over.

Henry L. Doherty is a shining example of what the clever-thinking American youth can accomplish without a college education or a parental pull. He literally hoisted himself from poverty to affluence by a simple process of clear thinking. How he accomplished this amazing transformation forms one of the most interesting epochs in the history of America's golden opportunities.

**Started as a Newsboy**

At ten years of age, Mr. Doherty was a newsboy in the streets of Columbus, Ohio, where he was born. His father died, and the newsboy became the head of the family. Even in this tender period he began to see the value of clear thinking.

He was making more money than most newsboys in town; but as he grew a bit older he saw drab prospects ahead, and so, at a great sacrifice, he went to work in a gas plant at about half his newsboy salary.

He had decided his career long before he made the change. He wanted to do things with steam and electricity—these two great forces had always interested him. His vision was large. In the glare of the blazing retort at night, his face smeared and hands blackened by coal and grease, he had his dreams. He pictured supplying power to great cities. He pictured directing street cars that would carry people to and from their daily toil. And his fellow-workers—older than the serious-minded boy—prodded him for his preoccupation when he was not shoveling coal in the furnaces.

He could not go to school and be a breadwinner, but he knew what he could not succeed without education. Many boys would have considered the outlook as hopeless. It would appear that young Doherty must always remain a worker in the ranks.

**From the Word to the Thing**

But he was proving then that thinking pays dividends. He began to study the gas catalogues that were discarded in the office of the gas plant. He went from the word to the thing. He mastered English. He read Thackeray and Dickens, and, incongruous as it may seem, one whole summer he carried a volume of Shakespeare with him to work.

From the gas catalogues he acquired his technical education. The fact that this education was thorough is proved by the fact that his scientific inventions have been honored with endorsements by scientific societies both here and in Europe.

Step by step he mounted the ladder. A chronology of his achievements show his development:

At twenty, he was a gas engineer.

At twenty-five, he was managing a public-utility plant.

At twenty-seven, he was manager of a syndicate of such properties.

At thirty-four, he was head of a concern of his own.

At forty, he was head of the Cities Service Company.

At forty-seven, he controlled two hundred public utilities, was the largest independent producer of refinable oil in the world and a recognized scientist and inventor.

**Have Never Seen Him Angry**

To-day Mr. Doherty is forty-eight years old, and believes that he has just reached the turning point to bigger things. He believes that in proportion to a man's vision, just so in proportion will be his success—provided always that the man backs up his vision by clear, straight thinking. Nothing, Mr. Doherty believes, is impossible for the young man who is willing to fight his way from the bottom to the top and is able to recognize the important turning points as they arise.

Ability to make correct decisions kept him on the upward trail; but, at times, he had to discard high collars and stiff shirts for overalls and a pick. Too many young men, Mr. Doherty believes, want to take a short cut to success—and he does not believe that there is a short cut.

Another attribute to which he believes he owes much of his success is his good humor. His associates have said that they have never seen him angry.

**Lives in the Business Section**

When working in the Columbus gas-plant, Mr. Doherty developed a taste for fine music. When other boys went to the melodramatic thrillers, he attended musical concerts. To-day music is his recreation. In his home on the lower tip of Manhattan Island—incidentally, he is the only man of large affairs who lives in the financial section of New York—he has a huge pipe-organ.

All his business life he has gone like a shot for the thing that was hard, important and vital. Cracking hard nuts has proved a fascinating game.

Mr. Doherty is not a system man. He believes more in method—and above all he believes in thinking straight and clear. From his talks with his employees—and there are more than forty thousand of them—the following phrases have been culled:

Given the will to learn, life and industry are better than wealth.

By force of will make your work yield pleasure to you.

Good humor is absolutely essential to good health.

The man who is opinionated or ill-tempered or prejudiced does not try to think straight, but seeks only evidence to bear out his already formed opinions.

Get a man to believe in you, get the public to think a certain way, and you have unloosed a dynamo of power.

Never give orders—give instructions.

The greatest dividend in human life is happiness.

I do not believe that brains count so much as inspiration and the determination to do things.

Mr. Doherty is a mogul for work—hard work. To him it is the joy of life. He relishes it as one relishes a hobby. It gives him health and good appetite, he declares.

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**IT'S ALL IN THE STATE OF MIND**

(The following verses were given to the editor of "Trench and Camp" by a lieutenant-colonel of the British army, who said he caused a copy to be placed in the hands of every soldier under his command.)

If you think you are beaten, you are,
If you think you dare not, you don't,
If you think you'd like to win, but you think you can't,
It's almost a "cinch" you won't.
If you think you'll lose, you're lost,
For out in the world you find
Success begins with a fellow's will—
It's all in the state of mind.

Full many a race is lost
Ere even a step is run,
And many a coward fails
Ere even his work's begun.
Think big, and your deeds will grow,
Think small, and you'll fall behind,
Think that you can, and you will,
It's all in the state of mind.

If you think you're outclassed, you are,
You've got to think high to rise,
You've got to be sure of yourself before
You can ever win a prize.
Life's battles don't always go
To the stronger or faster man,
But soon or late the man who wins
Is the fellow who thinks he can.

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### SOUNDS WARNING

Continued from page 72

high prices that are beyond control.

**Transient Conditions**

Consumers are apt to be misled by the present depression of prices. This is purely the result of passing condition, of which the dealers have availed themselves, particularly the cessation for the time being of steamship connections with the north, and the longshoremen's strike upsetting the foreign movement out of New York. These are transient, not permanent, reasons that can be used to force the market down for a time.

# Urges More Co-operation

## St. John, N.B. Man Believes Merchants and Their Clerks Have Much in Common and Can Work Together to Their Mutual Interests

P. H. BUTLER, of St. John, N.B., publisher of "The Clerk," the official organ of the St. John Hardware Clerks' Association, writes to HARDWARE AND METAL as follows:

"The retail merchant, the jobber and the manufacturer, all are firm believers in associations. We have only to read the accounts of their meetings, conventions and lectures to see what a great help the associations are to them all, personally and collectively.

If the employees of these merchants could have an organization like their employers have, with the same objects in view (all working together for their mutual benefit), it must bring up the standard of efficiency in employees.

The merchant has at his command everything to make him a good merchant. The clerk has to receive his knowledge and training from the mistakes he makes, and what reading matter the employer cares to pass on to him. Often the merchant is so busy that he forgets it is as important that the clerk should know all there is to know about his stock as it is for the merchant to know. This was brought to notice very prominently when hearing an address by the well known business expert, Mr. Stockdale. He said that manufacturers' representative would spend days explaining the selling points of his line of goods to a buyer, but after the goods were bought they were placed on the shelves and the salesman had to find out for himself all the information necessary to talk intelligently about them to the customers. This is where an association of clerks can be a great help, both to the clerk and the merchant.

The manufacturers could have their representative address a meeting of clerks where he could talk up the goods he had sold the employers, questions could be asked, and a great deal of information could be gained that would be impossible otherwise. Take for instance a paint company's representative, he could come down in the spring, address a meeting of the clerks, give advice, give examples of methods used by merchants in other cities and create an interest in paint that would have a good effect on the men who were selling it.

Then there is the local end of it. Addresses could be given from time to time by the leading merchants. This would enable the merchant to make clear his wishes, views, and give a chance for the hearers to ask questions and receive information that the merchant might otherwise overlook. From experience it has been found that the average clerk is just as anxious to get on in the world as the merchant is to have a good paying business.

When we get down to fine points, the interests of the merchant and the interests of the clerk are pretty much the same, one cannot get along without the other. A contented bunch of clerks, all loyal to their employers, and doing all they can to make their pay bigger by selling all they can to enable their boss to give them more pay is what we all would like to see. It should be remembered that if we've got a hill to climb it isn't going to be climbed unless we climb it together. Unquestionably one of the biggest and best ideas of this day and age of new movements is the association movement. It is the big thing in creating co-operation and good feeling, together with efficiency. Practically all wide-awake organizations of the country are doing something to promote the welfare of mankind and to create and develop happier living conditions.

With these thoughts in mind, the St. John Hardware Clerks' Association was formed, free from ulterior motives—because the interests of the employer and employee are mutual; also, free from affiliations—because of the fact that while the value of muscle may be standardized, it is impossible to standardize the value of brains. They are having the good will of all the St. John merchants, and if all the associations that are being formed all over Canada amongst clerks draw up a clear and intelligent account of their aims and objects and present them to their employers at the time of forming their association, the employer would be a big supporter of the movement. Show the merchant that the clerk is alive to the needs of the day as much as he is, that there is as much need for the clerks to have an association as there is for him to have one. His association is to make him a better merchant, the clerk's is to make them better clerks. If every clerk does his best for the boss, the boss ought to do his best for the clerk.




Chapin in St. Louis "Republic."

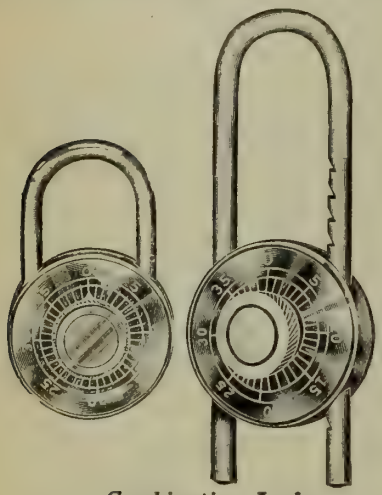
*Her eight-hourday*

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### COMBINATION LOCK

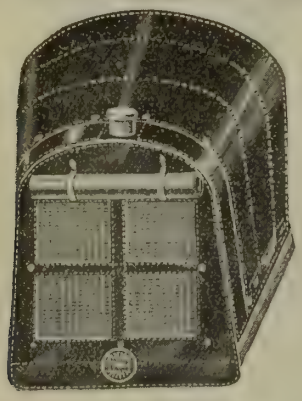
The Steen Combination Lock which is being put on the market by the Canada Cycle and Motor Co., Ltd., Weston, Ont., is a bicycle lock for which the following claims are made. That it operates on the same principle as the combination of a safe and is therefore safer than the ordinary style of lock, and has the further advantage that no key is required. The lock is well finished and is guaranteed for a year.



*Combination Lock*

### RADIATOR COVER

The Atlas radiator and combination radiator and hood covers manufactured by the Atlas Specialty Mfg. Co.,, 18 East Twenty-fourth Street, Chicago, are constructed, it is stated, with one-piece detachable curtain which may be used to cover either upper or lower half, right or left side of radiator front. The manufacturers claim the cover is especially desirable on cars where there is a lack of space between headlight brace and radiator as the curtain is detachable. While driving during extremely cold weather the lower half may be covered. Carburetor and manifold may be protected by adjusting the curtain to cover side on which they are located. The cover is attached to the car by means of metal clips. The hood cover is well reinforced at all places subject to excessive wear, and is fastened to the radiator by means of glove buttons, and is tailor finished. It is stated that it is weatherproof and will not crack.



*Radiator Cover*

### PRESSURE REGULATOR

The automatic safety pressure regulator manufactured by the Automatic Safety Tire Valve Corporation, 1765 Broadway, New York, insures tires, it is claimed, against prematurely going to the junk man. The manufacturers claim that it is designed to do away with all guesswork in the matter of inflation. They state that fifty to seventy-five per cent. of all tire troubles are due to improper inflation and that proper inflation means a real saving. The regulator consists of an adjustable spring mounted valve. This is screwed onto the existing valve without changing the latter in any way. The air supply is connected to the top of the device and when the pressure inside the tire reaches the point set on the adjusting collar the regulator whistles and all surplus air is emitted through a hole in the side. The regulating collar is notched so that it cannot accidentally slip out of adjustment.



*Regulator*

### KAN-U-KATCH

Kan-U-Katch, a new game for boys and girls, is being up on the market by Ferdinand Strauss, Inc., 7 West 22nd St., New York. The manufacturers claim it is the brightest and cleverest game invented in many years, and that it can be played either in or out of doors. Also that it leaves no path of destruction behind it; amuses the children and gives them healthful exercise without soiled or torn clothes or bruises. It may be played by as many as desired. The device consists of a wire receiver fitted with a shooting attachment in the handle. A hollow featherweight ball is shot, not thrown, from a receiver by means of a trigger which releases a steel spring.



*Kan-U-Katch*

### TIES AND HALTERS

Brown Company, Essex, Ont., is offering to the trade a line of ties and halters under the name of Brown brand. Details regarding the new line will be furnished upon request.

### BLUE CROSS STOCK REMEDIES

The Anton Mickelson Co., Ltd., of Winnipeg, has completed arrangements for the marketing of an extensive group of farm and stock remedies, all of which go to comprise what is to be known as The Blue Cross line. The line contains twenty different articles, which are most in demand as farm and stock remedies. The Blue Cross line will be marketed through the Western hardware trade in cartons as an improvement over the previous method of selling such goods in bags. Each carton will bear a distinctive label indicating its relation to the complete Blue Cross line.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THERE still continues a decided upward tendency in most lines of hardware this week and many important changes have taken place. The continued industrial disturbances are causing serious shortages in some lines, but jobbers as a body are generally trying to steady prices by selling at the official quotation, but claim it is necessary to charge a premium where they have to buy indirectly and at a higher figure.

Dominion ammunition shows a decided advance which averages about 20 per cent. Step-ladders show a new and higher price of 3 cents per foot; steel at the mills advanced $3.00 per ton and this affects sheets. Chicago spring butts and floor hinges, etc., are 10 per cent. higher. Valves and cocks are also marked up.

New prices are now circulating for spring delivery of bluestone and are quoting at 11¼ cents per pound. Churns have followed other lines of woodenware and an advanced price of 6 per cent. is noted. Red Star roofing also shows an advance. New prices are now available for sheet iron and galvanized ware, copper and enamelware, etc., which we reported to have advanced last week. Barb wire is 25 cents per spool higher than former prices. Cattle leaders, vises, coil door springs and coke tin plates are quoting at much higher figures, while auger bit prices have been withdrawn.

# MONTREAL MARKETS

MONTREAL, Nov. 13—There are a large number of important changes this week and nearly every one is of an advancing character. Dominion ammunition records an advance all around of 20 per cent., and is immediately effective. This applies to shells and rifle and sporting ammunition and new lists are being prepared. Cattle leaders are marked higher. Vises are up. Three-In-One oil is also advanced. Coil door springs, door checks, spring and ordinary hinges and some of the common butts are revised upward. Bench axes are much higher in price. Auger bit discounts are withdrawn and the advances made are of material consequence, some of them being around 25 per cent. Centre and expansive bits are marked up. Coke tinplates are marked higher and Canada plates are also on a new high price basis. Fuel oil has advanced to 9¼c. Galvanized sheets are marked higher. Spelter is higher and the lead market is firm, with an advance probable in the immediate future. Sheet zinc is very firm and may go higher. The nail and bar markets are very firm and advances are being talked of in some quarters.

Altogether, the question is one of shortages these days. All elements, retailers, jobbers and manufacturers are deeply concerned over the outlook for supplies for the immediate and distant future. Business conditions, aside from this, are remarkably active.

### *Ammunition Advances Twenty Per Cent.*

Montreal.

AMMUNITION. — An advance of twenty per cent. is made effective this week for ammunition of Dominion manufacture. This increase applies to shells and to metallics, both sporting and rifle, and is the result of increased material and labor costs. New lists are being prepared and these will probably be made to apply to all of Canada.

### *Bottle Oil Higher; Springs and Casters*

Montreal.

OIL, SPRINGS, CASTERS. — Advances are made for Three-In-One oil. New prices are as follows: Small, per doz., $1.20; large, $2.45; factory, $4.80, and handy cans, $2.45. The new resale prices on these are, respectively, 15, 30, 60 and 30c each.

Torrey door springs are marked up and are selling at $3.75 per dozen.

Various makes and grades of furniture casters are marked higher, the advance approximating 10 per cent.

### *Cattle Leaders and Vises Move Upward*

Montreal

CATTLE LEADERS, VISES.—An increase has been made effective for cattle leaders. The No. 33 are now $1.65 per dozen and the No. 32, $1.45. Diamond vises are marked up to $6.25 each, the previous price being $5.

### *Centre and Expansive Bits Marked Higher*

Montreal.

CENTRE BITS, EXPANSIVE BITS. —New high prices are announced for centre bits. The increase is about 20 per cent. For ½ in. to 1 in. the new price is $3.30 per doz.; 1⅛ in., $4.40; 1¼ in., $5.25; 1⅜ in., $6.15; 1½ in., $7; 1¾, $9.20, and 2 in., $10.80.

Clark's expansive bits are marked higher, No. 1 now being quoted at $20.40, and No. 2 at $29.40.

Steer's Patent No. 1 are priced at $46.50 per dozen, and No. 2 at $37.20.

### *Butts Are Higher; Door Springs; Checks*

Montreal.

BUTTS, CHECKS, HINGES. — Advanced prices are in effect for various butts. No. 800 are now on a plus 12½ per cent. basis; No. 838, net list; 804, 5 per cent. discount, and No. 840, 7½ per cent. plus. Heavy strap, heavy tee, light strap and tee are also changed to 5 per cent. discount from the list.

Yale and Towne door checks are marked up 10 per cent. Bommer hinges,

10 per cent., and Chicago spring butts, 5 per cent.

## *Bench Axes Advance; Auger Bits Higher*

**Montreal.**

AXES, AUGER BITS.—Bench axes follow in the wake of regular chopping axes, already reported, and the former are advanced as follows: No. 2, per doz., $20; No. 3, $22.50; No. 4, $24.50, and No. 5, $27.

Discounts on auger bits are withdrawn, and the new prices record a very material advance over previous prices.

## *Coke Tinplates Up; Canada Plate Firm*

**Montreal.**

TIN AND CANADA PLATES. — Prices are higher on cokes. The advances here is $1 per box. Canada plates are very firm, too, although there has, as yet, been no revision. This may come at any time.

## *New Wares Lists Out; Stoves Very Firm*

**Montreal.**

WARES AND STOVES.—As was reported last week, prices advanced on various wares. New discounts are to be found in the current quotation pages of enamelled ware, nickel plated copper wares, copper-bottom goods, galvanized and retinned and plain stamped and pieced tinware. The markets are firm.

Stoves are still a big seller and the market undertone is very firm. Tendencies are still of an advancing nature and declines are out of the question as a probability.

## *Fuel Oil is up to 9¼c; Gasoline; Coal Oil Held*

**Montreal.**

OILS, GASOLINE.—The market is steady for both coal oil and gasoline, no quotable changes being made. Motor grade gasoline is 33c per gallon and coal oil is quoted at 22-25c per gallon, according to quality.

Fuel oil is in fair demand and the price has been advanced from 8½-9¼c. This is in quite heavy demand in the larger plants that are equipped to make use of it.

## *Twines Are Firmer And Rope is Held*

**Montreal.**

ROPE AND CORDAGE.—Prices have materially advanced on various twines and it is difficult to keep tab on the fluctuating, but ever upward tendencies. Seine twines are particularly dear, the base prices now ruling at over 80c, wholesale. This is influenced by unfavorable weather conditions, it is said.

The rope market remains unchanged, with small orders the feature, and prices are unchanged as follows: Pure manila, base, 31c; Beaver and British manila, 27c, and sisal, 23½c.

## *Nails Are Firming; Some Say May Advance*

**Montreal.**

NAILS AND WIRE.—Tendencies are of an advancing nature and the market is very firm. Prices, as yet, are held at the $4.75 basis for both steel wire and cut varieties. There is a steadily heavy movement of various sizes to the trade.

The basis for wire is without change, the base price of $5 per cwt. remaining firm.

## *Galvanized Sheets in But Prices Higher*

**Montreal.**

SHEETS AND PLATES. — Prices have gone higher on galvanized sheets. This is due to the bareness of supply, what stocks there are being much reduced and a keen bidding for supplies has been in progress. A quantity of English sheets were received this week and these are being readily bought up. Revised prices are to be noted herewith.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 65 |
| 12 gauge | 5 95 | 6 60 |
| 14 gauge | 6 00 | 6 75 |
| 16 gauge | 6 10 | .... |
| 18-20 gauge | 6 55 | 6 60 |
| 22-24 gauge | 6 60 | 6 65 |
| 26 gauge | 6 70 | 6 75 |
| 28 gauge | 7 00 | 7 00 |
| GALVANIZED SHEETS— | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 9 50 |
| 26 gauge | .... | 9 25 |
| 24 gauge | .... | 8 65 |
| 22 gauge | .... | 8 30 |
| 18 and 20 gauge | .... | 8 10 |

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *A Decided Firmness Marks Bar Market*

**Montreal.**

IRON AND STEEL.—The outlook is for a firming of the market. Just whether this will come at once is not defined, but the undertone is strong and advances, if they come, will not come altogether as a surprise.

IRON AND STEEL

| | |
|---|---|
| Star finish machinery steel | 3 30 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond too steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *Steady Sales Made of Lead Products*

**Montreal.**

LEAD PRODUCTS.—The market conditions are firm. Advances are within the range of possibility, and particularly if pig lead advances again, and as some anticipate it will. The movement is quite steady, most buyers purchasing only as they require, however.

Zinc sheets are very firm and an advance is not unlikely.

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 15% |
| Lead wool, lb. | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq., ft., lb. | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | 0 09½ |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 37½ |
| Solder, strictly, lb. | 0 33 |
| Strictly, commercial, lb. | 0 32 |
| Solder, wiping, lb. | 0 30 |
| Solder wire (8 gauge)— | |
| 40160 | 0 36 |
| 45-55 | 0 38¾ |
| 50-50 | 0 41¼ |
| Zinc sheets, casks | 0 17 |
| Do., broken lots | 0 18 |

## *Better Undertone On Old Materials*

**Montreal.**

OLD MATERIAL.—While there is still room for improvement, the old metal market may be reported as a healthier one. Cast iron has been moving more extensively and is firmer, but without quotable change. The immediate future is anticipated to be better, as far as actual movement is concerned.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 15 | 0 15¼ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | 15 00 | 16 00 |
| Malleable scrap (ton) | 15 00 | 16 00 |
| Pipe scrap, ton | .... | 8 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 23 00 | 24 00 |

## *Spelter is Firmer; Lead, Tin Unchanged*

**Montreal.**

INGOT METALS.—The features of the week are few. Spelter is firmer, and lead continues firm, also. Prices on the various other ingots are unchanged,

COPPER.—Not much sale for this, the market being quiet and price held unchanged at 25c.

TIN.—Still fluctuating in price at London, advances some days and declines on others. The quotation remains at 58c.

LEAD.—This is still strong and is held at 8¼c per lb. Some look for an advance of price in the immediate future.

SPELTER.—Prices are higher again on this and the quotation this week is 10¼c per lb.

ANTIMONY.—Quite without feature of any kind, the price remaining at 10½c.

ALUMINUM.—Remains at 34c per lb., with a fair, seasonable business being transacted.

PIG IRON.—Some weakness has been reported from the States, and which some find it difficult to interpret. Local market is unchanged at $50 per ton for small lots.

# TORONTO MARKETS

TORONTO, Nov. 13—A decided upward tendency in numerous lines of hardware is noted this week and many changes have taken place. The coal strike, although not so severe as was anticipated, did not help the previous situation any and during the season there were few centres or distributing points that did not have a strike of some of the trades. In order to attain cheaper prices it is necessary for labor and production to go hand in hand. Owing to so many disturbances this has not been the case, hence producers are forced to raise their prices to meet the extra costs of marketing their product and it has been noted that an advance in one commodity affects the cost of some relative and thus the advance all along the line. Present indications point to a general shortage in many of these lines for next year's delivery.

Dominion ammunition shows an important advance of 20 per cent.; stepladders are higher and are quoting at three cents per foot above former prices; steel at the mills has advanced $3.00 per ton, which also affects sheets; Chicago spring butts, floor hinges advance 10 per cent. Valves and cocks are also higher. Red Star roofing and tin plates are also higher.

## 20 *Per Cent. Jump on Dominion Ammunition*

**Toronto.**

DOMINION AMMUNITION shows a considerably higher price this week, which approximates 20 per cent. This advance is no doubt due to the considerable number of strikes both in Canada and the United States. It is also claimed that general labor conditions have not been a small factor in bringing this to a head, as a number of manufacturers state there is a very great shortage of labor. The new prices on Dominion ammunition are as follows: Rim Fire BB caps, 10 per cent.; C.B. Caps, 22 short, 22 long, black or Lesmok, 5 per cent.; 22 short, smokeless, 15 per cent.; 22 long, smokeless, 5 per cent.; 22 long rifle, black and smokeless advance 10 2½ per cent. on the list; all other rim fire cartridges advance 10 per cent. on list. Central fire cartridges, pistol sizes, advance 62½ per cent. on the list. Central fire sporting advance 90 per cent. on list; shot cartridges same as ball; brass shot shells, disc, 15 per cent.; primers advance 62½ per cent.; empty paper shells advance 15 per cent.; loaded shells, Crown, 32½ per cent.; Sovereign, Regal and Canuck 20 per cent.; blanks, rim and central fire, add 50 per cent. on the list; bullets, add 67½ per cent. on the list.

## *Valves and Cocks, Etc., Show a Higher Price*

**Toronto.**

VALVES, COCKS, etc., show an advance. The market on this commodity has been firming for some time, and in some cases the demand has been greater than the supply. The fact that European buyers are not in the market yet has surprised many, but it is thought this is due directly to the great difference in our exchange, and when this is adjusted there will be a large demand and prices are expected to soar much higher. Prices are as per our current quotation page.

## *New Prices on Copper and Enamelware*

**Toronto.**

COPPER AND ENAMELWARE advance. The new discounts are now ready and are being sent out, as stated by HARDWARE AND METAL last week. These discounts, although an advance on present prices, are more of a revision an account of the discount allowed in the spring being too general. Manufacturers claim there was an unreasonable difference between some articles in the same line of goods, in some instances, and the new discounts will adjust and put all lines on a more even basis. Some of the new discounts are as follows: Scotch grey ware 50 and 5 per cent.; Colonial, Imperial, Pearl and Premier, 20 per cent.; Diamond, 10 per cent.; White ware, 45 per cent.; Sheet Iron ware, 20 per cent. advance; Frying pans, 30 per cent.; Steel spiders, net list; Fire shovels, list plus 20 per cent. Steel sinks, galvanized and painted, plus 15 per cent.

## *3c Per Foot Higher Are Step and Extension Ladders*

**Toronto.**

STEP AND EXTENSION LADDERS show an advance and may be accounted for, it has been said, by the scarcity of lumber. It has been said that the quantities of lumber cut are away below the average of other years, and the situation does not seem to be clearing very speedily. It is well known that as each year rolls by lumber men are having more difficulty inducing men to leave the cities and large towns, in order to go to the woods and work on the same scale of wages, in fact larger wages are offering, and frequently premiums are offered to some of the most capable men, in order to induce them. The new quotations are as follows:

| Step Ladders— | Per foot |
|---|---|
| Perfect, 6 to 16 ft. only | $0 37 |
| Hercules, 4 to 10 ft. | 0 39 |
| Hercules, 12 to 14 ft. | 0 44 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 8 ft. only | 0 27 |
| Gardener, No. 1 | 0 24 |
| Do., No. 2, bolted | 0 27 |
| Dominion, No. 3 | 0 28 |
| Do., No. 4, bolted | 0 31 |
| Single and Fruit Picking— | |
| 10 ft. to 16 ft. | 25c ft. |
| 18 ft. to 20 ft. | 28c ft. |
| F.o.b. Toronto, Hamilton, London. | |
| Roped and Straight Extension Ladders— | |
| 20 to 32 ft. | $0 39 |
| 36 to 40 ft. | 0 32 |
| 44 ft. | 0 35 |
| Over 44 ft. | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

## *Chicago Spring Butts Higher by* 10 *Per Cent.*

**Toronto.**

CHICAGO SPRING BUTTS show advance of 10 per cent. This is in accordance with other builders' hardware new prices, which has been greatly affected by the recent steel strikes in various centres of Canada and the United States.

## *Red Star Roofing Shows Advance*

**Toronto.**

ROOFING—Red Star 2 and 3 ply, show a higher price this week and are quoted at 2 ply, $1.75 per roll, and 3 ply at $2.05.

## *Cotton Rope and Twine Still Hold Firm*

**Toronto.**

COTTON ROPE AND TWINE have as yet not shown any further advance over the one reported a few weeks ago. Cotton has been very active on the different market, and if prices continue to advance anything like their recent figures there is little doubt but a change may be looked for. Owing to the season of the year may also have some influence in keeping the price down, as the real busy season for cotton rope is practically over for this season, and therefore, the demand is not so brisk, and as all prices hinge on supply and demand, it is thought this has a direct tendency in steadying the present quotations.

## *Oakum Unchanged; Prices Remain Firm*

**Toronto.**

OAKUM is holding firm. At one time a reduction would not have surprised some, but the market is said to be a fairly strong one now on account of conditions, especially in the cotton market, which has made such numerous advances of late. As it stands now, however, there is a good demand for oakum and prices are expected to remain unchanged for some time to come.

## *Manila Rope Still Unchanged*

**Toronto.**

MANILA ROPE. — Some American firms show further advances in manila rope this week, and manila fibre is reported at an advanced price. This has not affected the Canadian market yet, and it is not definitely known just what

the future will bring. No one predicts immediate higher prices, and lower prices are not looked for at present, although it has been the recent tendency to weaken. Pure manila is quoting firm at 31 cents per pound, base.

## *Corrugated Sheets Firm and Scarce*

**Toronto**

CORRUGATED SHEETS.—The same conditions practically cover corrugated sheets that prevail in the flat sheets, and jobbers are trying to keep the prices as steady as possible; no change is immediately looked for. The following are quotations now going:

| Corrugated Sheets— | Per 100 square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Iron Bars and Steel Advance $3 Per Ton*

**Toronto.**

IRON BARS AND STEEL show a general advance at the mills of $3.00 per ton. Most jobbers are quoting the former base as yet, and may continue till the end of the week, according to their stocks and future deliveries. It has been stated that most jobbers as a body are trying to steady the market, and as $4.25 is the official base price for instance, on common bar steel, the artificial market may require a temporary advance till conditions become more normal. However, if the mills permanently advance their product owing to conditions it will be necessary for jobbers to buy on a higher market and naturally their price will likewise advance. The prices quoting at present are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Sheets and Plates Scarce, Black Advances*

**Toronto.**

SHEETS AND PLATES.—Black sheets are reported to have reached a higher figure, which is not surprising, owing to the large number of stocks that are entirely exhausted, and it is claimed that it is almost impossible to stock this and galvanized sheets as shipments are used up before there is a chance to stock in warehouses, and very little has a chance to trickle through to the stockrooms. There seems no available stocks to offer at the mills and most sheets coming through are odd batches which have been lying around the mills. Some manufacturers expected to be able to put a certain quantity on the market to relieve the situation, but so far it is said the stocks that are coming are only the means of a hand-to-mouth trade. The following are the quotations going at present.

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | 5 45 | 6 00 |
| 16 gauge | 5 60 | 6 50 |
| 18-20 gauge | 5 15 | 6 55 |
| 22-24 gauge | 6 20 | 6 60 |
| 26 gauge | 6 30 | 6 65 |
| 28 gauge | 6 45 | 6 75 |
| 3-16 inch plate | 4 90 | 5 25 |
| ¼-inch boiler plate | 4 50 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

| GALVANIZED SHEETS. | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 50 | 8 00 | 9 25 |
| U.S. 28 | 8 30 | 9 90 | 7 60 | 8 55 |
| U.S. 26 | 7 90 | 8 50 | 7 30 | 8 20 |
| 22 and 24 | 7 70 | 7 90 | 7 15 | 8 00 |
| 18 and 20 | 7 50 | 7 70 | 7 00 | 7 80 |
| 16 | 7 25 | 7 50 | 6 85 | 7 60 |
| 12 and 14 | 7 05 | 7 25 | 6 70 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Lead and Zinc Show No Change*

**Toronto.**

LEAD AND ZINC.—Although tin has fluctuated some, the prices on these commodities have remained steady. The demand has been very good and a fair volume of business is offering. Although the labor unrest has been showing some signs of improvement, the general effect is still being felt and prices, it is claimed, are more likely to advance, if continued disruptions continue to take place. The following are some of the prices quoting:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

| | | |
|---|---|---|
| Solder, guaranteed, lb. | 0 35½ | 0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Scrap Materials Are Very Quiet*

**Toronto.**

SCRAP MATERIALS are very quiet and a very uncertain feeling prevails. No one cares to sell, or yet do they wish to buy. It is expected European buyers are out of the market for this year, at least, for any quantities. The coal strike coming so soon after the steel strike has also had a quieting effect on scrap material of all kinds, and very little is going into the United States. Manufacturers have not as yet come into the market for round lots of old scrap, and this would indicate that they have had ample supplies on hand to take care of their requirements. Prices are as follows:

| DEALERS' BUYING PRICES | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 12 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 18 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 07 |
| Overseas, lumbermen's rubber boots | .... | 0 05 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 02 |

## *Boiler Tubes Continue Scarce*

**Toronto.**

BOILER TUBES continue to be scarce. The shortage of skelp is being felt, also labor conditions. Mostly a jobbing business is being done, and manufacturers have no encouragement for immediate future deliveries. It is stated that any tubes that do come to hand are quickly absorbed and the demand does not seem to be weakening. The prices remain firm and are as follows:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Tin Spelter and Lead Firmer*

**Toronto.**

INGOT METALS.—There continues to be a very strong position in the ingot market. All eyes are still on the European situation, and are watching for the financial side, especially as there is such a wide difference in the relative value of different moneys.

COPPER remains unchanged and the prices quoting at present are 25 cents per pound. The price is reasonably steady with a fair demand offering.

TIN shows somewhat stronger this week. The demand still continues and jobbers find it difficult to supply the trade offering. The quotations that are now going are 60½ to 61½ cents per pound.

SPELTER.—As predicted last week spelter is showing a higher price and is holding quite firm. The demand continues brisk, and owing to some there is a shortage reported and sales are rather delayed. The price now quoting is 10½ cents per pound.

LEAD.—The stocks of lead continue small. A slightly higher price is noted which is holding firm. The demand continues very good. The quotation is 8½ cents per pound.

ALUMINUM continues to be rather quiet, with small stocks on hand. The price quoting remains at 34 cents per pound.

ANTIMONY.—There is not much movement in antimony at present, the demand having temporarily stopped. The price quoted is 11½ cents per pound.

# LONDON MARKETS

LONDON, Ont., Nov. 13—Higher prices are still in order this week. Industries have been held back and production curtailed so much that the demand in most cases now exceeds the supply. Among the many advances noted are stove boards, quoting at 20/5% off list, shaft splices $4.50 dozen, stove lining, shelf brackets and steel butts. Snow shovels are moving, also ash sifters, lanterns and globes. Cow chains are active, as well as Stewart horse-clippers. White lead in oil remains at a firm price and a good volume of trade is reported. Putty shows a very seasonable demand and it has been noted that the better grades show an excellent demand regardless of the difference in price.

Generally speaking, business continues unusually good here. All hardware stores are very busy and most of them could sell much more than they can get delivery for. Collections are very good.

## *Furnace and Snow Shovels Active*

**London, Ont.**

SNOW SHOVELS are reported quite active. To-day's selling prices are as follows: Prince or No. 20 at $7.88 per dozen; Queen or No. 30 at $8.75; King or No. 40 at $10.50; Moose or No. 50, $13.13 per dozen.

FURNACE SCOOPS AND LONG HANDLE, $8.75 per dozen.

## *Lanterns and Globes Firm and Unchanged*

**London, Ont.**

LANTERNS AND GLOBES are beginning to move with an increasing demand from day to day, and although the price is firm, no change has as yet been noted. Lanterns, long and short globes, are quoting at $12.50 per dozen. Lantern globes, long and short pattern, are as listed below: 1 dozen to the case, $1.10 per dozen; 3 dozen to the case, $1.05 per dozen; 6 dozen to the case, $1.00 per dozen.

## *Stewart Horse Clippers Show No Change*

**London, Ont.**

STEWART HORSE CLIPPERS remain unchanged with a fair demand offering. They are still selling at $12.00 each.

## *Cow Chains Are In Good Demand*

**London, Ont.**

COW CHAINS are beginning to move more briskly on account of the cold weather being near at hand. The discount quoting is 20% off the list.

## *Active Demand For Ash Sifters*

**London, Ont.**

ASH SIFTERS are reported to be selling in good quantities, and the seasonable demand is very brisk. The wood sides are selling at $3.00 per dozen; Banner at $3.15 each, and Rocker at $4.75 each.

## *Stove Boards Now Selling 20/% Off List*

**London, Ont.**

STOVE BOARDS.—The market for this line shows a very seasonable demand and they are moving in good quantities. The higher price comes under the recent advance listed in wares, and the present new discount is 20 and 5 per cent. off the list.

## *Shaft Splices Up To $4.50 Per Dozen*

**London, Ont.**

SHAFT ENDS have shown a new price this week with a fair demand noted. The new price is $4.50 per dozen.

## *Stove Lining in Packages Higher*

**London, Ont.**

ASBESTOS STOVE LINING in packages has moved to a higher level, and is now quoted at No. 3 at $2.00 dozen packages; No. 6 at $3.00 dozen packages.

## *Higher Prices Named For Shelf Brackets*

**London, Ont.**

SHELF BRACKETS advance. This is in accordance with advances made on the many lines of steel goods. The demand for this line is brisk and a fair quantity are moving. Following is the new net list:

No. 140 x 3 x 4 in., 90c pair; 4 x 5 in., $1.20; 5 x 7 in., $1.80; 6 x 8 in., $2.25; 7 x 9 in., $2.70; 8 x 10 in., $3.15; 10 x 12 in., $4.50; 12 x 14 in., $6.75; 16 x 18 in., $15.00.

## *Strap and Tee Hinges New Net Prices*

**London, Ont.**

STRAP AND TEE HINGES show an advance. This list is in compliance with HARDWARE AND METAL'S notification that prices were withdrawn, and the following is the new list:

| Strap. | HEAVY. | Tee. | Doz. Pair |
|---|---|---|---|
| 4-inch | $3 00 | 4-inch | $2 55 |
| 5-inch | 3 70 | 5-inch | 3 20 |
| 6-inch | 4 00 | 6-inch | 3 60 |
| 8-inch | 5 40 | 8-inch | 4 10 |
| 10-inch | 9 60 | 10-inch | 7 30 |
| 12-inch | 11 90 | 12-inch | 11 60 |
| 14-inch | 13 60 | 14-inch | 11 80 |
| Strap. | LIGHT. | Tee. | |
| 3-inch | $1 00 | 3-inch | $1 00 |
| 4-inch | 1 20 | 4-inch | 1 10 |
| 5-inch | 1 40 | 5-inch | 1 30 |
| 6-inch | 1 70 | 6-inch | 1 50 |

## *New Net Prices Tee and Strap Corrugated Hinges*

**London, Ont.**

CORRUGATED STRAP AND TEE HINGES.—The new net prices on these are as quoted below:

| Strap, No. 935— | | Tee, No. 937— | |
|---|---|---|---|
| 4-inch | $1 63 | 4-inch | $2 00 |
| 5-inch | 2 25 | 5-inch | 2 75 |
| 6-inch | 2 90 | 6-inch | 3 40 |
| 8-inch | 4 65 | 8-inch | 3 65 |
| 10-inch | 7 10 | 10-inch | 8 45 |

## *Advance Shown On Steel Butts*

**London, Ont.**

STEEL BUTTS.—A higher advance is noted in steel butts, and quotations are as follows: 804, discount 5 per cent.; 800, add to list 12½ per cent.; 840, add to the list 7½ per cent; 810 and 814, add to list 25 per cent.; 842, net list.

## *Manila Rope Quiet; Unchanged*

**London, Ont.**

ROPE MANILA AND SISAL, also cotton, remain unchanged. Owing to the lateness of the season the demand has not been brisk, although very seasonable. Manila rope has been reported to have advanced in the United States, although no advance has been reported here as yet. Some of the prices quoting are: Pure manila, 31 cents per pound base; British manila, 27 cents; New Zealand hemp, 27 cents; sisal, 23½ cents.

## *Nail Supply Limited; Prices Remain Firm*

**London, Ont.**

NAILS.—An extra good demand is at present noted for nails. The supply, it is stated, is rather limited, and naturally a very firm price prevails. The strikes which have been so prevalent no doubt are being felt by all mills, not only in the production end, but from a sales point, as quantities of Canadian nails have been shipped into the United States this season. Wire nails are quoting at $4.70 base.

## *Window Glass Still Continues Scarce*

**London, Ont.**

WINDOW GLASS remains firm at the new price previously quoted. Owing to the boom in the building line this year, the demand is very brisk. It is not definitely known if Belgium will be able to compete in the near future or not. It has been reported wages in their plants have been raised 20 to 30 per cent. This being the case, it more than likely affects the glass price. Quotations are: single diamond and double diamond, 25 per cent. off the list; cut lights, 10 per cent.

## *Putty Unchanged; Good Demand Noted*

**London, Ont.**

PUTTY.—A good seasonable demand is noted for putty, which still continues firm with no price changes noted. Following are the quotations:

Standard, 100-lb. drums, $6.80 per 100 lbs.; do., 25 lb. drums, $7.05. Pure, 100-lb. drums, $9.30 per 100 lbs.; do., 25-lb. drums, $9.55.

## *White Lead in Oil Unchanged; Price Firm*

**London, Ont.**

WHITE LEAD IN OIL.—The demand continues very favorable, and prices remain firm and no higher prices are noticed for the present. Pure is quoting at ton lots, $16.35; less than tons, $16.70; Elephant, tons, $16.95 per 100 lbs; less than tons at $17.30.

## *No Change on Turpentine*

**London, Ont.**

TURPENTINE continues in very good demand, and as some have stated, are fortunate to be able to get it so readily. Owing to labor conditions and other factors, turpentine stocks are much below the regular. European countries are very short of supplies, but owing to the longshoremen's strike, money market, and other disruptions, much of the supplies intended for them have been diverted to some of our markets, and even then, at times there is a noticeable shortness. The present quotations are as follows:

1-barrel lots, $2.45 imperial gallon; 2 to 4 barrel lots, $2.44; 5-gal. lots, $2.55.

## *New Linseed Oil Prices Are High*

**London, Ont.**

LINSEED OIL.—New prices are now being quoted. It is not known generally just how this price will be in the near future. The Western crops did not yield their regular amount this year, and at present no change is expected for a few months, at least until the Argentine crops are heard from. Quotations are as follows:

| | Raw. | Boiled. |
|---|---|---|
| 1 to 2 barrels, gal. | $2 45 | $2 48 |
| 3 to 5 barrels, gal. | 2 44 | 2 47 |
| 6 to 9 barrels, gal. | 2 42 | 2 45 |

Less barrels, add 10 cents gallon.

# WINNIPEG MARKETS

WINNIPEG, Nov. 13—Price changes during the week again show prices in all lines still advancing and no prospect of any declines for some time. Among the lines affected this week appear enamelware, tinware, sheet iron ware, galvanized ware, stove and pipe, elbows, Japanned ware, churns, brass butts and barb wire. The majority of the above lines represent an increase of 10 per cent., while barb wire shows a straight advance of 25c per spool.

Present indications point to a general shortage in many of the hardware lines for next year's delivery, owing to the strikes which have materially reduced the output, so that dealers would be well advised to place their requirements early, so as to insure sufficient time to make deliveries.

Business in practically all lines continues brisk, particularly in Christmas goods, skates, hockey sticks, sleighs, etc.

## *Wares Show 5 to 20 Per Cent. Advance*

**Winnipeg.**

GALVANIZED TIN, COPPER AND SHEET IRON WARES.—This week's price changes in enamelware, tinware, galvanized ware, sheet iron ware, etc., show an increase of from 5 to 20 per cent., according to the lines affected, and bring prices back to about the former high levels. Manufacturers report that the increases are directly due to increased labor as well as the present shortage of raw materials. To-day's ruling discounts on the various lines are as follows:

Enamelware—Scotch Grey, 46—12½%; Pearl or Imperial, 15—7½%; Canada, Diamond, list, plus 7½%; White, 30—15%; White, decorated, list, plus 42½%.

Japanned ware, list, plus 32%; japanned ware, white, list, plus 42%.

Stamped ware, plain, 30—20—2½%; do., retinned, 20—20—7½%.

Pieced ware, list, plus 43%; do., with copper bottoms, list, plus 62½%.

Sheet iron and steel ware, list, plus 32%.

Acme fry pans, 22½% off list.

Stove shovels, list, plus 31%.

Galvanized ware, list, plus 40%.

Heavy Galvanized pails, list, plus 31%; do., light, list, plus 42%.

Light galvanized tubs, list, plus 42½%; do., heavy, list, plus 31%.

Stove boards, paper lined, 15—10—10%; do., wood lined, 15%.

Stove-pipe elbows, heavy, list, plus 32½%; do., light, 6 in., $2.40 doz. net; 7 in., $2.55 doz. net.

Coal hods, japanned, list, plus 46½%; galganized, list, plus 61%.

## *Brass Butts Advance 15 to 20 Per Cent.*

**Winnipeg.**

BRASS BUTTS.—Following a further advance by the manufacturers, new prices have been named on brass butts and show an increase of from 15 to 20 per cent. over former quotations, due particularly to wage increases. To-day's prices are given as follows:

| Brass Butts— | Narrow | Middle | Broad |
|---|---|---|---|
| 1 inch., doz. pair | $0 48 | $0 57 | $0 60 |
| 1¼ inch., doz. pair | 0 69 | 0 72 | 0 81 |
| 1½ inch., doz. pair | 0 78 | 0 90 | 1 02 |
| 1¾ inch., doz. pair | 1 02 | 1 14 | 1 26 |
| 2 inch., doz. pair | 1 20 | 1 30 | 1 56 |
| 2¼ inch., doz. pair | 1 68 | 1 95 | 2 25 |
| 2½ inch., doz. pair | 2 10 | 2 55 | 3 00 |

## *Churns Increase Approximately 6%*

**Winnipeg.**

CHURNS.—Following advances in other lines of woodenware which have been steadily moving up, new prices are now effective on churns. New prices show an increase of approximately 6 per cent. over former quotations. New discounts now in effect are 15 and 5 per cent., making net prices on the various sizes as follows:

Churns, Favorite or Daisy, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50; No. 5, $12.90 each.

## *New Prices Shown For Bluestone*

**Winnipeg.**

BLUESTONE.—Prices on bluestone have been established for spring, and bookings will be accepted at 11¼c lb., f.o.b. Winnipeg.

## *Barb Wire Up 25 Cents Per Spool*

**Winnipeg.**

BARB WIRE.—Prices have advanced during the week 25c per spool on all lines, based on new prices now prevailing at the mills, which have been in effect for some time past. Stocks of barb wire are reported low compared to former years, and no doubt next spring will see a big shortage in this commodity. To-day's ruling prices are as follows:

Lyman, 4 point, f.o.b. Winnipeg, $5.25 spool.
Gliddin, 2 point, f.o.b. Winnipeg, $5.05 spool
Baker, 2 point, f.o.b. Winnipeg, $4.95 spool.

## *New Axe Prices Are Quoting*

**Winnipeg.**

AXES of all kinds advance during the past week, the increase being approximately $1 dozen on unhandled axes, and $1.50 dozen on handled axes. New prices going into effect at once.

## *Linseed Oil Prices Continue Unchanged*

**Winnipeg.**

LINSEED OIL prices continue firm on the local market, and from present indications no change is anticipated, while a heavy demand is expected to take care of the spring business. To-day's prices are confirmed as follows:

Raw linseed oil, barrel lots, $2.75 gal.
Boiled linseed oil, barrel lots, $2.78 gal.

## *Turpentine Prices Remain Unchanged*

**Winnipeg.**

TURPENTINE.—Prices show no change during the week, the market holding very firm with no immediate prospects of a change. Stocks are reported normal with only a limited demand. To-day's prices are confirmed as follows: Barrel lots, $2.65; half barrel lots, $2.68 gal.; 5 gallon lots, $2.70 gal.; 1 gallon lots, $2.70 gal.; plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURGH, Nov. 13.—The coal strike inaugurated Saturday, Nov. 1, found nearly all the steel mills with stocks of coal equal to from two to four weeks of consumption, and the Government distributing authorities determined to avoid, if at all possible, any idleness of steel mills on account of the coal strike since that might lend encouragement to the iron and steel strike. No immediate occasion was found for furnishing coal to steel mills. The railroads seemed to be moderately well supplied, so that some of the commandeered coal, involving all that was in transit, was available for distribution, and this has been given to public utilities, as having the first claim. The Connellsville region was not affected, its coal production, apart from that converted into coke in the region, amounting to several hundred tons a week. The strike did not affect other non-union regions either, and a few small union mines remained in operation, while after the first day of strike there were occasional instances of union miners returning to work.

At the end of last week, the seventh of the steel strike, production of steel was at the rate of nearly 70 per cent. of the rate just before the strike. Production during October averaged 60 per cent. or a shade less. At the height of the strike, the third or fourth day, production was down to about 50 per cent. of the pre-strike rate. As the strike is now waning rapidly it is important to remember that before the strike production was at considerably less than capacity. From the middle of May there had been a continued increase in production, but just before the strike production was still only between 80 and 85 per cent. of rated capacity. This restriction in output was due in part at least to scarcity of labor, though the manufacturers also held labor inefficiency responsible.

Up to date the restriction in steel production by the strike has amounted to about three weeks of production at the rate before the strike, hence at the lowest estimate the entire restriction is going to exceed a month's production. The great problem with steel manufacturers now is not the strike, which is disappearing with sufficient rapidity, but production after the strike, as in many mills working organizations have been greatly impaired in efficiency and it is likely to be a long time before everything is working smoothly again. During the strike the customers of steel mills are very sympathetic and accommodating, but after the strike they are likely to become more or less peremptory in their demands, probably having the viewpoint that with the strike over they ought to be getting better service than ever.

The Wheeling district is still closed practically tight, but operations are increasing at a fairly good rate in the Mahoning Valley. All the blast furnaces in the valley were closed, but now about one-third as many are operating as before the strike and steel production in the valley is up to 20 or 25 per cent. Three of the four large steel interests at Youngstown are now shipping some steel, while the fourth does not seem to be shipping any, although it is making some pig iron and steel ingots.

Values of pig iron have stiffened sharply. In some districts there is regular trading, showing almost constantly advancing market prices. In the Pittsburgh Valley district there is relatively little trading and market prices are not strictly defined. The producers, in the main, are indisposed to sell, and all or most of them are holding back, evidently with the idea that as price advances are unpopular it is better to let somebody else put the market up, and then simply come in and sell at the market price. Buyers willingly pay sharp advances over the March 21 schedule for such small prompt lots as they must have, and while prompt iron does not usually make the market, if advanced prices for prompt become well established it may be found easy, later on, to sell for first quarter or first half at those prices.

Foundry iron was $26.75, valley, by the March 21 schedule. A fortnight ago it sold at $28.75 for first quarter, but lately there are no sales for next year. Prompt lots have brought up to $33, valley. Malleable was sold at $30, valley, to a customer, who wanted foundry, which the seller could not furnish, and the $30 price on the malleable was regarded as representing a concession. Basic, which was $25.75 by the March 21 schedule and has been in light demand lately, has sold at $29 for prompt. Prompt lots of Bessemer have sold successively at $28.50, $29 and $29.50, the March 21 price having been $27.95. As closely as the market can be quoted it stands as follows: Bessemer $28.50 to $29.50; basic, $28 to $29; malleable, $30 to $31; foundry, $30 to $33, all f.o.b. valley furnaces, freight to Pittsburgh being $1.40.

Furnaces claim their costs readily justify these price advances, but consumers are not convinced. However, it seems clear that the advance is not all to be attributed to the iron and steel strike, perhaps not even the major part of the advancing tendency. Pig iron was advancing somewhat before the strike, and the strike has not affected the merchant furnace production of pig iron nearly as much as it has the operation of steel mills with their blast furnaces. One factor in the pig iron market undoubtedly is that last spring and summer consumers were striving to reduce their stocks, and carried the process too far, as is usual in such cases. Furnaces blew out until production was below consumption, and then came the strike. That the strike is not in itself responsible for all of the present shortage in pig iron is shown by production reports, to the effect that production of pig iron by merchant furnaces was 90 per cent. as heavy in October as in August. The strike curtailment, however, was more than 10 per cent., being probably fully 25 per cent., production having been increased up to the time of the strike, September 22.




—Hanny in St. Joseph News-Press.

**The only kind of striking needed just now.**




# The Need for Paint Never Grows Less

## On the Contrary It Has Steadily Increased With Advancing Prices of Lumber and Other Materials—Big Business to be Had Among the Farmers—Farmer's Wife is Also a Good Customer

THE need for paint never grows less. On the contrary, with the steady advance of building and other materials its need has increased. The man who postpones the painting of his property now finds that he has been penny wise and pound foolish, because every material is constantly undergoing the process of deterioration or elimination. His woodwork will decay unless protected, metals will rust and corrode and brick and cement surfaces will disintegrate.

These facts offer talking points for the dealer that cannot be denied, and the merchant who goes after business aggressively and makes the most of his arguments, can cash in on profits the year round.

### In Class By Itself

No other material has played so important a part in conservation as paint. On the other hand, its use, while general, is comparatively small to what it should be for the manifold benefits that result. Neglect is partially responsible for this, as well as a limited knowledge on the part of the public as to what paint really does.

The knowledge that paint should be used when property becomes shabby is general, and painting is usually for improved appearance rather than preservation. The important function of paint is to protect. In doing so, it also carries with it the ability to beautify through diversity of color.

This seems especially true in many rural districts, although it is just as true of many urban districts.

Business to-day is best where the farmer is. He has quit saying "it won't work" and has been transformed from a pessimist into an optimist.

His buying power has increased, and he offers a rich market now, and will indefinitely.

The paint man who lives in a farming community must get after the farmer business. The farmer in his prosperous days is a user of paint, but unless the merchant keeps right after the trade many farmers seem inclined to go to the mail order houses for it. It is an undisputed fact, though, that a good home merchant can get the business if he will go after it.

### Rural Directory

Every merchant should have a rural mail route directory, and, in carrying on his campaign for fall business, send personal letters to the farmers in his trade territory. He should also carry advertising space in the local newspapers which has the largest circulation among the farmers.

Advertise house and barn paint. Tell the farmer about paint especially adopted to use on his outbuildings, his farm implements, his wagons, his automobile, etc.

The farmer's wife, it will be found, will be a customer of the dealer who bids for her patronage. Tell her of the brighter home idea.

### Give Them Information

Tell them all about the paints you sell, what they will do and how best to apply them. Your help will be appreciated.

### How It Works Out

What is there in the idea that painting is an expense? Of course it costs more to paint now than formerly, but it likewise costs more to repair or replace. There always has been a wide margin between the cost of repairs and the cost of painting. Paint is and always will be cheaper than repairs, which in a majority of cases are made necessary by lack of paint. It is not possible to approximate what this difference is with any degree of accuracy, but it represents a substantial margin in favor of paint.

### Would Be Saved

If moisture finds its way into wood, causing the porch, roof, sills, or other parts to decay and need replacement, the proper and timely use of paint would have prevented this expense, and it is easily demonstrated which course would represent the smallest cost. And finally, the surface repaired or replaced has to be painted. Why not paint first, rather than both repair and paint later?

### Lose Sight of This

The mind is so continually blinded by the erroneous idea that paint is only a beautifier, that it almost wholly loses sight of its preservative properties. A wooden surface that is kept painted so that moisture cannot penetrate will resist decay, and at the same time will always be attractive to the eye.

### A Colossal Sum

The yearly property depreciation of this country represents a colossal sum. Paint could and would save a large portion of this if those responsible realized the wonderful preservative and protective properties of paint.

The individual who deposits his savings in a bank critically investigates its soundness. In fifteen years he expects to receive his accumulations plus interest. Often

Continued on page 86

# MOORE'S

## GUARANTEED PAINTS




"Save the surface and you save all" *Paint & Varnish*

**Sold to the consumer with this straightforward guarantee.**

## Absolutely Satisfactory or Money Refunded

One of the many features that make an agency for Moore's Paints and Varnishes the very best.

**BETTER PRICES — BIGGER PROFITS**

***Color Cards and Prices on Request***

## Benjamin Moore & Co., Limited

**Toronto and Winnipeg**



### THE NEED FOR PAINT NEVER GROWS LESS

Continued from page 84

these savings are invested in a home. Paint is seldom used. In fifteen years the cost of this neglect represents a depreciation of $500. The loss is just as real as if the bank had returned his original savings, minus $500.

**Learn the Value**

Through years of educative advertising and advertising propaganda, people have been taught the value of insurance as a protection when the fire demon comes, and which levies destruction in a very few hours. Decay is simply another form of destruction which works with less rapidity, but just as effectively in time. In a medical sense we might appropriately designate this as "wood consumption," and the only effective remedy as paint.

**Judge by Appearances**

Property value is judged by appearance to some extent. When a real estate dealer offers a property for sale which shows unmistakable signs of neglect, one of the first things he does is to paint it. At an expenditure of $100, or perhaps less, he increases its sale value all the way from $500 to $1,000. This very forcibly illustrates the value of paint, simply from the standpoint of appearance—and no one ever thinks of what duty it performs otherwise.

**Paint Did It**

Drive into the country and note some particularly attractive and inviting looking farm house, with barns and other farm buildings in the background. Ten to one the house was in a perfect state of preservation, and bespoke its owner's thrift and upkeep through a well-painted appearance. And the farm buildings were not only in perfect repair, but painted as well.

**Indicate Prosperity**

This illustration, which draws nothing from the imagination, is characteristic to every rural community, and is a most positive indication of prosperity. Paint plays the important role in that it takes a scene, generally lacking in attractiveness, and makes it predominate in its natural setting.

Similar illustrations may be cited of suburban homes, less conspicuous perhaps, because of smaller surroundings, where one may see the commendable example of carefully painted buildings, porches, porch or lawn furniture, and even screens—all most inviting and homelike.

---

F. F. Barber Machinery Company, Limited, head office Toronto, capital $200,000, plans to deal in tools, machinists' supplies and contractors' equipment.

Diamond Steta Fibre Company of Canada, Limited, head office Toronto, capital $40,000, plans to manufacture and deal in fibre goods and wares.

L. A. Young Industries, Inc., capital $40,000, plans to manufacture and deal in auto accessories.




## Advertising Will Increase Turnover of Brushes

### Buying Public is Interested in Brushes of One Kind or Another All the Year Round and Sales Can be Increased by Timely Messages Telling About Your Stock

THERE is no tonic like advertising for increasing sales, and this holds just as true of brushes as of any other line of merchandise. If you want to increase your turnover in brushes, just arrange an advertisement and back it up with a nice window and store display of brushes and see the results. Suggestions for arranging your copy may be found in the illustration accompanying this article. Copy of this kind has produced most satisfactory results for the Mills Hardware Co., Ltd., of Hamilton. An advertisement along this line inserted every few weeks enables the firm to show a steady increase in its volume of brush sales. It will do the same for any other merchant.

The great buying public, women especially, is interested in one line or another of brushes all the year round, and an occasional "drive" on this trade will show results and bring in some nice profits. In arranging an advertisement it is good policy to use illustrations. They have a real "pull" from a sales standpoint, and this is one of the basic principles adopted with such success by the mail-order houses. People like to see a picture of what is offered and they want to know the price. Don't forget the price and don't be afraid to show it in good, plain figures.

# Making the Most of the Xmas Gift Habit




TAKING advantage of the season of the year—when gifts are in order, many dealers increase their sales appreciably. What present could be more acceptable by the men-folk than a real, honest-to-goodness shaving brush. One that can be depended on week after week.

## BOECKH'S RUBBER SET SHAVING BRUSHES

absolutely fill the bill.

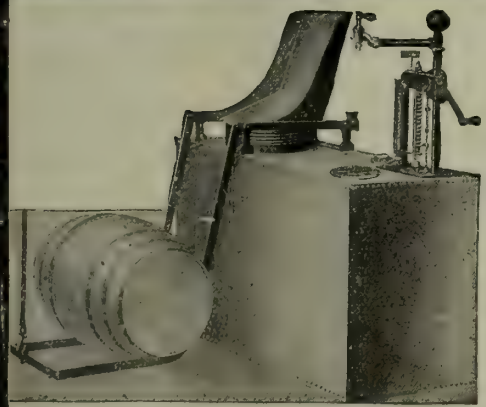
An assortment displayed in your window or on your show cases, suitably ticketed, will sell themselves. Try it—go hot-footed after the Xmas trade; why let the other fellow get it all?

Boeckh Brushes have a powerful sales argument: "the bristles can't come out."

BOECKH TRADE MARK EST'D 1856 TORONTO

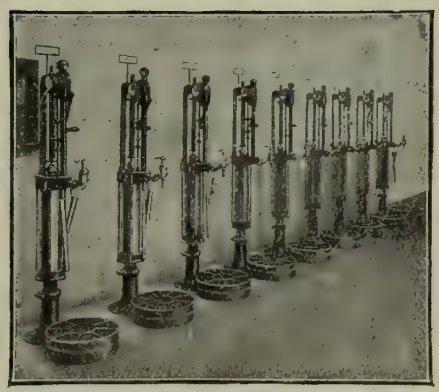
**THE BOECKH COMPANY, LTD.**
TORONTO, CANADA
ESTABLISHED SINCE 1856

# Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement wherever convenient.

BOWSER ESTABLISHED 1885

## Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

**S. F. BOWSER COMPANY, Limited**
**66-68 Frazer Avenue, TORONTO, ONTARIO, CAN.**
**Sales Offices In All Centers** **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

# Says Linseed Oil Market Liable to Rapid Changes and Instability

SPECULATION, strikes, and the general unrest throughout labor circles are three causes which Mr. T. M. Ransom, of the Canada Linseed Oil Mills, Toronto, gives for the uncertainty of the whole linseed oil market. On the Argentine, Duluth and Winnipeg markets, speculation is rife and the desire of certain interests to get from under a possible loss immediately affects the markets and alters prices. Mr. Ransom admitted quite frankly that he could make no safe prediction with regard to future prices.

"If we had some commodity that was more stationary in price," said Mr. Ransom to HARDWARE AND METAL, "we could give some general idea how the thing is going, but the way the flax market has been we cannot tell how it will go."

**Above the Normal**

The opinion was expressed by Mr. Ransom that prices of May seed, for instance, were higher than they should ordinarily be. To further illustrate his point regarding the instability of the market, Mr. Ransom recalled quotations on May seed on November 8. On November 7 they closed at 442 and opened on the 8th at 441. During the day quotations fluctuated to 447, back to 441, advanced to 442, and toward the close of the day were 435.

So far as the selling price of their product was concerned, Mr. Ransom said it was just as liable to fluctuate.

"The selling price is just as liable to change," he said. "We have to quote on every individual inquiry just on the market as it is at that time. The margin of profit is so small, so far as the crusher is concerned, that we cannot afford to take any chances. Some time ago I expressed the opinion to some of my customers that they would make no mistake in ordering half their requirements, seeing how the market was, and taking a chance on the balance. Since then, the market has firmed up, but it was only a chance. It is just like a man going up to shoot at a target blindfolded; he might hit the bull's eye and he might not—the chance is, he will not."

**Shipments Delayed**

On account of the strike some time ago, shipments from the West were uncertain and often delayed; but, of late, they have been regular, and Mr. Ransom says they are now having no difficulty in getting all the seed they want from the Northwestern Canadian markets. The demand for oil, he said, was keeping up remarkably well. Jobbers tell him that they do not know where all the orders are coming from, they are coming in so freely.

"We cannot make the oil fast enough to fill the orders we are getting," said Mr. Ransom. "We are as busy as we can be. We have a large quantity of oil booked for future deliveries for both the manufacturers and the jobbers."

**Quickly Recovered**

Illustrating the effect of strikes on the prices, Mr. Ransom referred to the strike of the dock men in England. Thinking there could be no deliveries, prices went down; but as soon as the strike was over and shipments from the Argentine assured, the prices of Argentine stock advanced and the other markets followed suit.

Mr. Ransom would make no prediction with regard to future prices. So far as he was concerned, the whole matter seems to be in the lap of the gods. So long as speculation is rife and labor unrest prevalent, the condition of the flax market—and the condition of all markets—will be liable to rapid changes and instability.

# Belgium Will Only Have 10,000,000 Feet of Glass for Exportation

## Destruction of Furnaces by Germans and Big Demands at Home is Affecting the Trade—Prices Five to Six Times Above Pre-War Quotations

GODFREY LANGLOIS, Agent General of the Province of Quebec in Brussels, writes regarding the condition of the glass industry in Belgium:

It ought to be of interest to Canadian traders to know in what state of affairs the war has left the glass market in Belgium.

Canada pre-war was ranking third with Holland among the best customers of Belgium for glass—Great Britain and Japan being the largest consumers. Canada imported in:

| | Kilos of glass. |
|---|---|
| 1911 | 19,401,000 |
| 1912 | 18 892.000 |
| 1913 | 15,633,498 |

Thirty furnaces (fours) were then working and 95 per cent. of their production was available for exportation

At the present time, seventeen furnaces (fours) only are in working order after much hardship, with a production of 25 million feet.

As a consequence of German destruction in this country, Belgium's consumption is much higher than before the war; it is estimated that 10,000,000 feet only will be available for exportation.

On the other hand, for the same reasons, France, who previously manufactured her own glass, and whose demand is enormous, will for this year at least import a great part of the glass available.

The Belgian Government has put an end to the license policy by an order-in-council of the 17th of September last.

The prices of glass have become from five to six times higher than those obtaining before the war on account of higher wages and the rise of raw material as well as expensive transportation.

Here are the prices quoted for Canada by the "Association des Maitres de Verreries," f.o.b. Antwerp:

| | 4th Simple | | 3rd Simple. | |
|---|---|---|---|---|
| | Per pk. of 100 | Per pk. of 50 | Per pk. of 100 | Per pk. of 50 |
| Up to 25" .... | $51 00 | $27 00 | $55 00 | $29 00 |
| 26-40" .... | 66 00 | 34 50 | 72 50 | 38 00 |
| 41-50" .... | 73 00 | 38 50 | 80 00 | 41 75 |
| 51-60" .... | 76 00 | 40 50 | 83 50 | 44 50 |
| 61-70" .... | 79 00 | 42 50 | 87 00 | 46 50 |
| 71-80" .... | 84 00 | 45 50 | 92 00 | 49 00 |
| 81-85" .... | 89 00 | 48 00 | 97 50 | 51 50 |
| 86-90" .... | 94 00 | 50 50 | 103 00 | 55 00 |

Payment, cash on delivery without discount.

Following the the glass manufactories which are working at the present time with the number of furnaces (fours) they are able to put in working order:

Ste. Ame des Verreries de Jemappes, Jemappes, 1 furnace.

Verreries de Binche, Binche, 1 furnace.

Ste. Ame des Verreries de Mariemont, Haine St.-Pierre, 1 furnace.

Verrerie Goffe & Fils, Lodelinsart, 1 furnace.

Verrerie Desgain Freres, Lodelinsart, 1 furnace.

Verrerie du Long Bois (Mr. Chausteur), Gilly, 1 furnace.

Verrerie D. Jonet, Charleroi, Nord, 1 furnace.

Verrerie Henri Lambert & Co., Rue Pige, au Croly, Charleroi, 1 furnace.

Verreries de Jumet, Jumet, 1 furnace.

Verreries des Hamendes (L. Lambert), Jumet, 1 furnace.

Verreries Belges, Jumet, 1 furnace.

Verreries des Piges (A. Missone), Dampremy, 1 furnace.

Verreries Gobbe, Hocquemillers, Lodelinsart, 1 furnace.

Verrerie de la Marine, Jumet, 1 furnace.

Verreries de la Paix, Lodelinsart, 1 furnace.

Bennert & Bivort & Courcelles Reunies, Jumet, 2 furnaces.

**WELSH TIN PLATE HIGHER**

Welsh tin plate has again risen, being now quoted at £2 4s. 6d. to £2 5s. 0d. Prices otherwise have not moved this week in iron and steel products.




# Varnish Troubles

When varnish goes wrong the dealer who sold it usually gets a share of the blame from the buyer, although this is usually unjust.

Dealers who carry Berry Brothers' Varnishes, Enamels and Stains do not have varnish troubles. The uniform dependability of all "Berry" products makes their sale safe and easy, and the great demand for them is always growing greater.

**Partial List of Distributors of Berry Brothers' Products**

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd., Vancouver, B.C. | A. M. Bell & Co., Ltd. - Halifax, N.S. |
| Wood, Vallance Hardware Co., Ltd., Nelson, B.C. | Lariviere, Inc. - - - Montreal, Que. |
| Frank A. Gillis Co. - - Halifax, N.S. | L. H. Gaudry & Co. - - Quebec, P.Q. |
| Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont. | Wood, Vallance, Ltd. - Winnipeg, Man. |
| Whites, Ltd. - - - Collingwood, Ont. | Wood, Vallance & Adams, Ltd., Calgary, Alta. |
| Sanderson Pearcy & Co., Ltd. - Toronto, Ont. | Revillon Wholesale, Ltd. - Edmonton, Alta. |
| Townsend Paint Mfg. Co. - Montreal, Que. | |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

No. 62

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Nov. 13.—The movement of flaxseed to the mills has not yet improved materially, but there is improvement to an extent. The price basis has improved and single barrel lots are procurable at $2.29½ per gallon. There is not as much promise now, however, of lower prices prevailing as there was a while ago, although the $2 mark, some assert, will be reached.

Turpentine is ruling with little or no change, and a steady trade is done in small quantities.

Booked orders are increasing for insecticides, and these are going to be in big demand. This market is very firm.

Putty is steady and a big seller, while white lead in oil and paint are sellers to an extent, movement being good for this late season of the year.

### *Spot Linseed Oil Selling For Less*

**Montreal.**

LINSEED OIL.—There is some actual improvement in the matter of supply, and while slight, jobbers are quoting down this week at $2.27 for raw, and $2.29½ for boiled. Of course lower prices are to be had for oil taken after the turn of the year, although $2.14 has been mentioned as the figure for March, 1920, delivery. There is considerable feeling that prices are not going to toboggan as it was thought they would, later. At any rate, the present situation is one of continued limited supplies and small quantity orders are those most welcomed.

| Raw— | Imp. Gal. |
|---|---|
| Single barrels | 2 27 |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |
| **Boiled—** | **Imp. Gal.** |
| Single barrels | 2 29½ |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |

NOTE. Owing to fluctuating seed markets jobbers generally are not quoting. The basis is decidedly nominal.

### *Turpentine at $2.35 is a Slow Seller*

**Montreal.**

TURPENTINE.—A price of $2.35 is being quoted in some circles on single barrel lots. Supplies are adequate to take care of a somewhat limited amount of business, and the trade is buying what it needs in a day-to-day manner.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 45 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Selling Much Putty and Price Basis Steady*

**Montreal.**

PUTTY.—Prices on putty are holding without change. The fall glazing season is about to open, and supplies are being asked for to a much greater extent than formerly. There is plenty of stock for immediate requirements, although the difficulty of getting ample supplies of linseed oil has not assisted matters.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 5 75 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 9 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

**Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.**

**Glaziers' putty—$1.60 per 100 lbs. advance on above prices.**

**Terms—2%, 15 days, net 60.**

### *Movement Continued For White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—The movement of this commodity, despite the lateness of the season, has continued quite heavy. Due to the firm market for pig lead, the undertone of lead in oil has been a firm one, but, as yet, there has been no change, and for the immediate present none is indicated. Five ton lots are selling on the basis of $15.50 per 100 lbs.; ton lots at $16, and smaller quantities at $16.35.

### *Bookings Are Now to Hand For Insecticides*

**Montreal.**

INSECTICIDES.—Bookings for insecticides for the season of 1920 are coming to hand much better than they did a year ago. This is due, in part, to the fact that dealers have reduced their stocks to the minimum and are anticipating the wisdom of laying in supplies early for next year. The tendencies are firm, but no advances are anticipated at this time, say the manufacturers.

### *Activity Still For Prepared Paints*

**Montreal.**

PREPARED PAINTS.—The busy season is over, but when the advanced season is considered, much paint is still going forward. In fact the time is fast approaching, it would seem, when dealers will stress the importance of using paints and specialties all through the year. Prices remain steadily unchanged

## TORONTO

TORONTO linseed oil is reported to be firming, and higher prices are looked for. The Western crops have not been up to the standard yield and there was a great scarcity of old seed before the new crop started to come in to the crushers. This week's price shows an advance over our quotations of last week of about 7 cents per gallon, while some are quoting much higher. A considerable advance would not surprise many.

It is stated that February prices exceed present quotations, which looks as if spring oil were going to be considerably over the $2 mark. Argentine and other imported seed is not expected in any quantity this season as European buyers have been very active, and it is believed most of their export crop will be shipped to European ports.

The new price which is quoting at present is $2.52 for raw and $2.55 for boiled, and is considered a very reasonable figure compared to the scarcity of seed and the strength of the seed market.

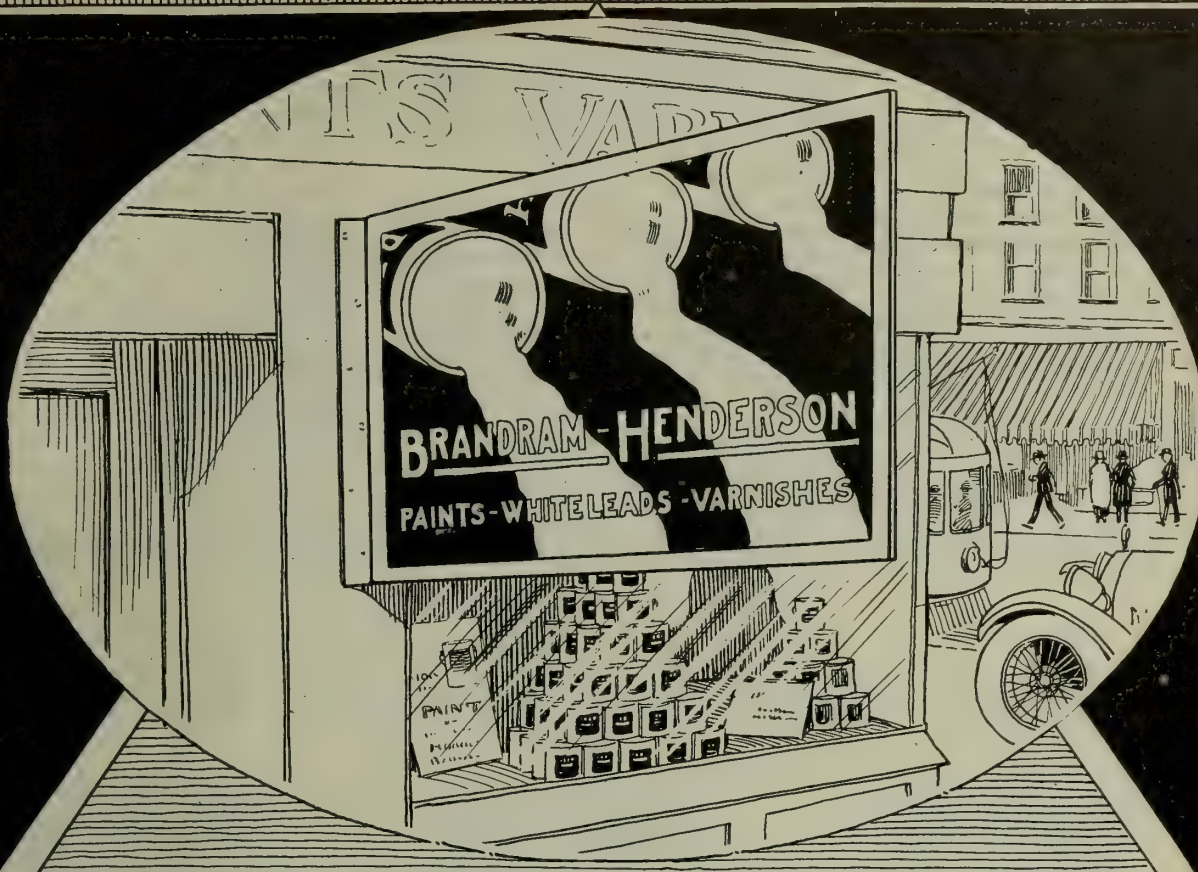
Turpentine has shown no change this week, and it is said that although European demand will not be so great this year, or perhaps for some time to come, that the Japanese have been coming into the market for considerable quantities, and this, it is believed, will more than offset the depreciation owing to the European demand, and will have a strong tendency towards keeping turpentine at a high figure.

### *Turpentine Firm; Remains Unchanged*

**Toronto.**

TURPENTINE.—Turpentine remains very firm and some changes have been noted on the Southern market, although they have as yet not affected this market. The European demand is not expected to be anything near the old figure, however it is stated the Japanese are coming in for large quantities and it is believed this will more than offset the previous demand which formerly came from Europe. Quotations are as follows:

| Turpentine— | Imp. gal. | |
|---|---|---|
| 1 barrel (barrel included) | .... | $2 45 |




# The sign that tells!

This sign has actually operated as a business-builder for every store that has displayed it—by reason of all that it stands for in quality of paint and in advertising co-operation by the makers of B-H Paint.

Let us tell you about the attractive B-H agency proposition.

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

| | | |
|---|---|---|
| 2 to 5 barrels (barrel included) | .... | 2 44 |
| 5 gallon lots | .... | 2 55 |

## *New Linseed Oil Advances 7 Cents*

**Toronto.**

LINSEED OIL.—The new lower prices previously quoted on oil does not seem to be here to stay or go lower as was expected. This week an advance is noted and there is every indication of higher prices prevailing. The Western crop has fallen down considerably as far as volume is concerned and with previous shortages in last year's supply will have a tendency to strengthen, and probably advance the present price. The following is the quotation:

| Linseed Oil— | | Raw |
|---|---|---|
| 1 to 2 barrels, gal. | .... | 2 52 |
| 3 to 5 barrels, gal. | .... | 2 51 |
| 10 barrels and over | .... | 2 49 |
| | | Boiled |
| 1 to 2 barrels, gal. | .... | 2 55 |
| 3 to 5 barrels, gal. | .... | 2 54 |
| 10 barrels and over | .... | 2 52 |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

## *Glass and Putty Prices Remain Firm*

**Toronto.**

GLASS AND PUTTY.—Glass is still a very scarce article, both plate and sheet. The manufacturers state there will be no immediate relief. The money market has as yet not been adjusted and it is not generally known just how the European situation will pan out. The Belgian manufacturers, it is stated, have had to raise their laborers' wages 20 to 30 per cent. There are small quantities coming to Canada from Belgium, but the volume is not large enough, it is said, to materially affect the present market. Putty is quoted as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *White Lead in Oil Firm; Unchanged*

**Toronto.**

WHITE LEAD IN OIL.—A good demand is reported for white lead, the market as yet showing no change. The present quotations are $16.35 per 100 pounds and $18.50 for B. B. genuine.

## *A Good Demand is Reported For Paint*

**Toronto.**

PAINT.—Manufacturers state they are well satisfied with the business offering; some state this is the best season they have had for some time, and think this will continue as the consumer is becoming more educated to the proper use of paint. At one time the idea was prevalent among consumers that a painter was required, in order to attain satisfactory results,. This commodity has been so extensively advertised, as well as improved, that it is becoming more staple every day, and there are very few householders who are not continuously in the market.

# Montreal Court Explains Term F.O.B.

AN important ruling was made in Montreal last week which is of much interest to the trade. This refers to the commercial expression "f.o.b." and makes a ruling as to the significance of this term.

The seller at his expense under this term "Free on board" means that the seller at his own expense places the goods on the car or vessel which is to carry them from the point specified and that the buyer takes the risk onwards; at the same time the goods must, at destination, be in conformity with the conditions of sale or they may legally be rejected.

The matter developed out of an action of a Montreal and Quebec City firm. Masson Sons, Ltd., of Montreal, sued E. Coulombe, of Quebec, for the sum of $1,460, being the value of a carload of tomatoes shipped to Quebec to the order of the defendant. The shipment is f.o.b. Montreal, and when the tomatoes reached Quebec defendant complained they were not in the condition he stipulated in his orders. He advised the plaintiff by telegram accordingly, but they persisted that he was responsible to them for the price agreed upon. Defendant, knowing that tomatoes would be a complete loss if shipped back to Montreal, sold them at once in Quebec for the best price he could obtain, deducted 5 per cent. of his commission on the sales, and forwarded the balance, $868.07 to plaintiff, who however refused to accept the cheque and sued the defendant for the price agreed upon when the order was given by defendant, namely, $1,460.

Plaintiffs based their claim on the fact that the tomatoes were in good condition when they delivered them "f.o.b. Montreal," and that from this point defendant was liable. On his side the defendant submitted that the "good condition" mentioned in his order referred to the state the tomatoes were to be in at Quebec.

There was no delay in transportation, and the main question for adjudication turned on what interpretation was to be given, in the circumstances, to the expression, "f.o.b. Montreal."

### The Court's Ruling

Mr. Justice Panneton said there was a divergence of opinion on the meaning to be given to the commercial expression, "f.o.b." In England, the weight of jurisprudence was to the effect that the object sold was at the risk of the purchaser from the moment it reached the point of delivery "free on board." A decision was reported, however, which gave to these letters a limited sense—that was to say, the vendor put the merchandise sold at the place indicated "free of all such costs as cartage, wharfage," etc., and it was the latter sense that had been adopted by the jurisprudence of the courts in the United States. In the case of the Dominion Lumber Company vs. Auger, confirmed by the Court of Appeal, the following definition was given to the letters, f.o.b.; "They mean that the seller, at his own expense, shall place the goods on the car or vessel which is to carry them on account of the buyer, at whose risk they are from that time."

"It is necessary," said Judge Panneton, "to distinguish delivery from acceptation of the thing sold. The carrier is the agent of the purchaser, but his mandate is limited to the transportation of the goods. The question to decide is whether it was the thing sold which was delivered at Montreal. According to the proof, the tomatoes were to be of first quality (No. 1), and in good condition. They were neither the one nor the other. If. in the case of the sale of goods by correspondence, as in this instance (the order was given over the telephone), the rule was adopted that inspection had to be made at the place of delivery when that place was not the destination, it would be necessary that the buyer, who resides in another city or country, should have an agent to make an inspection of the merchandise at the place where the goods were placed on the car or vessel. This would be impracticable.

### Understanding Not Vague

"When a merchant in Montreal sells goods to a merchant in Quebec he knows and understands very well that the buyer can only know the condition of the goods when they have reached their destination. If the vendor has correctly delivered the thing sold, the buyer becomes the proprietor immediately. If he delivers something else—for instance if he has sold goods of first quality and delivers goods of second quality, there is no delivery of the things sold. The buyer can refuse them only when they arrive at their destination.

In this case the court concluded that the attitude of the defendant was correct, and that, although the tomatoes were sold f.o.b. Montreal, the defendant could not refuse them until they reached Quebec, and that his refusal was proper under the contract, inasmuch as the tomatoes were not in the good condition that the contract specified. For this reason the judgment of first instance was reversed, and it was held that the defendant's offier of $868.07 was sufficient in the circumstance.

There was a silght variation of the order as to costs, part of which were against defendant because he did not pay into court the amount he admitted he had in hand in payment for the tomatoes.

**WANTED**

WANTED — Experienced salesman for Jan. 1st on one of our best established territories. Applicant should state age, married or single, name of present employer, and experience, terms of compensation, salary and commission. Apply, Whites, Limited, Collingwood, Ont.

# Ramsay's



## "The Right Paint to Paint Right"










## Ramsay Sales Multiply Because

for more than 77 years purchasers have derived satisfaction from Ramsay products. These satisfied customers have made other Ramsay customers and the process still continues.

Ramsay Paints and Varnishes pay dealers to handle.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*
*"The Right Paint to Paint Right"*

**Toronto** **MONTREAL** **Vancouver**

**Distributors**

*EDMONTON DISTRICT:*
*Revillon Wholesale Limited, Edmonton*

*CALGARY DISTRICT:*
*The McDonald Baker Co., 818 8th Ave. W., Calgary*

*The H. L. Perry Co. Limited, Winnipeg*
*Manitoba and Saskatchewan District*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — B.B. Caps, 10%; C.B. Caps, 5%; 22 short, black, 22 long, black, 22 long, smokeless, 5%; 22 short lesmok or 22 long lesmok, 5%; 22 short, smokeless, 15%; 22 long rifle, black, 22 long rifle, smokeless, add 10—2½%; other rim fire, add 10%; centre fire pistol, add 62½% list; centre fire sporting, add 90%; shot cartridges, same as ball; brass shot shell, 5%; primers, add 62½% list; empty shot shells, add 15%; blanks, add 50%; bullets, add 67½%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 32½% on Sovereign Black Smokeless Powder, 20%; "Regal" Dense Smokeless Powder, 20%; "Canuck" Shells, Smokeless, 20%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.60 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver.
Ford's Auger Bits.
Gilmour Auger Bits.
Gilmour Car Bits.
Gilmour Eve Augers.
Gilmour Shio Auger.
Rockford Auger Bits.
Irwin Auger Bits.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz. | | 20 00 |
| No. 3, doz. | | 22 50 |
| No. 4, doz. | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | Dozen |
|---|---|
| No. 1 | $ 9 60 |
| No. 2 | 12 00 |
| No. 3 | 9 60 |
| No. 4, 4 ft. high | 12 00 |
| No. 5, 5 ft. high | 14 00 |
| No. 6, 6 ft. high | 16 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1 | $21 00 |
| No. 31 | ..... |
| No. 32 | ..... |
| No. 35 | 32 00 |
| No. 36 | 36 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-6 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in | 10.75 | 13.50 |
| ½ in. | 10.35 | .... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in | 10.25 | |
| ¾ in. | | |
| 7-16 in. | | |
| ½ in. | | |
| ⅝ in. | | |
| ¾ in. | | |

F.O.B. Toronto, Montreal

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen—No. 0, $22.80; No. 1, $28.00; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

### CLOTHES LINE (Galvanized)

| No. | Per 1,000 ft |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London

### COPPER

| | Montreal | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 42 |
| Soft sheets, base, 16 oz. and heavier | 0 42 | 0 43 |
| Tubing, lb. | 0 46 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 80 |
| No. 7, lb. | 79 |
| Nos. 8, 9, 10, 12 | 78 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 35 |
| Do., 60 sheets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | | $20 50 |
| IX, 20x28 base | | 23 50 |
| IXX, 20x28 base | | 26 50 |
| IXXX, 20x28 base | | 28 50 |

DOMESTIC PLATES

IC, 20x28, 112 sheets ..... $20 00

F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.



# BABBITT KNOWLEDGE

The manufacturing knowledge at the back of

# HARRIS HEAVY PRESSURE

is born of first hand experience. The facilities for securing the finest materials, the faculty of alloying them, and the skill necessary are Canada Metal Co.'s secrets, the full value of which is appreciated by all users in the excellent service given.

**For these reasons hardwaremen can recommend**

## Harris Heavy Pressure

**On All General Machinery Bearings.**

W. L. Harris

**We can give special prices on**

**Babbitt — Solder — Lead Pipe — Sheet Lead and All Ingot Metals**

## THE CANADA METAL CO., LIMITED

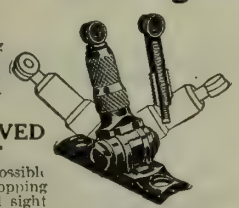
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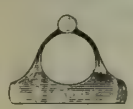
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## MARBLE'S Reliable Rifle Sights

**MARBLE'S FLEXIBLE REAR SIGHT**

Stem is not rigid, held by strong spring in base. Does not break when struck. Spring permits sight to give and instantly brings it back to correct shooting position. Two discs furnished. List price, $3.30.





**MARBLE'S IMPROVED FRONT SIGHT**

Makes accurate shots possible at any range without stopping to adjust rear sight. Ideal sight for snap shooting. Choice of ivory or gold bead. 1/16, 3/32 or ⅛ inch. List price, $1.00.



**SHEARD FRONT SIGHT**

Gold bead. Shows up well in dark timber—will not blur. Shows same color on all objects. List price, $1.65.

*Write for Special Sight Circular*

**MARBLE ARMS & MFG. CO.,** 5350 Delta Ave. GLADSTONE, MICH.

---

## Advertising to Buyers is one way to surely make Advertising Pay

**Advertise Your Product in Canada's**

## Hardware and Metal

**It reaches the Buyers** **It's a Business-Getter**

**Rates and Information on Request**

---

## Big Demand For Your Fall Trade

Now is the time to sort out your stock and make arrangements to have a full range of models and sizes of the various.

## Automobile SKATES

The Skate with Aluminum Tops

ready for the big demand which has already commenced.

We use the same special high-grade steel as is used in points of greatest strain in the best motor cars.

Our special carbonizing process renders the blades hard as glass on the outside and enables them to take and hold a very keen edge, while on the other hand they have a tough core which prevents brittleness.

This line means bigger and better business for you. Write for particulars.

## Canada Cycle & Motor Co. Limited

Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 20 |
| F.O.B. Montreal, Toronto, London. | |
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |

Hamilton

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| 1/2 | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1¼ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Storm King and safety hangers, doz. | 10 00 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap Doz. | Tee pairs. |
|---|---|---|
| 4-inch | $ 3 00 | $ 2 55 |
| 5-inch | 3 70 | 3 20 |
| 6-inch | 4 00 | 3 60 |
| 8-inch | 5 40 | 4 40 |
| 10-inch | 9 60 | 7 30 |
| 12-inch | 11 90 | 11 60 |
| 14-inch | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch | $1 00 | $1 00 |
| 4-inch | 1 20 | 1 10 |
| 5-inch | 1 40 | 1 30 |
| 6-inch | 1 70 | 1 50 |
| 8-inch | .... | .... |
| 10-inch | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |

**HOES.** Grub $10 00 10 50

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | .... .... |
| Barden Patent | 6 25 | .... .... |

F.o.b. Montreal. Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft. F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross. F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickelplated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only | $0 37 |
| Hercules, 4 to 10 ft. | 0 39 |
| Hercules, 12 to 14 ft. | 0 44 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 8 ft. only | 0 27 |
| Gardner, No. 1 | 0 24 |
| Do., No. 2, bolted | 0 27 |
| Dominion, No. 3 | 0 28 |
| Do., No. 4, bolted | 0 31 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

| | |
|---|---|
| 20 to 32 ft. | $0 27 |
| 36 to 40 ft. | 0 30 |
| 44 ft. | 0 33 |
| Over 44 ft. | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London. Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 50 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 6%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.60-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 8, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 80 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

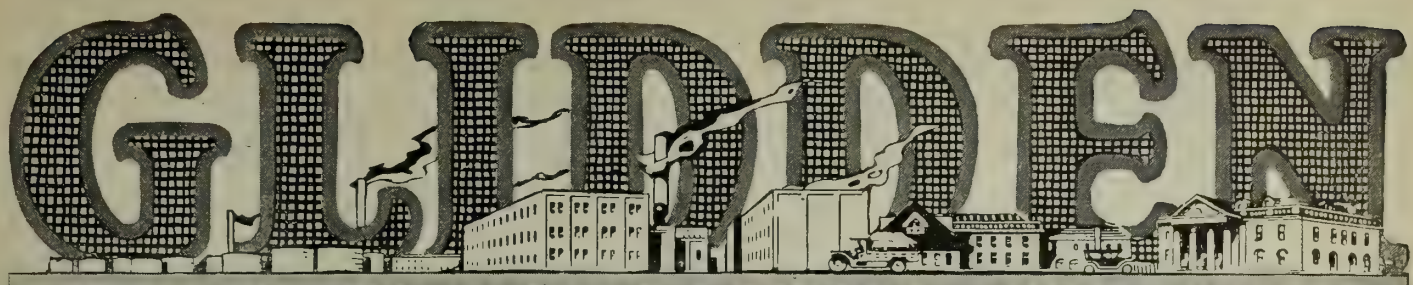
Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory: no freight allowance.




PAINTS - VARNISHES - COLORS - INSECTICIDES

# They're Asking for Glidden Paint

They know Glidden Green Label Varnishes from experience. As soon as the Glidden Company announced the addition of Glidden Endurance Paint to its line of products, they wanted that same good quality in paint and *now they're asking for Glidden Paint.*

It's the same with housewives. They were familiar with Jap-a-lac. The way this well known Household Finish performs about the house is known to them all. *Now they, too, are asking for Glidden Paint.*

Glidden advertising is introducing this new Glidden product and the quality can be depended upon to bring repeat business.

Are you prepared to get the profit on these initial orders as well as the repeats that are sure to come? If not, act now! Write for complete data, prices, etc.

**The Glidden Company, Limited, Toronto, Ontario**

*Branch office at Montreal, Quebec*



Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $9.00; 25-lb. boxes, per 100 lbs., $9.50.

London—Kegs, $9.00; 25-lb. box, $9.50.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅝" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 6%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| | |
|---|---|
| Blue Ribbon— | |
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

**OILS**

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list.... | 1 00 |
| Gargoyle Mobiloil, list ... | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net... | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 73 | |
| "Stag" Sheathing | 0 73 | |
| Tarred felt, per cwt.— | | |
| 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 13 00 | |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 4½ in. | 1 75 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $..... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 06 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 33 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 08 | 99 19 | 89 96 | 110 80 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 in.. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

4" and under, 77½%.

4½" and larger, 67½%.

4" and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, $7½%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | | 2 50 |
| Samson, 2-ply, roll | | 2 95 |
| Samson, 3-ply, roll | | 3 50 |
| R. S. Special, 1 ply | | 1 75 |
| R. S. Special, 2 ply | | 2 00 |
| R. S. Special, 3 ply | | 2 25 |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 45 | |
| Roofing Pitch, per cwt. | 1 20 | |

F.o.b. Toronto and Montreal.

**ROPE**

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ase Skin | 6 00 |
| 714, 66 ft., Ase Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 146, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

TRADE SIMMS SET IN RUBBER MARK

# Simms Paint Brushes

## *Sold All Over The World*

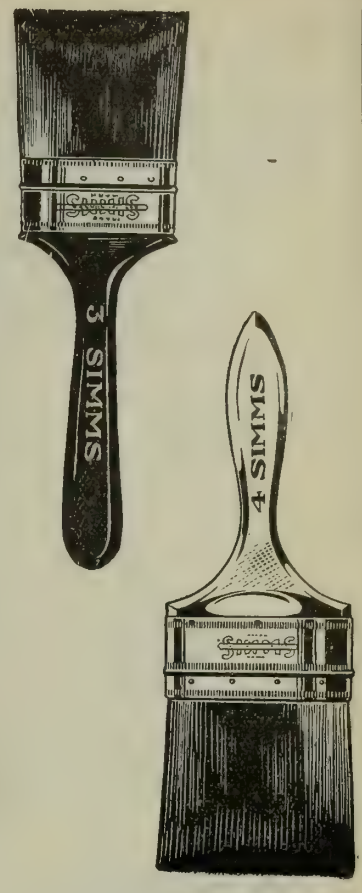
The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.




**T. S. SIMMS & CO., LIMITED**
*ST. JOHN, N.B.*
**Branches: Montreal, Toronto, London**

# THE
# Saskatchewan Glass & Supply Co., Ltd.
## MOOSE JAW, SASK.
# *GLASS*

MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

## PLATE AND WINDOW GLASS
## WINDSHIELD GLASS
## MIRRORS AND FANCY GLASS

**and all kinds of Glass for a building**

***TRY US AND BE CONVINCED***

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright ..... 77½%
Wood, R.H., bright ..... 75 %
Wood, O.H., bright ..... 75 %
Wood, F.H., brass ..... 55 %
Wood, R.H., brass ..... 52½%
Wood, O.H., brass ..... 52½%
Wood, F.H., bronze ..... 50 %
Wood, R.H., bronze ..... 47½%
Wood, O.H., bronze ..... 47½%
Square cap ..... 20
Hexagon cap ..... 20
Wooden Bench Screws
Dozen ..... $7 80

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. .. | 8 90 | 9 50 | 8 00 | 9 25 |
| U.S. 28 ... | 8 30 | 9 90 | 7 60 | 8 55 |
| U.S. 26 ... | 7 90 | 8 50 | 7 30 | 8 20 |
| 22 and 24.. | 7 70 | 7 90 | 7 15 | 8 00 |
| 18 and 20.. | 7 50 | 7 70 | 7 00 | 7 80 |
| 16 ..... | 7 25 | 7 50 | 6 85 | 7 60 |
| 12 and 14.. | 7 05 | 7 25 | 6 70 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. ..... | $9 50 | $9 00 |
| 26 ga. ..... | 9 25 | 8 75 |
| 24 ga. ..... | 8 65 | 8 35 |
| 22 ga. ..... | .... | 8 30 |
| 20 ga. ..... | .... | 8 10 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized ..... $10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.
On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 56¾c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M..... $13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**
Oil Burning Cooking List each
Perfection No. 32, 2-burner.. $18 75
Perfection No. 33, 3-burner.. 24 25
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ..... $ 7 00
No. 530, each ..... 8 25
No. 630, each ..... 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
No. 33, per doz. ..... $34 50
No. 98, per doz. ..... 18 50
No. 99, per doz. ..... 23 00
Star, No. 1, doz. ..... 21 00
Star, No. 2, doz. ..... 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50

**TACKS** Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares.

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 35
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round: Size in girth. Per 100 ft.
8 in..... $6 90 15 in..... $12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10 List less 10%.
F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TWINE (BINDER)** Per lb.
500 ft. ..... $0 22
550 ft. ..... 0 23¾
600 ft. ..... 0 25
650 ft. ..... 0 26½
In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb..... 0 80
Cones, 3-ply, lb. ..... 0 76½
Do., 4-ply, lb. ..... 0 80½

**WOOD TUBS**
No. 0, per dozen .....$20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard.... 28
High grade ..... 24
Fuller work, standard..... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 ..... 23
Bath cocks, compression..... 30
Flatway stop and waste cocks, standard ..... 32
Roundway stop and waste cocks, standard ..... 32
Brass steam cocks, standard..Net list
Radiator valves, standard..... 15
Do., removable seat..... 10
Globe, angle and check valves, standard ..... 5-9%
Gate or Straightway.....Net
Jenkins Gate Valve.....10%
Jenkins Globe .....Net
Standard Gate .....Net
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, 10%.
Canada Ware, 10%.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, plus 10%.
Tinners' Trimmings, 50%
Tinners' Trimmings, retinned, 45%
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, net list off; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 10%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper-lined Boards, 30%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list, plus 25%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs..... | $3.75 | $4.00 | $4.00 |
| Section, ½ lb., per 100 lbs..... | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs.. per cwt. .... | 2.75 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz..... $63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 ..... | $5 40 |
| No. 10 ..... | 5 50 |
| No. 11 ..... | 5 55 |
| No. 12 ..... | 5 65 |
| No. 13 ..... | 5 75 |
| No. 13½ ..... | 5 75 |
| No. 14 ..... | 5 95 |
| No. 15 ..... | 6 15 |
| No. 16 ..... | 6 35 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 ..... | 8 25 |
| No. 19 ..... | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

| | |
|---|---|
| Nos. 0-9 gauge, base..... | 5 00 |

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | |
|---|---|
| 6 in., doz..... | $12 00 |
| 8 in., doz..... | 13 50 |
| 10 in., doz..... | 15 00 |
| 14 in., doz..... | 21 00 |
| 18 in., doz..... | 30 00 |
| 24 in., doz..... | 43 50 |
| 36 in., doz..... | 81 00 |

## SPADES, SHOVELS AND SCOOPS

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

### BLACK LIST PRICES

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing. $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B..... 57 00
Grand Rapids, nick., Cyco B.B. ..... 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. ..... 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings ..... 37 00
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

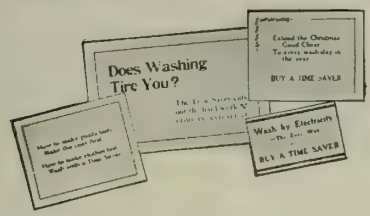
**SWEEPERS, VACUUM** Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned ..... 110 00
Superba, nickeled ..... 140 00
F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**
Steel frame ..... $36 40
Aluminum frame ..... 43 90
Attachments, set ..... 8 25
F.O.B. Toronto, Hamilton, London.




This is a small reproduction of full page coloured ad to appear in the best Canadian magazines December 1st. It will create demand for Time-Saver Electric Washers as Christmas gifts.

# Beatty Bros. Limited Bulletin




**Window Cards Furnished Free For Washer Window Displays**

We are advertising the Time Saver widely as a Christmas gift. The ads refer the people to the hardware dealer. Get ready for their business.

Put a Time Saver Display in your window first week of December. We furnish the cards free.




**This is one of the special Christmas ads for your local paper.**

In addition to window display you should put a Washer ad in your local paper. We will furnish two ads free. One is 1 column wide and 9 inches deep. The other is 2 columns wide and 7 inches deep. The people will want to know where to get the Time Saver Washer advertised in the magazines. It is up to you to tell them.

Use our special Time Saver Christmas slide in your local movie, if you have one. A small cut of it is shown below. The slide, of course, is free and movie rates are very low.




**Christmas Movie Slide for Time Saver Electric Washer.**

You can make your Christmas Season a bigger season than you have ever had if you will push Washers as Christmas gifts. And your customers will thank you for selling them practical, useful gifts.

Time Saver agents should write at once for the advertising material and begin work at once. We want agents in a number of towns.

## BEATTY BROS., LIMITED

**Winnipeg, Man., Fergus, Ont., Montreal, Que. Edmonton, Alta., London, Ont., St. John, N.B., 16 Holborn Viaduct, London, E.C. 1. England.**

Washers, Churns, Pumps, Hay Carriers, Barn Door Track, Sanitary Steel Stalls, Steel Horse Stable Fittings, Manure Carriers, Water Bowls, Steel Hog Pens, Hog Troughs, Tanks, Grain Grinders, Trucks, Factory and Farm Conveyors, Butter Workers, Wringers.

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |
| F.o.b. Montreal, Toronto | |

**COLORS IN OIL, PURE**

1 lb. tins—

| | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |
| F.o.b. Montreal, Toronto | |

| ENAMELS (white) | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 ..... | $19 90 | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each ....$0 80 | |
| Plates from 1 to 2 feet, each 0 90 | |
| " 2 to 3 " 0 95 | |
| " 3 to 4 " 1 15 | |
| " 4 to 5 " 1 35 | |
| " 5 to 7 " 1 50 | |
| " 7 to 10 " 1 70 | |
| " 10 to 12 " 1 75 | |
| " 12 to 15 " 1 85 | |
| " 15 to 25 " 1 95 | |
| " 25 to 50 " 2 15 | |
| " 50 to 75 " 2 20 | |
| " 75 to 90 " 2 25 | |
| " 90 to 100 " 2 30 | |
| " 100 to 120 " 2 60 | |
| " 120 to 140 " 2 90 | |
| Plates 101 to 110 wide containing not over 100 ft. each... 3 00 | |
| Plates 111 to 120 wide containing not over 100 ft., each... 3 40 | |
| Plates 101 to 110 wide containing over 100 ft., each ..... 3 40 | |
| Plates 111 to 120 wide containing over 100 ft., each .... 3 75 | |
| Gross list, $100 or over, 20%. | |
| Under $100, 10%. | |
| Montreal, London, Hamilton, Toronto, Kitchener. | |

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton. 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$16 00 | | $16 35 |
| Crown Diamond .... 16 00 | | 16 35 |
| Crown, Pure ..... 16 00 | | 16 35 |
| Green Seal ..... 16 00 | | 16 35 |
| Ramsay's Pure ..... 16 35 | | 16 70 |
| Moore's Pure ..... 16 00 | | 16 35 |
| Tiger Pure ..... 16 00 | | 16 35 |
| O.P.W. Dec. Pure... 16 25 | | 16 60 |
| Red Seal ..... 16 00 | | 16 35 |
| O.P.W. English .... 16 20 | | 16 55 |
| Elephant Genuine.... 16 50 | | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt...$12 00 | | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... 13 00 | | 15 50 |
| Less quantity ..... 14 75 | | 17 00 |
| F.o.b. Montreal, Toronto. | | |
| 25s ..... 0 34½ | | 0 23 |
| 10s ..... 0 35 | | .... |
| 5s ..... 0 36 | | 0 25 |
| 2s ..... .... | | 0 26½ |
| 1s ..... 0 39½ | | 0 29 |
| ½s ..... 0 43½ | | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00. F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| B.-H. English, colors ..... 4 80 | |
| B.-H. English, white ..... 5 05 | |
| B.-H. English, colors ..... 4 85 | |
| B.-H. Floor ..... 4 00 | |
| B.-H. Porch Floor ..... 4 80 | |
| Crown Diamond, white ..... 4 80 | |
| Crown Diamond, colors ..... 4 55 | |
| Crown Diamond, floor ..... 4 00 | |
| B.-H. Fresconette, white..... 3 60 | |
| B.-H. Fresconette, colors..... 5 50 | |
| Moore's House Colors, white.. 5 00 | |
| Moore's House Colors, colors.. 4 80 | |
| Moore's Egyptian Paint, white 4 00 | |
| Do., colors ..... 3 85 | |
| Moore's Floor Paint ..... 3 75 | |
| Moore's Sani-Flat ..... 3 75 | |
| Moore's Porch and Deck Paint 4 90 | |
| Jamieson's Crown Anchor ... 4 30 | |
| C.P.C. Pure, white ..... 5 05 | |
| C.P.C. Pure, colors ..... 4 80 | |
| O.P.W. Canada Brand, white. 4 80 | |
| O.P.W. Canada Brand, colors 4 50 | |
| O.P.W. Canada Brand, floor.. 4 00 | |
| O.P.W. Flat Wall, white..... 3 60 | |
| O.P.W. Flat Wall, colors..... 3 50 | |
| Ramsay's Pure, white ..... 4 90 | |
| Ramsay's Pure, colors ..... 4 65 | |
| Martin-Senour, 100%, white.. 5 05 | |
| Martin-Senour, 100%, colors.. 4 80 | |
| Martin-Senour, Porch Paint.. 4 55 | |
| Martin-Senour, Neutone, white 3 60 | |
| Martin-Senour, Neutone, colors 3 50 | |
| Senour's Floor Paint..... 4 00 | |
| Sherwin-Williams, white .... 5 05 | |
| Sherwin-Williams, colors .... 4 80 | |
| Sherwin-Williams, floor ..... 4 00 | |
| Sherwin-Williams, porch floor. 4 80 | |
| Flat Tone, white ..... 3 60 | |
| Flat Tone, colors ..... 3 50 | |
| Lowe Bros., H.S., white ..... 5 05 | |
| Lowe Bros., H.S., colors ..... 4 80 | |
| Lowe Bros., hard drying floor. 4 00 | |
| Mellotone, white ..... 3 75 | |
| Mellotone, colors ..... 3 60 | |
| Sanitone, white ..... 3 60 | |
| Sanitone, colors ..... 3 50 | |
| Maple Leaf, white ..... 5 05 | |
| Maple Leaf, colors ..... 4 80 | |
| Maple Leaf, floor ..... 4 00 | |
| Pearcy's Prepared, colors .... 4 25 | |
| Pearcy's Prepared.. white .... 4 50 | |
| Barrett's Everjet Products— | |
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... 0 65 | |
| Do., ½ bbls., gallon..... 0 70 | |
| Do., 5s and 10s, gallon..... 0 80 | |
| Do., 1s (per case of 1 doz.) 9 50 | |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... 0 70 | |
| ½ bbls., gal. ..... 0 75 | |
| 5s and 10s, gal..... 0 85 | |
| Case (12 1's) .....10 50 | |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. 1 35 | |
| Crates of 6 doz., 8-oz., doz... 1 25 | |
| Crates of 12 doz., 8-oz., doz. 1 20 | |
| Crates of 2 doz., 16-oz., doz. 2 25 | |
| Crates of 6 doz., 16-oz., doz. 2 10 | |
| 1-gal. cans, gallon..... 1 10 | |
| 5 and 10 gal cans, gal..... 1 00 | |
| Barrels and ½ bbls., gal.... 0 90 | |
| Carbosota Liquid— | |
| Barrels ..... 0 55 | |
| Half barrels ..... 0 60 | |
| 5s and 10s, gal. ..... 0 70 | |
| 1s (case 12 gallons) case... 8 75 | |
| F.o.b. Montreal, Toronto. | |

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal Standard | Toronto Less than tons |
|---|---|---|
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums... | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... ... ..... | 3 00 |
| F.o.b. Montreal, Toronto. | |

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 88 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. .... ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ..... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |
| F.o.b. Montreal, Toronto. | |

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkgs., white .... .. ..... | 7 80 |
| B.H. Frescota, 5-lb. pkgs., colors ..... ... ..... | 3 40 |
| F.o.b. Montreal, Toronto. | |

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC .... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

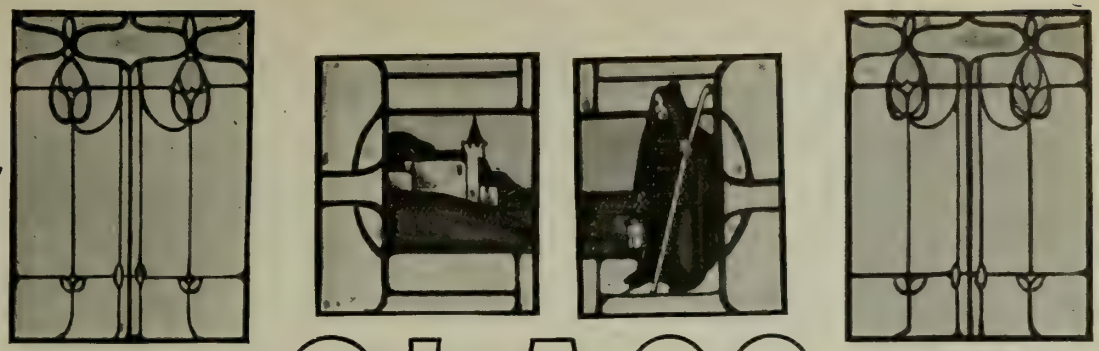
Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ... ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 40 |
| F.o.b. Montreal and Toronto. | |

**WHITING**

Plain, in bbls. .....$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.....$3 00

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |
| $4 extra for barrels. | |
| F.o.b. Montreal, Toronto, London. | |



# GLASS

Now is the Time to Sort up on

## WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

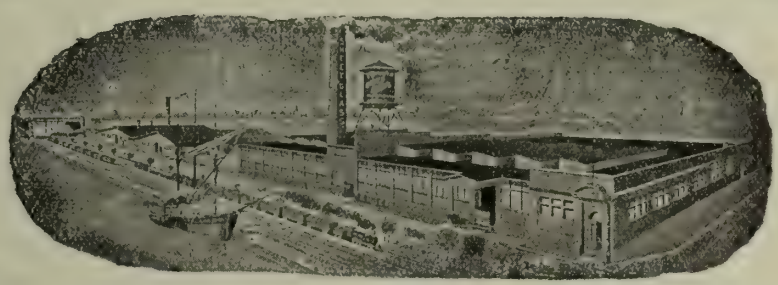
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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**S**

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

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# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.




INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $21 50 |
| Double Bit | 20 00 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 6 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin .....Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 37 |
| 3 x 3 in. | 39 |
| 3½ x 3½ in. | 40 |
| 4 x 4 in. | 52 |
| 4½ x 4½ in. | 75 |
| 5 x 5 in. | 94 |

Wrought Steel—

| | |
|---|---|
| No. 840 | Net list |
| No. 800 | 5% on list |
| No. 838 | Net list |
| No. 804 | 5% off list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

Globe .....Discount 50%

Nicholson Gen. .....Discount 30%

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $2.75; 8, $4.50; 10, $6 75; 12, $10.50.

Corrugated Tee Hinges—4, $1.90; 5, $2.65; 6, $3.25; 8, $5.45; 10, $8.10; 12, $11.80.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

### IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 70 |
| 28 Am. or 26 Eng. | 9 30 |
| 26 Am. or 26 Eng. | 9 00 |
| 24 | 8 85 |
| 22 | 8 85 |
| 18 and 20 | 8 70 |
| 16 | 8 55 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set.....$2 25

Mrs. Pott's No. 50, set..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 80 |

Barn Door

| | |
|---|---|
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |

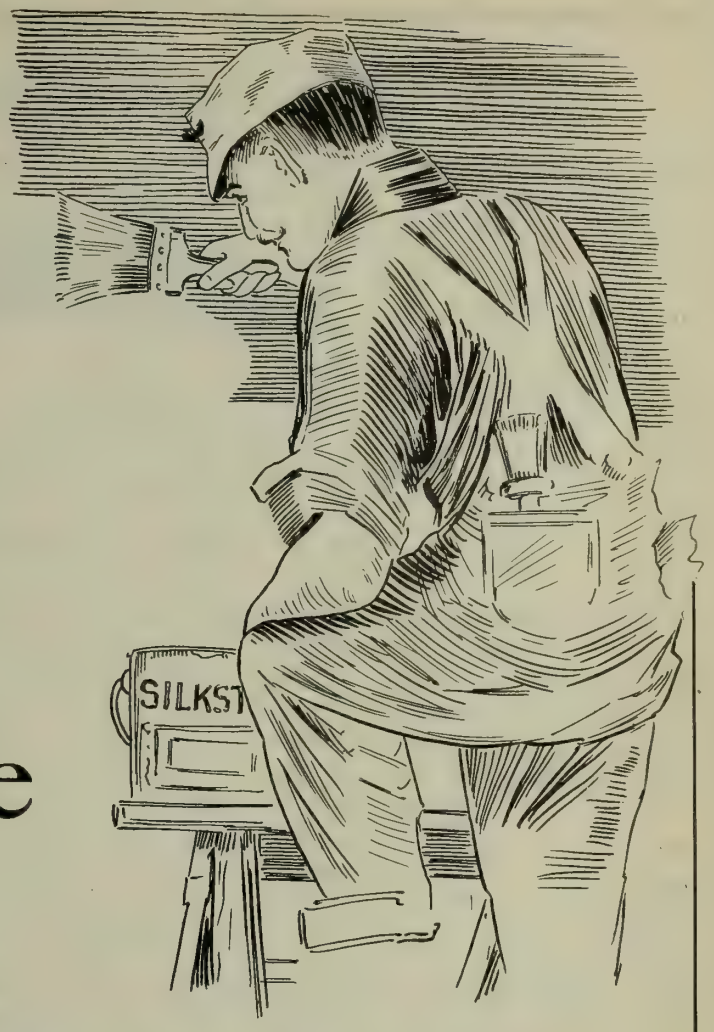
Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 8 00 |

# Economy Is a Great Sales Force




## SILKSTONE

(REGISTERED TRADE MARK)

**FLAT WALL COLOURS**

**The Economic Appeal** is a powerful force in business to-day. Economy for your customer can also mean good profits for you—no salesman needs argument on that. It may mean larger profits on each sale, or more turnovers per year; what you as a business man want is a constant flow of money with a profit in it to your cash register. Silkstone Flat Wall Colours fill this want exactly. Cheaper than wall paper, more sanitary and longer lasting, it can be washed often and never rubs off.

Silkstone gives a beautiful, soft, silky finish. The economy of Silkstone appeals forcibly to all.

**There is something ahead for you; write for our agency proposition.**

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| **B. & A.—** | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

### SCYTHES—

| | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

### SWEEPERS, VACUUM—

| | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $6 80 |
| 12 gauge | 6 85 |
| 14 gauge | 6 90 |
| 16 gauge | 7 00 |
| 18-20 gauge | 7 60 |
| 22-24 gauge | 7 65 |
| 26 gauge | 7 70 |
| 28 gauge | 7 80 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $16.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

### SOLDER. Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

### TACKS. Carpet, 65% list.

### TIES. Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

### TRAPS, GAME—

| | Victor | H.& N. | Jump |
|---|---|---|---|
| | Doz. | | |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

### TUBS—

| | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE
See weekly report.

### TWINE (WRAPPING)

| | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 75 |
| Cotton, 3-ply, balls | 0 78 |
| Cotton, 4-ply, cones | 0 80 |
| Cotton, 4-ply, balls | 0 82 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, 42%.
Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 23 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William.
Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| **Perfect Handle—** | |
| 6 inch. | 12 00 |
| 8 inch. | 14 40 |
| 10 inch. | 16 80 |
| 12 inch. | 21 60 |
| 15 inch. | 28 80 |
| 18 inch. | 38 40 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| **Trimo—** | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| | Dozen. | |
|---|---|---|
| Always Ready— | Black. | N.P. |
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance.

# CRESCENT SHARES



**OVER 1,000 PATTERNS.** **PERFECT IN FIT AND FINISH**

## Sandoval Rolling Coulter
## Harrow Teeth

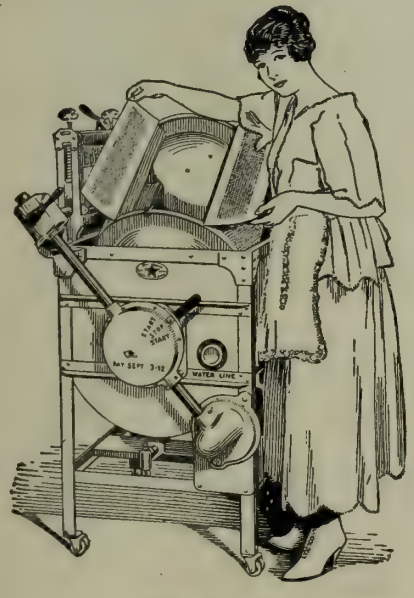
**Every Hardware Merchant in Western Canada should have these in stock.**

**The demand is assured. How is your supply? Better send us your order to-day.**

---

## D. ACKLAND & SON, Limited

**WINNIPEG** ∴ **CALGARY**



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

**The Eden**

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

**The Eden IS THE MACHINE FOR THE LIVE DEALER**

## GREAT WEST ELECTRIC COMPANY, LTD.

**WINNIPEG**

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

# THE NEW
# EXTENDED "LIVINGSTON" SERVICE




To extend the "Livingston" service we have opened a mill at St. Boniface, Manitoba. This facilitates prompt delivery to all points West. This will give real service to Western Canada merchants, wholesalers and manufacturers.

Arrangements have been made for representation in British Columbia with Messrs. R. C. Jamieson & Co., Vancouver, who carry at all times stocks of both raw and boiled linseed oil.

The above "Livingston" service is new, but the "Livingston Brand" is older than Confederation.




**BEST IN QUALITY MOST RELIABLE**
**GUARANTEED ALWAYS**

**"Get What You Want"**

**THE**

## DOMINION LINSEED OIL COMPANY

**LIMITED**

**MONTCALM ST., ST. BONIFACE**

# THE OLD RELIABLE "LIVINGSTON" SERVICE




The foundation of the "Livingston" business has been service. Our organization, with its increased facilities, will even better than ever maintain the "Livingston" service and merit your continued patronage.

Messrs. Shatfords Limited, Halifax, N.S., have been appointed special representatives for Nova Scotia and arrangements have been completed with them to carry full stocks from now on.

For some years now Mr. B. Rogers, Charlottetown, P.E.I., has been acting as special agent for Prince Edward Island.

We solicit your patronage to the new and old connections.

**"The Kind Your Grandfather Used"**

THE

## DOMINION LINSEED OIL COMPANY

LIMITED

**BADEN, Ont. MONTREAL, Que. TORONTO, Ont.**



# THE BUYERS' GUIDE

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The Alabastine Co., Paris, Ont.

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**Aluminum Ware**
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Caverhill, Learmont & Co., Montreal.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Hobbs Mfg. Co., Montreal, Que.
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**Asbestos**
Canadian Asbestos Co., Montreal, Que.
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Canadian Asbestos Co., Montreal, Que.

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Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
The Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrel Liners**
J. N. Warminton & Co., Montreal, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
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The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
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A. C. Leslie & Co., Montreal.
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**Beekeepers' Supplies**
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**Bevels**
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**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
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**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Boring Bars**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Bale Tie Buckles**
J. N. Warminton & Co., Montreal, Que.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

1869 1919

Golden Jubilee

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

*The Trade Mark Largest Wholesale*

*Behind Canada's Hardware House*

# PYREX

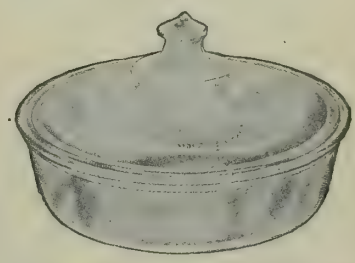
## *Transparent OVEN-WARE*



CASSEROLES—ROUND



CASSEROLES—OVAL



CASSEROLE—ROUND—SHALLOW

## PYREX saves Fuel, Food and Labor

PYREX saves about one-half the fuel usually required, because it absorbs nearly all the oven heat and bakes food quickly.

PYREX saves food in many ways. Meats, vegetables, etc., when cooked in PYREX, retain their natural color and flavor to such a degree that economy may be practiced in buying the less expensive kinds and yet have delicious food. Most foods usually cooked on top of the stove can be better prepared in the oven.

PYREX saves labor—it is always free from grease and odors, for nothing can penetrate the hard, smooth surface. You can wash it as easily as your china and silver.

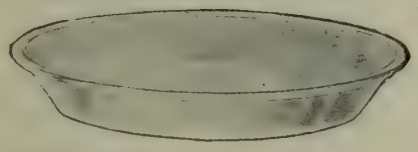
Every practical shape and size for baking is made in PYREX. It is ready for immediate use and never discolors, rusts, crazes, dents or chips.



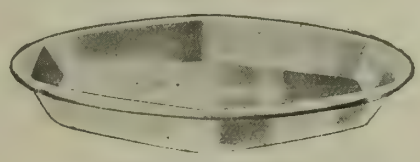
CUSTARD CUPS



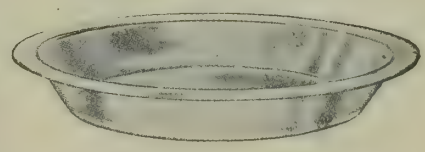
INDIVIDUAL BAKER—ROUND (RAMEKIN)



PIE PLATES—ROUND



PIE PLATE—SIX SIDED



PIE PLATE—ROUND
Wide Rim

**Has the Name on Every Piece. Guaranteed Not to Break in Use in the Oven**

SOLD BY

## ASHDOWN HARDWARE COMPANY, Limited

CALGARY WINNIPEG SASKATOON

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal, Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Crown Cycle & Motor Co., Montreal, Que.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H., Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mig. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog,**

**Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.



# Canada Paint

## *"The Paint of Merit"*

The paint that assures you a satisfied customer, a good profit and the increased sales that a prestige for quality merchandising will inevitably bring you.

Write now for particulars of our attractive agency proposition. Learn of the growing demand for "C.P." paint products among the paint consumers of Canada—a demand that's fostered and developed by strong and well-placed consumer advertising. Let us show you how it pays to be a "C.P." agent.

***Postcard will do.***




"Save the surface and you save all" *Paint & Varnish*

***Makers of the famous "Elephant Brand" White Lead***

## THE CANADA PAINT CO
**LIMITED**

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

OXIDE MINES-RED MILL-QUEBEC



*"In towns that have no Agent Don't wait," says Winthrop Wise, "If you're a hustling dealer, Take hold of Kyanize."*

# 6 big helps

## TO BOOST ONE DEALER'S TRADE

*Quality Goods Guaranteed*

*Strong National Advertising*

*Trade Building Displays*

*Exclusive Agents Protected*

*Dealers Mail Advertising*

*Effective Newspaper Electros*

Our idea is to select only ONE progressive, up-to-the-minute dealer in each locality — give him the full benefit of our big advertising campaign and work with him and for him to obtain the cream of the varnish and enamel business in his locality.

Kyanize Quality itself is the kind that brings repeat business. Once you sell a can of Kyanize you may count on seeing that customer again and again for more.

**Kyanize**

KY-AN-IZE

### The Business-Building Varnishes and Enamels

These high grade products offer up-to-the-minute dealers a better avenue of profit than ever.

Our advertising plans for this season are more powerful and of wider scope than ever before. The leading magazines will carry stronger advertisements than ever.

New window and store display material is ready that will positively tie-up your store to the big magazine campaign.

Winthrop Wise is back. Old Kyanize Agents will rejoice at the news of his return—new dealers will welcome the jingle he brings to their cash registers.

### LIVE DEALERS, COME — GRASP THIS OPPORTUNITY

No town will long be without a Kyanize Exclusive Agent. If there is no Kyanize store in your locality, write for particulars to-day. Our proposition will interest you if you are a hustling, wide-awake merchant. Take a minute NOW to ask us for particulars. A postal will do—but send it NOW.

## Boston Varnish Company

San Francisco Warehouse and Office 269 Eighth St.

Everett Station Boston, Mass. U.S.A.

Chicago Warehouse and Office 519 W. Roosevelt Road

*Canadian Distributors*

J. H. Ashdown Hardware Company, Limited Calgary, Winnipeg, Saskatoon

Bogardus, Wickens, Limited Vancouver, B.C.

Sturgeons, Limited Toronto, Ont.

Robertson, Foster & Smith, Limited Saint John, New Brunswick




# Capitalize on this Popularity for Your Store!

FOR thirty years "61" Floor Varnish has been a *popular* varnish. And for eighteen of these thirty years "61" Floor Varnish made thousands of friends *without* advertising! With the added advantage of twelve years of publicity, dealers everywhere find "61" an exceptionally live, steady-selling, business-building line.

This fall a big, hard-hitting series of full-page advertisements in the magazines will impress millions of householders with the marproof, heelproof and waterproof qualities of "61" Floor Varnish and "61" in Colors.

Some of these readers are in *your* community. Be ready to sell them "61" when they come in your store. You will then understand how this popularity and quick turn-overs have won thousands of dealers who appreciate the possibilities of this line backed up by seventy years of quality varnish making.

Capitalize on this popularity — NOW! Just a postal brings the details.

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
Factories
Bridgeburg, Ontario · New York · Buffalo · Chicago

# "61" FLOOR VARNISH

*for floors, furniture and all Woodwork*

## Made in Eight Colors

# THE BUYERS' GUIDE

Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Munderloh & Co. Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates.**

**Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co. Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

# DOUGALL White Enamel

## *Immaculate, Permanent, Easy to Apply*

For producing a beautiful lasting white finish on interior woodwork there is no better enamel than DOUGALL'S.

Anybody can apply Dougall White Enamel successfully by following the simple directions on the can. And the finished job will bear out your very best recommendation and strengthen your prestige with the user at the same time.

Put Dougall White Enamel upon your paint counter and suggest it whenever and wherever a really satisfactory white enamel is required. It stays white.

You'll find it a quick easy seller, a profit maker and a customer pleaser.

*Write us for complete details.*

Save the surface and you save all" *Paint & Varnish*

*MANUFACTURED BY*

## The Dougall Varnish Co., Limited

**Montreal**

***Associated with the Murphy Varnish Co., U.S.A.***

# THE BUYERS' GUIDE

**Ford Car Parts**
Crown Cycle & Motor Co., Montreal.
**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Furnaces**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
The Hesseo Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Enreka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co. Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
North American Hardware Co., Ltd Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport Ill
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

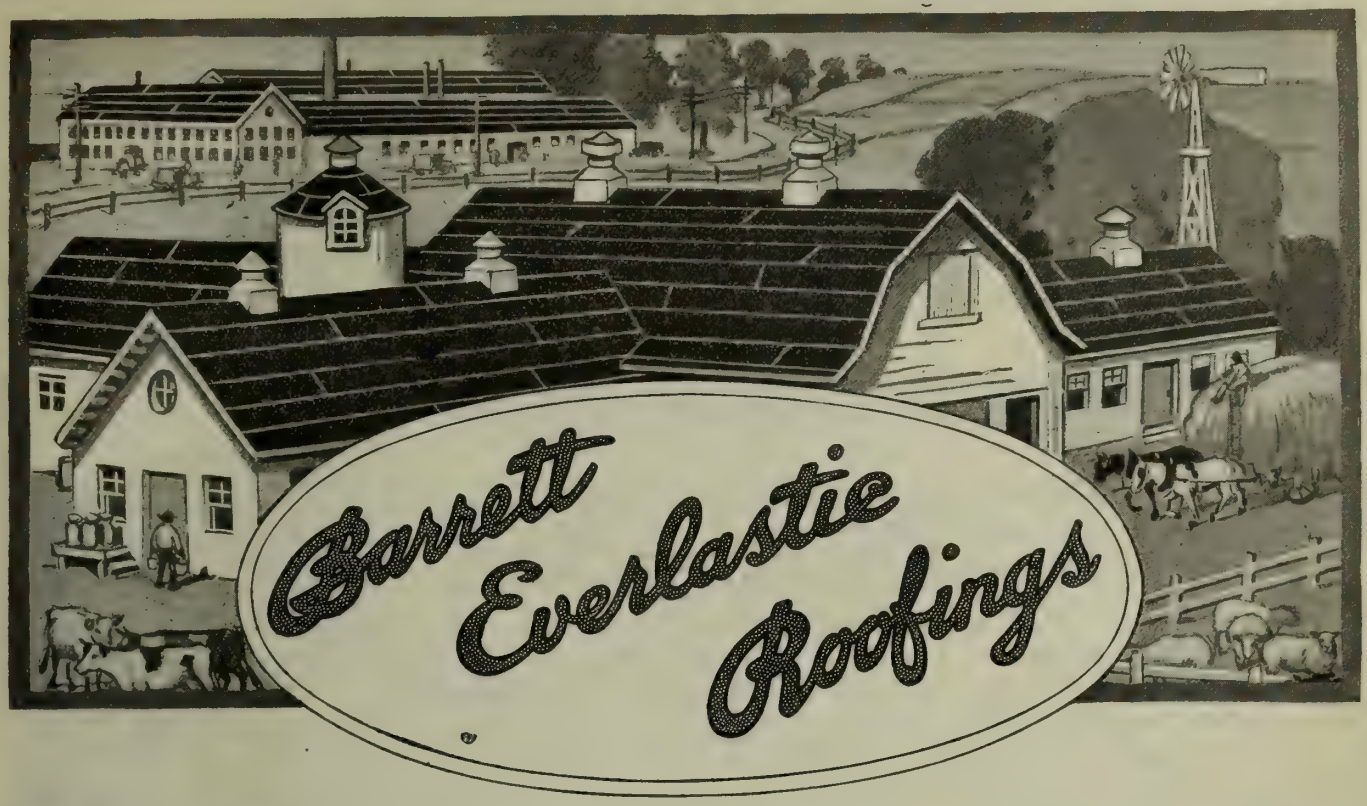
**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

**Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.




# Sell roofings that have proved themselves

No dealer can afford to recommend or push "bargain" roofings if he expects to be in business five years from now. It is safest to tie up to a well-known line that has *made good.*

Barrett Everlastic Roofings have *proved* themselves. They sell for a fair and honest price, and when you sell them you can have the comfortable knowledge that your customers will find them wonderfully satisfactory and that they will continue to be good customers, year in and year out.

## Everlastic "Rubber" Roofing




Thousands upon thousands of buildings are protected from wind and weather by Everlastic "Rubber" Roofing. It is made of high-grade waterproofing materials and is tough, pliable, elastic and very durable. It can be sold with perfect confidence that it will give satisfaction.

Made in 1, 2, and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps will weigh about as follows: Light (1-ply) 35 lbs.; Medium (2-ply) 45 lbs.; Heavy (3-ply) 55 lbs. per roll.

## Everlastic Slate-Surfaced Roofing

The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof, but one that is fire-resisting.

Remind your customers that this roofing requires no painting. The colors are fast. Comes in rolls weighing about 80 lbs. Nails and cement included in each roll.




*Write nearest office for prices and further details*

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

# THE BUYERS' GUIDE

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hocs**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Singers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British American Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hinton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Welch Mfg. Co., Ltd., Hamilton, Ont.
Realty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.

**Lamps, Tungsten**
Canadian Laco Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Hamilton, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

**Marine Supplies**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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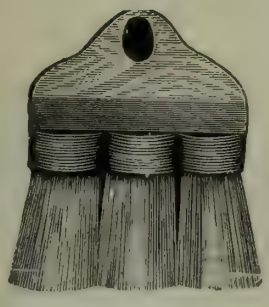
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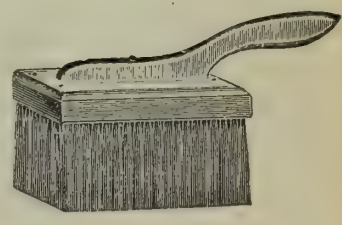
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and each the best of its kind. Meakins Brushes are made with extraordinary care, of perfect material by skilled Canadian labor.

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**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton. Eng.
**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.
**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Ltd., Toronto.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton, Ont.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hose Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
S. F. Bowser & Co., Ltd., Toronto, Can.
**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd. Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Int Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
The Glidden Co., Ltd., Toronto, Ont.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
S. F. Bowser & Co., Ltd., Toronto, Can.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co. Montreal, Que.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.
**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 130 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
**Pick, Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.
**Piston Rod Packing**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaner**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

## Alex. McArthur & Co., Ltd.

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*AGENTS WANTED*

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser & Co., Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser & Co., Ltd., Toronto, Can.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Practically all good buyers of hardware in Canada are readers of Hardware and Metal

# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sleighs, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall Zinc Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton.

**Steel Lockers and Shelving**
Dennie Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto




# Which Separator Did John Johnson Buy?

Suppose you were Farmer John Johnson and you wanted to buy a separator. You asked several separator manufacturers to send you a ten-word telegram stating in the most convincing way, why their separator was the one you should buy. Sharples would only need **five** words: "Skims clean at any speed," and you would not have to ask for anything further.

No other separator manufacturer could put into five words or **fifty** words, as convincing an argument as "Skims clean at any speed." They would tell you about the durability of their separator, that it was well known, that it cost less and everything else **but** the **one** big reason why you need a separator—to get **all** the butterfat out of your milk. Sharples also has the exclusive advantage of no discs in the bowl; knee-low tank; once a month oiling system; durable construction and besides, it is the pioneer North American Separator.

## AND FOR THE SAME REASONS DEALERS SHOULD

look closely into the matter of their Separator Contract. Will the separator you are now handling stand the telegram tests? If you are fortunate enough to be a Sharples Dealer, you have the answer. If not, you are going against the tide. Hundreds of thousands of times each month the words "Sharples Skims Clean at Any Speed" are being put into the minds of American dairymen through Sharples National Advertising. Why not put this **positive** selling force at work in your territory for you? Write nearest branch.

***"THERE ARE NO SUBSTITUTES FOR DAIRY FOODS"***

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Fredericton, N.S.

**"Over 2,425,000 Sharples Separators in daily use."**

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# THE BUYERS' GUIDE

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
E. G. Gooderham, Toronto.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes,**
**Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
The Canadian K-K Co., Limited, Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto.

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Toronto.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinsinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valves, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes—Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
**Firelight Supplies, Manchester, Eng.**
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Vehicles, Business**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
The Gendron Mfg. Co., Ltd., Toronto.

**Veneer Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H., Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
Beauchamp & Co., J. E., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
R. H. Ingersoll & Bro., Montreal, Que.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

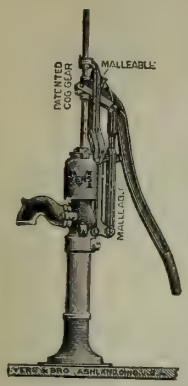
**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whips**
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**Whistles**
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**Wholesale Hardware**
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J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
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**C. H. Johnson & Sons, Montreal, Que.**

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Scythes & Co., Ltd., Toronto, Ont.

**Windlasses**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

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Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
**The Frost Steel & Wire Co., Ltd., Hamilton, Ont.**
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
**C. H. Johnson & Sons, Montreal, Que.**

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
**Kasement Skrene Dore Co., Toronto.**

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

**Wire, Hay**
**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Steel Co. of Canada, Ltd., Hamilton.

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**Dominion Iron & Steel Co., Ltd., Sydney, N.S.**
The Graham Nail Works, Toronto.

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**Wire, Tinned**
The Graham Nail Works, Toronto.

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**C. H. Johnson & Sons, Montreal, Que.**

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wire Window Guards**
**C. H. Johnson & Sons, Montreal, Que.**

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E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
**Walter Woods & Co., Hamilton.**

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[illegible] Buffalo, N.Y.
**Bemis & Call Hardware and Tool Co., Springfield, Mass.**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
**International Malleable Iron Co., Ltd., Guelph, Ont.**
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
**Smith & Hemenway Co., Inc., Irvington, N.J.**
**The Star Mfg. Co., Carpentersville, Ill.**
Tremont Mfg. Co., Roxbury, Mass.
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Wrought Nipples**
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

**Wringers, Hand and Power**
Spielman Agencies, Montreal.

**Wrought Couplings**
Canadian Tube & Iron Co., Ltd., Montreal.

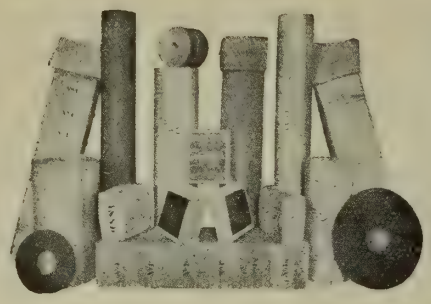
**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

**Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
**J. H. Williams & Co., Brooklyn, N.Y.**

**Yoke Ends**
**J. H. Williams & Co., Brooklyn, N.Y.**

**Zinc, Bar**
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
**The Great Western Smelting & Refining Co., Vancouver, B.C.**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Zinc, Sheet**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.



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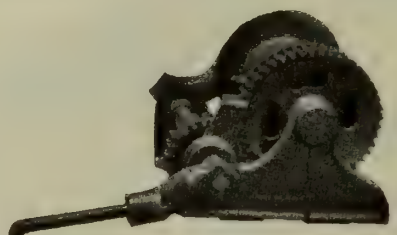
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**Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.**
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### *Convenient in Size—Two Cranks*

Contractors will buy a winch that will give them real service. Just show him how a "W & W" winch will do the work of two men, and he is sold.

With one of these winches, one man with a single line can handle 500 pounds with safety, and the load cannot drop until he turns the crank.

Put a couple on the floor of your store; they will sell themselves.

Special discounts to dealers. Write for price list to-day.

## WILLIAMS & WILSON LIMITED

**84 Inspector Street, Montreal, Canada**

***Write for Prices and Discounts***

# GILSON GARDEN TOOLS

The gardener can do better work by using Gilson Garden Tools and you can increase your sales and profits by selling them. The Gilson Weeder here illustrated does four times the work of an ordinary hoe with half the effort. Made also for attaching to a wheel outfit. A very powerful tool for the destruction of weeds.



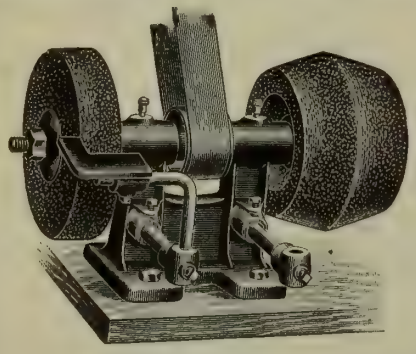
'Progressive Hardware Dealers are handling Gilson Garden Tools. How about you? It will pay you to investigate. Write us to-day.

**Order from any of these Jobbers:**

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

**Manufactured by**

**Gilson Mfg. Company**
**Guelph, Ont., Canada**



# BULL DOG

## *Power Tool Grinders*

designed to meet the demand for a small power head grinder. Two vitrified corundum wheels for general use, and tool rests. The ideal wheel for steel grinding.

Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

## WESTERN HARDWARE MFG., COMPANY, LIMITED

**MILWAUKEE, WISCONSIN**

# A Few Suggestions for Christmas Stock

EVERYTHING at present points to a "bumper" Christmas trade in high class goods; the greatest difficulty will be for the jobber and the dealer to keep their stocks sorted to meet the demand.

We are fortunate in having a nice assortment in almost every line of Christmas goods, and additional orders placed with the factories on which we will receive deliveries in time to fill orders from our customers. We strongly advise you to check up now and place orders, either for immediate delivery, or for shipment a little later to assure yourself of stock when it is needed.

## USE THIS LIST AS A GUIDE

### SAFETY RAZORS

GILLETTE, AUTO-STROP and EVER READY Safety Razors are all nationally advertised and are big sellers at the Christmas season. We have a nice assortment of the most popular sellers.

### FLASHLIGHTS

The demand for this line seems to grow almost daily, and they have become very popular for gifts. "EVEREADY DAYLOS" are the best, and we have them.

### SILVERWARE

"COMMUNITY PLATE" in "Adam," "Sheraton" and "Patrician" designs are ready sellers; stocks are hard to get as the factory is far behind in deliveries. Our present stock, and deliveries we will receive, will enable us to take care of a nice volume of trade in this line. We can, of course, make prompt shipment from stock of "1847 ROGERS" round-handled knives and forks.

### SKATES AND HOCKEY STICKS

"STARR" Skates are popular and will bring you big business and satisfied customers. The line is profitable and easy to sell. A hockey stick or a pair of ankle supports can usually be sold with a pair of skates. We carry a popular assortment of hockey sticks, and the best in ankle supports—"THE PERFECTION."

### ELECTRICAL GOODS

There are few lines which offer such sales possibilities for gifts as household electrical appliances. We carry in stock a few of the best selling items in "HOTPOINT" and "CANADIAN BEAUTY" appliances. We, of course, always have a good supply of electric irons.

### UNIVERSAL HOME NEEDS

Coffee Percolators, Tea Pots, Breadmakers, Vacuum Bottles, Lunch Kits and Food Choppers with the "UNIVERSAL" trade mark represent the highest quality obtainable at reasonable prices. They are all excellent gifts.

### POCKET KNIVES

There has been a good deal of difficulty during the last few years in getting any stock of pocket knives. We have specified freely and offer a complete range of "UNIVERSAL" pocket cutlery.

*SERVICE*

**Our staff is organized to give prompt and efficient service at all times, but particular attention will be paid to small orders for express or mail shipment during the Christmas season.**

***TRY US WITH A RUSH ORDER, EITHER BY MAIL, WIRE OR PHONE***

**WHITES LIMITED**
**WHOLESALE HARDWARE & METALS**
**COLLINGWOOD - - ONTARIO**

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

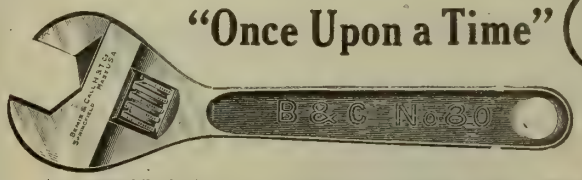
**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

**C. KLOEPFER, LIMITED**
Edward Halloran, General Manager
**44-50 Wellington St. East, TORONTO**
Factory at Guelph, Ont.

We solicit your inquiries on---
**IRON and STEEL**
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

*Prompt attention and quick delivery assured.*

**"Once Upon a Time"**




TRADE B&C MARK

An automobile broke down in front of a Hardware Store. While the lightning flashed and the water gurgled along the curb, the owner slogged around in his wet boots and found he had no tools with him. The Hardware Man sold him a wrench, in a few minutes a screw driver and another style of wrench. And then, gently and tactfully for the car-owner was miserable—he pointed a moral about preparedness; and he sold that auto driver about fifty dollars' worth of tools. HE HAD THE RIGHT TOOLS.
Are you prepared? Have you got a line, like Bemis & Call, that you could stand and watch him use with confidence that he would buy more?

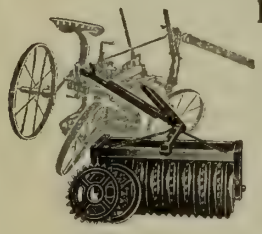
WRITE FOR PRICES
**Bemis & Call Hardware & Tool Co.**
SPRINGFIELD, MASS., U.S.A.

**Canada Wire and Iron Goods Co.**

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

**Plow Attached Packers and Harrows**
WE MAKE THE BEST
LARGE PACKERS SOLD


MULCHER

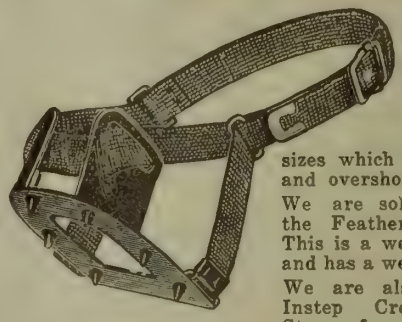
LEADERS IN OUR LINES

*Write for Price List and Catalog*


PLOW HARROW

Surface and subsoil also supplied when called for.
**CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG**

**CHURCHILL'S "ICE GRIPPER"**



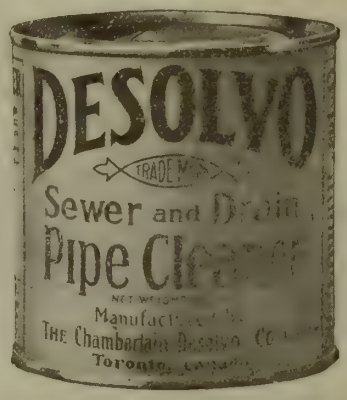
Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY




Desolvo Gives
Results
Good Profits
Quick Turnover
Continuous Sales

THE CHAMBERLAIN DESOLVO COMPANY
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Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario & Western Representative: L. F. Lane, 99 Quebec St., Toronto

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

*Prices on Application.* *Immediate Shipment.*

**JAMES HUTTON & CO.**
706 Shaughnessy Building - MONTREAL

**The Kiddies all want the**
***"Kiddies" Fare Box Bank***

for it is so true in form to the real street car conductor's box. One kiddie gets one and the rush starts. It will pay you to see that this "useful" toy is introduced in your town.

**Order to-day.**




**COLEMAN FARE BOX CO., LIMITED**
1191 Bathurst St., TORONTO

"Maple Leaf" Belting
*—the stitched cotton belting*



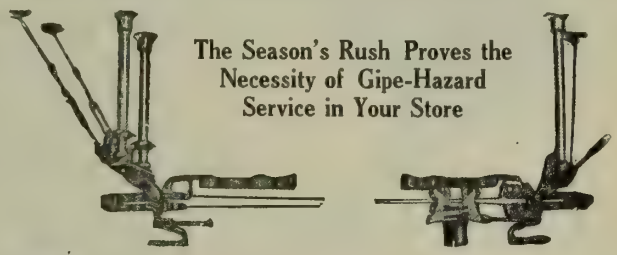
STRONG
DURABLE
RUNS TRUE
EFFICIENT

Let us assist you in getting the belting trade of your local factories. Give us their specifications and we will quote on them and assist you where we can in securing the business.

Made in Canada

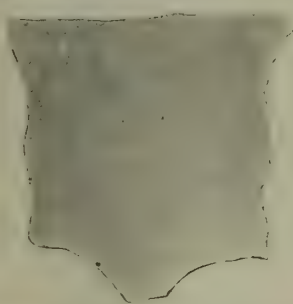
**The Dominion Belting Co., Limited**
HAMILTON, CANADA

**The Season's Rush Proves the Necessity of Gipe-Hazard Service in Your Store**



Time and labor saved is money earned.
Absence of salesmen from their posts when customers are waiting diverts many of the latter to other stores where service is better.
With Gipe-Hazard service you will have the satisfaction of knowing that you have the best, and it will enable your staff to remain at their posts instead of running for change. Watch your out-of-date system during the busy season, and you will be convinced.

**GIPE-HAZARD STORE SERVICE CO., LTD.,**
**113 Sumach Street**
**Toronto, Ontario, Canada**



## Chamois Skins

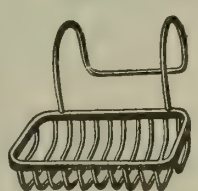
**With a few exceptions**

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

**EVANS & COMPANY, Limited**
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*We represent two of the largest factories in the world.*

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A full service to the hardware trade in all staple and special lines of quick-selling hardware requisites.

MAIL ORDERS CAREFULLY FILLED

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22 Victoria Square Montreal, Canada
*Write for our prices first*
*(First Quality Goods only)*

## THE GREAT WESTERN SMELTING & REFINING CO.

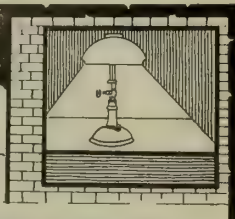
Manufacture and stock a complete line of metals

## Babbitt Metals
## Guaranteed Solders

**Also Pig Lead, Banca Tin, etc.**

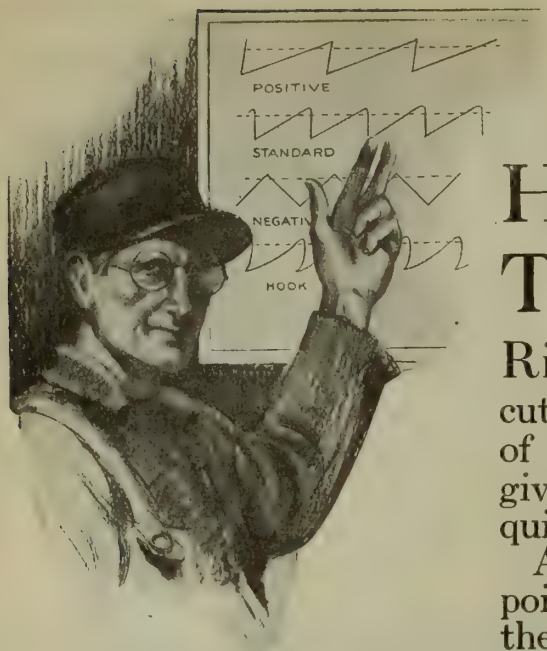
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## Dixon Safetee Lamp



**DIXON'S SAFETEE LAMP**
**—a real home light for Rural Canada.**
Safe, practical, efficient. Operates with gasoline. Lights with ordinary matches.
A money-maker for the hardware dealer. **Order your stock now.**

**The Hamilton Gas Mantle Company, Limited**
Head Office and Factory:
TORONTO HAMILTON, CANADA MONTREAL




# HACK SAWS AND TOOTH SHAPES

## Right down at the bottom of cheaper

cutting costs is the shape of the tooth. Years of experiment and actual working tests have given us the "Standard" shape tooth. It "cuts quicker and lasts longer."

And here's the reason. As a saw is used the points are worn off and the "contact area" of the teeth on the work becomes so great that enough weight to make the teeth "bite" crushes or breaks the blade. In other words, "the saw is dull."

Another thing: In the acute or "positive" angle tooth the leading edge points in the direction of the cut, it's always "digging in" under the surface and most likely to strip. The negative angle tooth simply scrapes off the metal and does not actually cut at all. The hook tooth is under the same handicap as the acute angled tooth. In all unusual teeth the "contact area," the friction producing surface, is greater than with the "Standard" tooth.

The easiest, surest way to get economy in Hack Saws is to use Starrett Blades with the Starrett Chart. Send for Catalog No. 21 "MA"

## THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

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**Starrett Hack Saws**

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We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

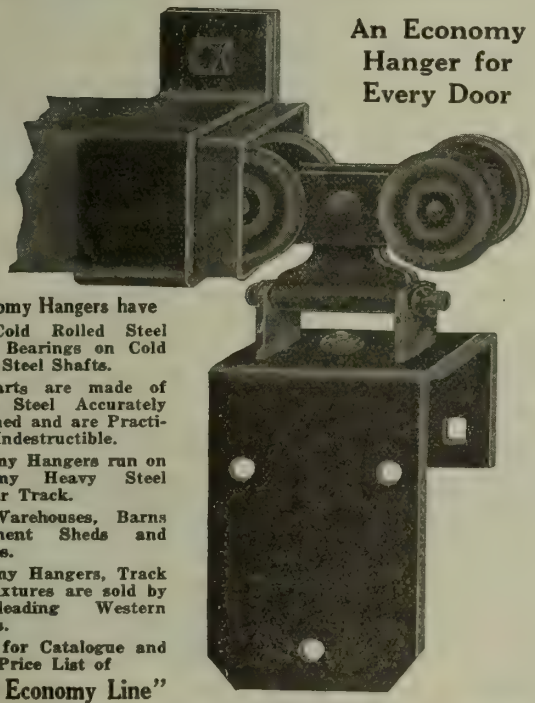
**Asbestos Cements** **Blackote Rubber Roofing**

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ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

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An Economy Hanger for Every Door

**Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.**

**All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.**

**Economy Hangers run on Economy Heavy Steel Tubular Track.**

**For Warehouses, Barns Implement Sheds and Garages.**

**Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.**

**Write for Catalogue and Price List of**

**"The Economy Line"**

## ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

# WROUGHT PIPE

**BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of Wrought Pipe*

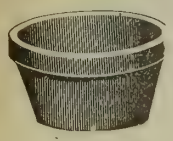
## CANADIAN TUBE & IRON CO., LIMITED, MONTREAL

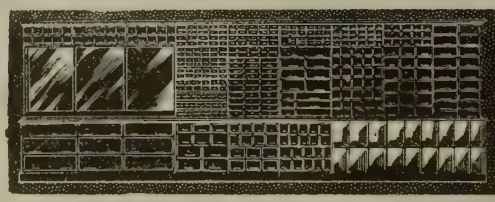
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**F. E. LINDSTROM**
SWEDEN
# PLYERS
Agents: F. W. LAMPLOUGH & CO.
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**RUSTICENE** Trade Mark Reg'd - Pat. Off. Wash.
LOOSENS FAST-BOUND METAL JOINTS INSTANTLY
*Send ONE DOLLAR for a Trial Order*
*Distributors*
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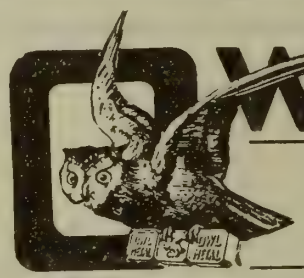
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Winnipeg, Canada
*Hardware Manufacturers' Agent*
*Energetic Representation*
"Covers the West and Sells the Best"


**Foster Pottery Co**
HAMILTON - CANADA
Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Ltd. Manufacturers
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## A MONEY MAKER

Genuine I.X.L. Vacuum washer. Washes anything. Thousands now in use.
Price, per dozen
**$10.50** F.O.B. Winnipeg. Direct or through your jobber
Moncrieff & Endress, Limited
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We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.
OWL METAL CO., LIMITED, WINNIPEG

## CLIMAX BALED PAPERS

ALL STEEL — FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
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## SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on you next order.
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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.
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Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
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**ADSIGN** Registered RAINPROOF COLOR
for use on Cotton or Mat Board
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All sizes of Clear Mica in stock for immediate shipment
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BROWN TIES GUARANTEED
RAND HALTERS LINE
*From Your Jobber or Direct*
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HARDWARE AND METAL
Electro Service Dept.
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# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
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## Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

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K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

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## Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
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Hack Saw Blades and Machines
*Manufactured by*
Diamond Saw & Stamping Works
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Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

## Swedish Steel Forging Co.

SWEDEN

# RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

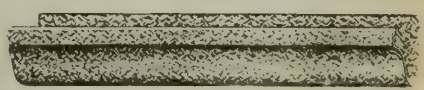
TRADE MARK

## Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

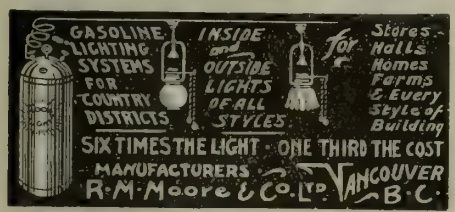
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO



For quick delivery order your eavetrough, conductor pipe, elbows, corrugated iron, ventilators, etc., from

## WHEELER & BAIN

TORONTO




## TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

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OTTAWA, CANADA




$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

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FOR ALL PURPOSES
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J.H. BUTCHER & Co BIRMINGHAM

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We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

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NON-ACID—FOR SODERING

Will Solve Your Soderjng Problems

Allen Flux can be depended on to make strong, smooth, long-lasting joints — any metal to any metal, including Aluminum. Made in four forms—sticks, liquid, paste and salts. Samples free.

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Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



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are made in many styles and to fit all kinds of Shelving.

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*A Germantown of quality that gets big business*

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London Address:
Finsbury Pavement House

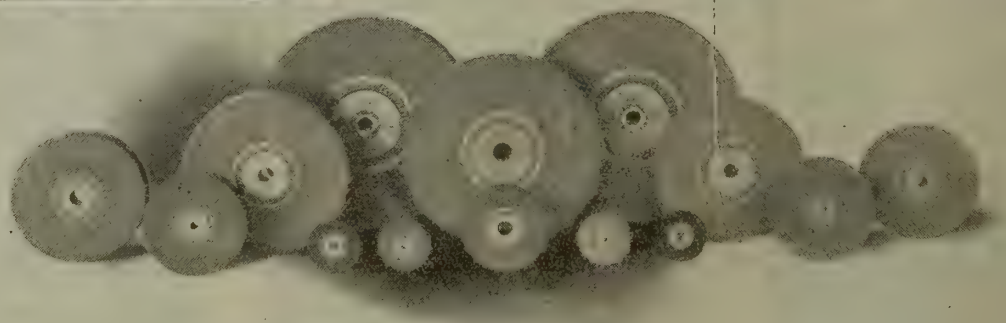
*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*



# —And There Are Increasing Sales and Profits for You in Small Carborundum and Aloxite Grinding Wheels



YOU hardware men who are already handling other Carborundum products shouldn't overlook the big sales and profit possibilities in selling Carborundum and Aloxite Wheels up to 12 inches in diameter.

Every plant, factory, garage, shop and mill in your territory has use for these little grinding wheels.

They grind the tools, parts and fittings—finish and grind manufactured products and do countless other grinding jobs.

Remember the modern grinding wheel is one of industry's greatest assets.

Start a man right out in developing the small grinding wheel business in your town.

Get right after this trade.

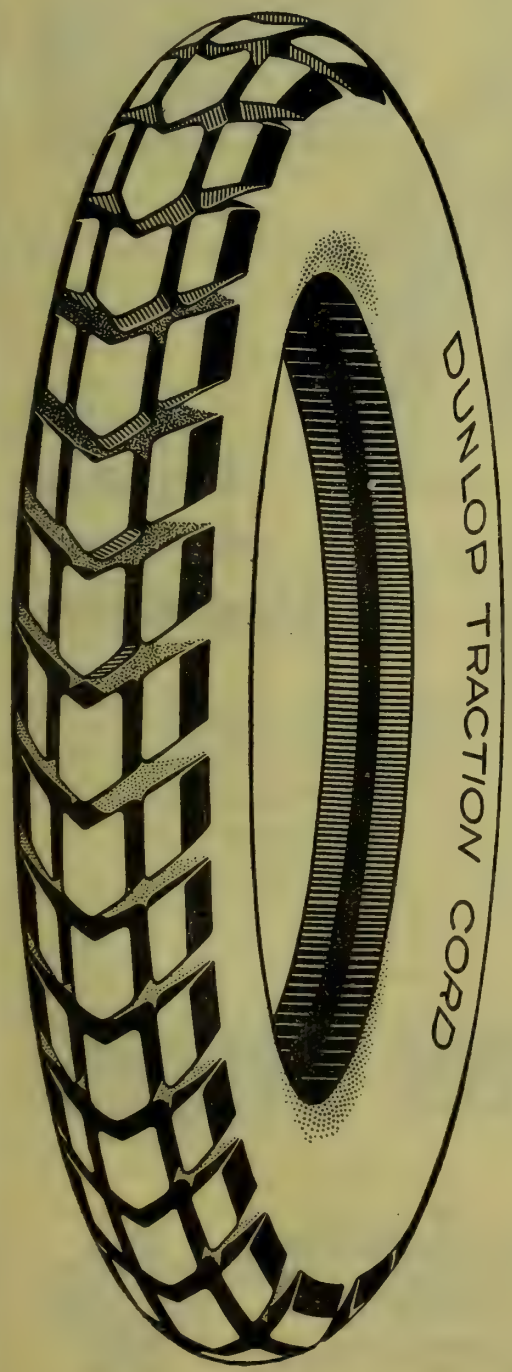
Carry a reasonable stock of Carborundum and Aloxite Wheels and the business and profits are yours.

***We will back you with these splendid wheels—we will back you with grinding service and national advertising***

Suppose you write for suggested stock lists, discounts, etc.

**THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y.**

DUNLOP TIRES
SEAL OF QUALITY
CORD




# Tiredom's Greatest Achievement

Dunlop Cord is a different tire to all the others — different in construction, different in features, different in service. That difference accounts for the preponderance of *Dunlop Cord Tire Sales.*

## Made in 'TRACTION' and 'RIBBED'

Dunlop Fabric Tires are obtainable in "Traction," "Special," "Ribbed," "Clipper" and "Plain."

*All Sizes*—30 x 3½ to 37 x 5

**Dunlop Tire & Rubber Goods Co.**
Limited

**Head Office and Factories: Toronto**

Branches in the Leading Cities




GUTTA PERCHA & RUBBER LIMITED
TRADE MARK

*"The Tires That Give Satisfaction"*

# How Many Tires Do You Sell?

## Make Friends of Your Customers

Did you ever stop to think whether you were selling all the tires you should? If you are not, the fault is one of two—the tire or you. We know that Maltese Cross Tires are as nearly perfect as any tires can be. Are you doing your part to push sales? It may be the people of your town don't know you're a tire merchant. Attractive displays will let the people KNOW you are handling Maltese Cross Tires.

# MALTESE CROSS TIRES

## Gutta Percha & Rubber, Limited

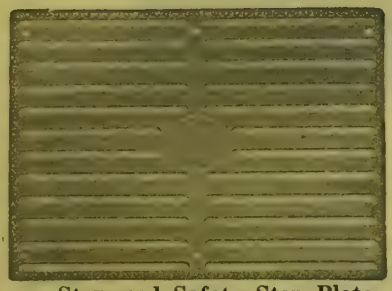
**Head Offices and Factories, Toronto**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria**

# The Little Things---That Make the Car Complete

# *Stanwood Products*

## Stanwood Safety Step Plates



Stanwood Safety Step Plate

For automobile running boards assure safety. They add to car refinement and keep the car clean. This device will not mat down or discolor and is very quickly applied. Pat. May 30, 1916, Feb. 19, 1918.

**Type B, $3.75 List  Type C, $2.25 List  Special Ford, $2.25 List**

## Stanwood Conformable Hand Pad for Automobile Doors

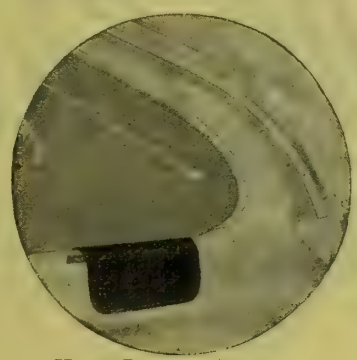
An exceedingly ductile metallic sheet is enclosed between the front and back leather sections of the pad, insuring through pressure of the hand, perfect comformity of the pad to the contour of the door.

*Positively will not curl by usage, or strong air pressure. Prevents finger marking of the door, especially after car has been polished.*

Made up of leather in various grains, such as long, seal, pebbled, smooth, pigskin and patent. Priced from $1.35 to $2.70 List. Size 4¼ x7 ¼ in.



Accelerator Foot Rest



Hand Pad for Doors
Patented 3-19-18

## Stanwood Adjustable Accelerator Foot Rest

Patents Pending

A reliable safety device to prevent *unintentional* rapid acceleration when driving over uneven crossings or rough roads. Relieves the foot from constant tension. Permits delicate advancement or retarding of accelerator.

Made with an indented rubber roller vulcanized to a steel tube, revolving on a steel spindle riveted to the uprights. The pressed steel uprights and base sections are engaged by graduated indentations, insuring stability. These parts are sherardized and polished to prevent rusting.

Important Note—The graduated indentations make our Foot Rest easily adjustable to various heights and positions. This feature makes it fit your usual driving position.

**Price $2.25 List**

## Stanwood Accelerator Heel Plate

A perforated metal plate entirely covered with rubber and provided with a series of longitudinal ribs firmly moulded to the metal plate. Size of plate 4 in. wide, 11½ in. long.

The accelerator Plate furnishes a stable position for the heel when operating the pedal. Prevents wearing a hole in the floor covering of the car and is also used as a toe and heel guard on the running board shield as shown.

**$1.20 List**



Accelerator Heel Plate
Patented May 30, 1916 and Feb. 19, 1918

## Stanwood Equipment Company, 307 Plymouth Ct., Chicago

FOR SALE BY AUTO SUPPLY DEALERS
and Canadian Jobbers of Automobile Supplies



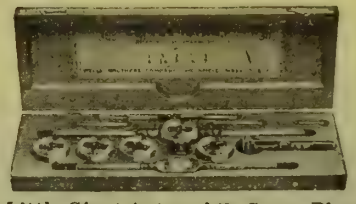

Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

## Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

## Wells Brothers Company of Canada, Ltd.

**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**

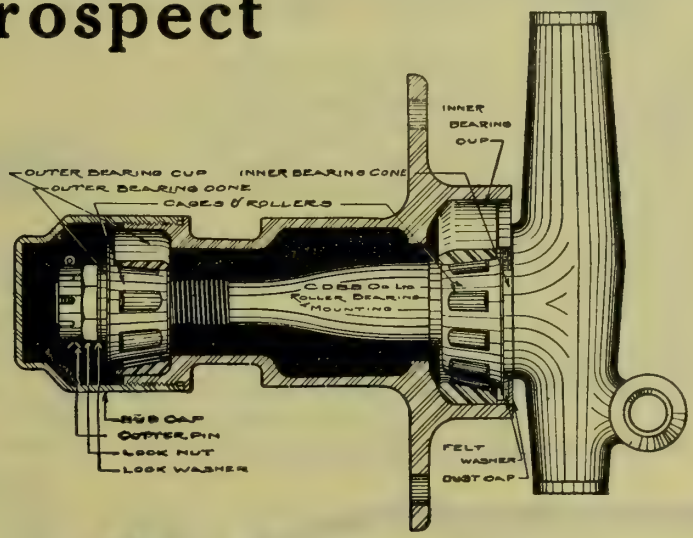
*Made in Canada*

*(GUARANTEED TO GIVE SATISFACTION)*

# Chapman Bearings

## Every Ford and Chevrolet A Prospect



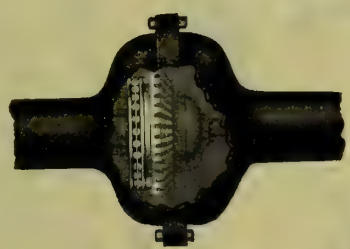



### Chapman Roller Bearings

A Ford or Chevrolet car is subject to rapid wear in the cup and cone bearings of the front wheel, because the hub is too small to take a cone bearing with a sufficient factor of safety.

Chapman Roller Bearings overcome this difficulty and are easily installed.

Every Ford and Chevrolet is a prospect.



### Chapman Differential Thrust Bearing

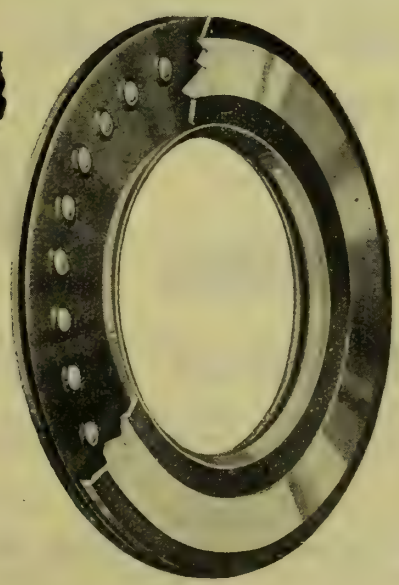
Readily substituted for the plain, flat washer in the differential of Ford or Chevrolet. The flat washer wears out due to heavy end thrust.

When worn there is lost motion in the gears and incorrect contact of teeth, causing extreme wear, and noise.

The Chapman Differential Thrust Bearing exactly replaces the washer with no other changes required.

It takes the pressure on steel balls, reducing friction to a minimum and holds the gears in perfect mesh.

Get our dealer proposition by a post card to-day.



### Chapman Advertising and Increasing Sales

are daily making this a better opportunity for you. We want dealers in every locality. Chapman advertising is reaching every car-owner and garage man.

Advertising, and Chapman co-operation with dealers, has greatly increased sales until it offers you a very profitable opportunity.

## CHAPMAN

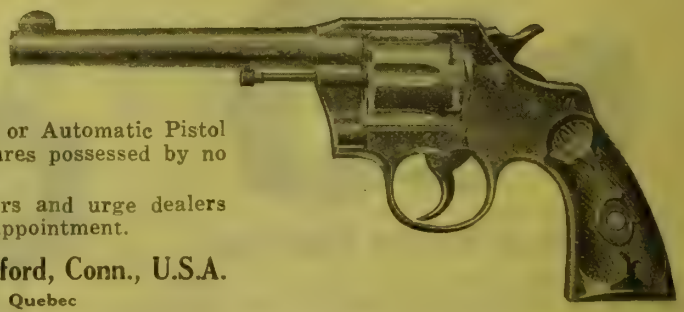
## Double Bearing Company of Canada, Limited

**347 Sorauren Avenue, Toronto, Ont.**




# *Here is the real home guard— "a COLT"*

WHEN your customers ask for a dependable firearm for home protection, they recognize instantly your desire to serve them when you show them a Colt and tell them it is the real home guard.



The dependability and accuracy of a Colt Revolver or Automatic Pistol is only equalled by its safety—a combination of features possessed by no other firearm.

The great Colt factories are speeding up on orders and urge dealers to state their requirements for the future to avoid disappointment.

**COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.**

A. MACFARLANE, & CO., LIMITED, Montreal, Quebec

---

# Keep Your Winter Profits High

with the

**STADCO**
TRADE MARK




"STADCO No. 40"

## Breakproof Hydrometer

During the cold months - when batteries need more frequent attention and motorists look for a hydrometer—the **STADCO** Breakproof Hydrometer will quickly prove that it's a big winter seller.

It is made of glass, with rubber bulb and tip, like any other hydrometer—but it has a special rubber protector that prevents breakage from ordinary use.

## STADCO WINTER SELLERS

**SEE-SAFE Wind-Shield Wiper, 75c**
**Breakproof Hydrometer, $1.00**
**No. 21 Quadruple Spark Plug Wrench, 15c**
**No. 10 Pet Cock Wrench, 20c**
**Door Anti-Rattler, 20c**
**Chain-Type Valve Lifter, $1.00**

The STADCO Line includes only QUALITY PRODUCTS that are Winter Necessities—therefore every one is a big winter seller. Well made of the best materials—and popular-priced—they are always in big demand.

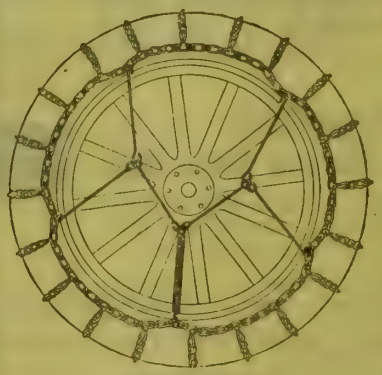
**Order from Your Jobber**

Make the "dull" months your most profitable months. Ask your jobber for full information about the STADCO line—place your order with him now—or write us for full particulars, dealers' discounts, etc.

**Canadian Sales Department:**

**Campbell Agencies, 19 Melinda St., Toronto, Ont.**
**Stadeker Metal Specialty Co., 358 W. Madison St., Chicago, Ill.**

---



**Keep your chains from running too loose with**

## Merchant's Anti-Skid Chain Tightener

## $1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire If your dealer can't supply you, write us direct.

Patent Pending.

**M. H. MERCHANT CO., 236 Emma Street, Syracuse, N.Y.**
Exclusive Sales Representatives: Gray-Heath Company, 1440 Michigan Ave., Chicago, Ill.

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## The Real Ankle Support That Makes Others Look Like Imitations

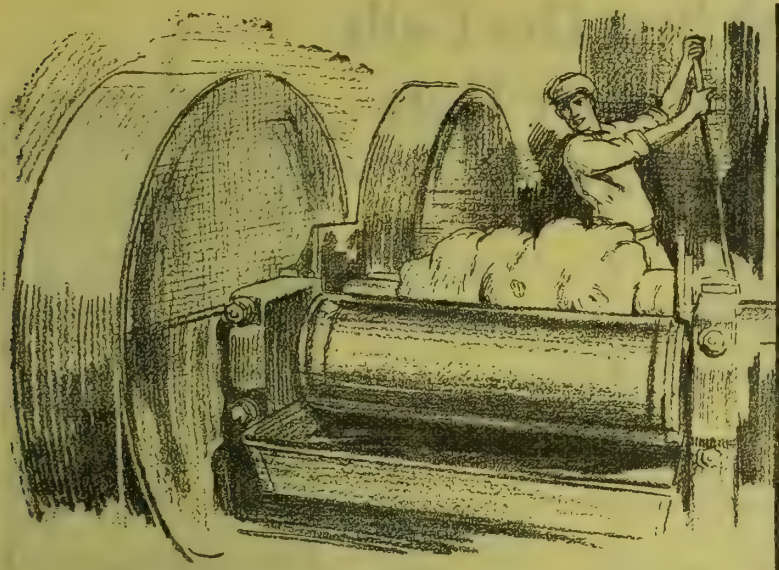
Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

**Write us for prices.**

**Owen Sound Steel Press Works, - Owen Sound, Ont.**



MIXING GRAPNAL



**Ordinary Woven Lining**

*Notice the loosely woven texture.*

*Wears down quickly and unevenly.*

*Loses its gripping power as it wears.*

**Thermoid Hydraulic Compressed Brake Lining**

*Notice the compact texture.*

*Wears down slowly.*

*Gives uniform gripping surface until worn wafer thin.*

# The only brake lining that is "Grapnalized"

## *An exclusive process*

ONE of the most dangerous defects which a brake lining can possess is its inability to resist moisture.

Moisture from any source—rain or water as well as oil and gasoline, causes cheap linings to become swollen and "mushy," which makes them slip and grab. Automobile accidents due to failure of the brakes can in almost every case be traced directly to this cause. Woven linings absorb a large quantity of moisture.

Every foot of Thermoid Brake Lining is subjected to the special process of *grapnalizing* which makes it impervious to water, oil, gasoline, dust, etc. Thermoid is absolutely moisture proof.

## *What Grapnal Is*

*Grapnal* is a special compound, discovered and used exclusively by the makers of Thermoid Brake Lining. The special formula by which *Grapnal* is made contains ingredients which have great moisture resisting properties.

The asbestos fabric is thoroughly impregnated with *Grapnal*. Under hydraulic pressure and terrific heat, *Grapnal* becomes an integral part of the brake lining.

## *Satisfaction and future patronage for Thermoid dealers*

Thermoid is the 100% lining by virtue of the exclusive processes under which it is made.

It has proved best by test in the scientific laboratory as well as by use over thousands of miles of road. Many of the motor transports in Pershing's army were equipped with Thermoid which proved "responsible" in every critical emergency and which stood unlimited wear and tear.

You owe to your trade to sell Thermoid—it insures satisfied customers and means a permanent, increasing business.

Every foot of Thermoid is backed by the famous guarantee: *Thermoid will make good—or WE WILL.*

**Thermoid Rubber Company**

**Factory and Main Offices: Trenton, N.J.**

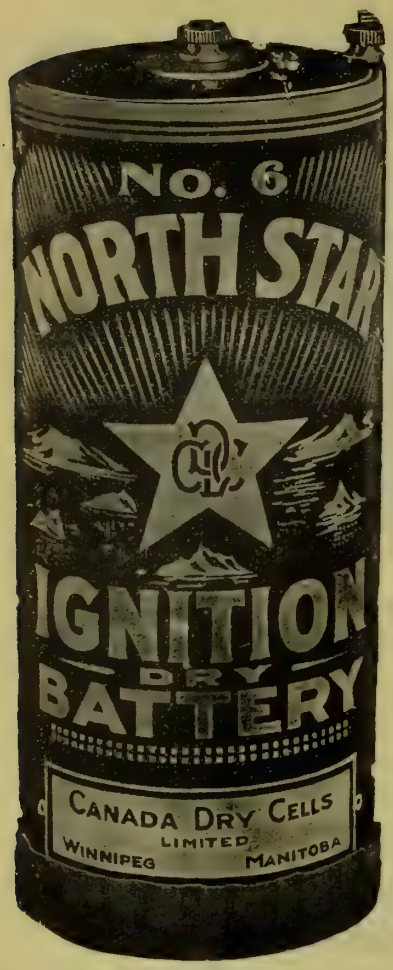
**New York, Chicago, San Francisco, Detroit, Cleveland, Los Angeles, Philadelphia, Pittsburgh, Boston, London, Paris, Turin.**

**Canadian Distributors**
**The Canadian Fairbanks-Morse Co., Limited, Montreal**
**Branches in all principal Canadian Cities.**

# Thermoid Brake Lining

## Hydraulic Compressed

***Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"***




# In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!




The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

**The Western Battery for Western Need.**

**Order through your Jobber.**

## Canada Dry Cells Limited

WINNIPEG, MANITOBA

---

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

## STEEL and BRASS STAMPINGS of all kinds

*Write us for quotations*

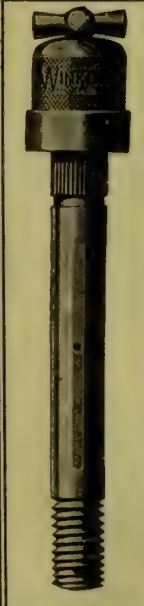
**CANADIAN LAMP & STAMPING CO., LIMITED**

Makers of the celebrated CLASCO Lamps for Motor Cars

**FORD CITY, ONTARIO**

---

**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers Dowel Pins**





"Oil Cup"



"Ratchet"






"D"





"M"

Catalogues and Prices Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR

# We know and you know




affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

*Sole Agent for the Dominion*

**WM. T. EVANS**

1684 St. Urbain St. Montreal

*Manufacturers:*

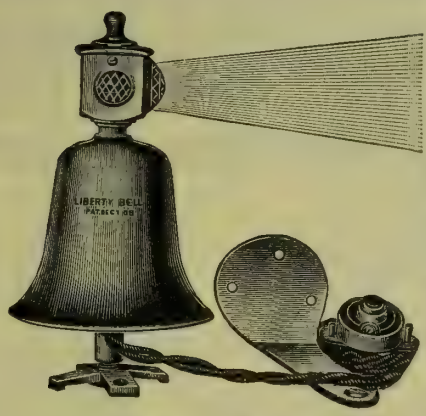
SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

**'SPHINX'**

England's most Durable Plug






The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

## WARNS

### BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

**GETS THE RIGHT OF WAY**

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

**A POLITE SIGNAL**

***We have an attractive proposition for you. Write for prices.***

**THE BUNYAN MFG. CO.**

MADISON AVE. - CLEVELAND, OHIO

9805



# North American Hardware Supply Limited

**222 Notre Dame Street West**

**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

## "Diamond Tires"

## "Viko" Aluminum Products

**ALSO**

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***



Star Water Circulator

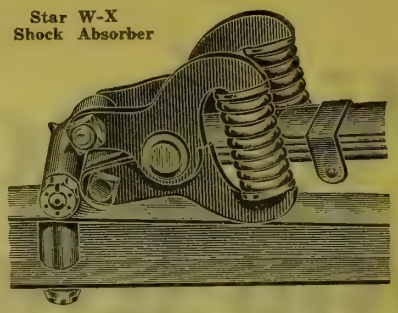
Forces water from engine to tank and back to engine. Saves oil, gas and bearings.
No. 1 for 1916 models and earlier, each ..... $4.00
No. 2 for 1917 models and later, each $4.00

## Accessories For Ford Cars

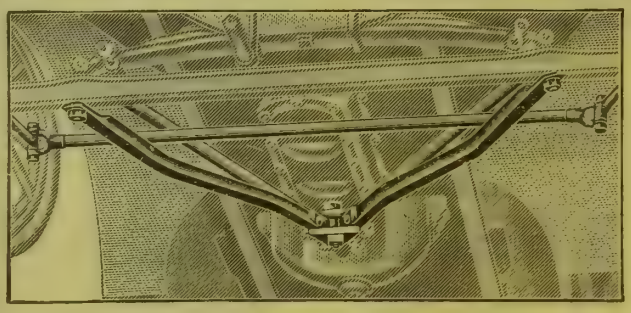
Also manufacturers of other accessories: Radius Rod Supports, Rear Axle Truss Rods, etc. Also Bench and Power Grinders. Write us.

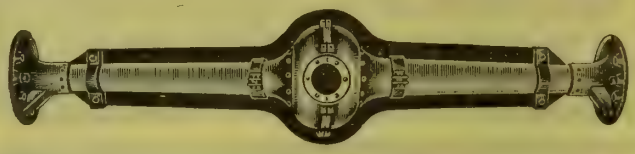
**Star Specialty Manufacturing Co.**
227 West Erie Street, Chicago

Star W-X Shock Absorber



Four cushions of comfirt. One for each corner of your Ford. Easy to attach. You remove only the shackles and put the W-X in their place.
Per set (of four) ..... $7.56





## Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

## LINE & KIMBALL CO.

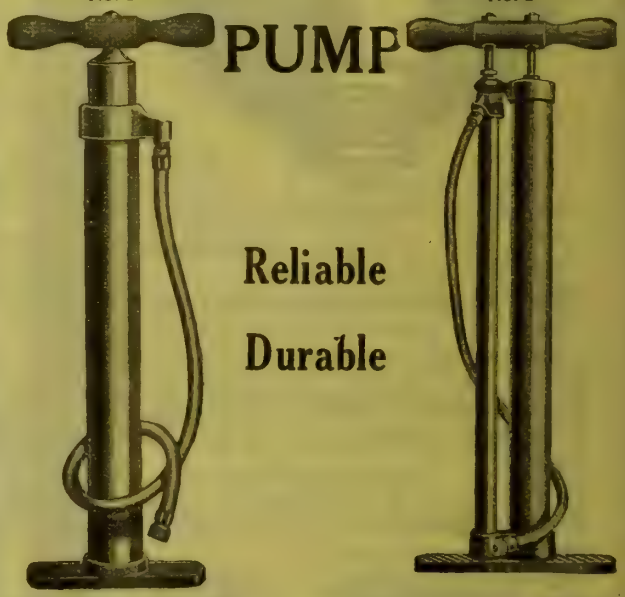
*Manufacturers of Auto Accessories*

**Moose Jaw** **Saskatchewan**

Insist on Getting a

## TALLMAN TIRE PUMP

No. 1 No. 2



Reliable

Durable

Two Cylinder Double Action — Double Barrel Compound Pump

**Tallman Brass & Metal Limited**
HAMILTON, ONT.

MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for team Engines**
**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark

ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

## WRITE IN FOR OUR WINTER CATALOGUE!

IT HAS MANY INTERESTING FEATURES---FREE ON REQUEST

## THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA




Homer & Wilson

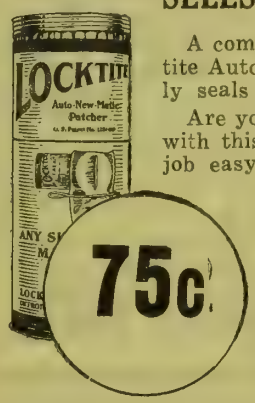
**CHEVROLET LOCK**

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

**Homer & Wilson**
Lancaster Street
HAMILTON

## SELLS TO ALL MOTORISTS




A complete tube repairing outfit, Locktite Auto New-Matic Patcher permanently seals a rip or blow-out in a jiffy.

Are you in position to supply motorists with this new method of making a hard job easy?

A few of the Patchers displayed on your counter will sell themselves.

Write for our dealer proposition.

LOCKTITE PATCH CO.
Windsor, Ont.
American Plant, Detroit, Mich.

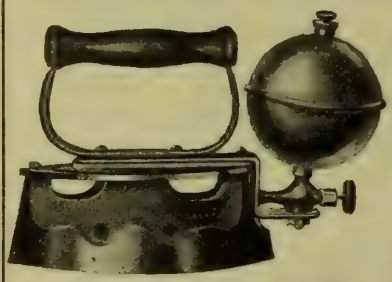
Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

# BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

**LONDON BOLT & HINGE WORKS**
**LONDON, CANADA**

## NOTICE TO THE TRADE
## FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

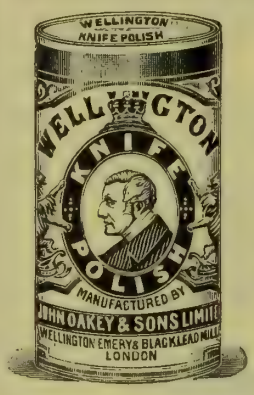
**"COMFORT" IRON**

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

**Big Demand, Good Profit**

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
**NATIONAL STAMPING & ELECTRIC WORKS**
CHICAGO, U.S.A.




# OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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*Manufacturers of*
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*Agents:*
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Opening the Strap

# Adjustable Taper Stove Pipe

This is a quick seller that helps the merchant economize storage space. No large assortment of taper pipes is necessary. This handy patent permits adjustment to fit any stove collar with a smoke-tight joint.

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Winnipeg, Manitoba




# Its Handiness
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The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

**Imperial Bit & Snap COMPANY**
**RACINE - WISCONSIN**

# "NORCROSS"
## Cultivator Hoes
### *Have "Built-in" Selling Points*



It is very simple to demonstrate the superiority of NORCROSS Tools. In fact, it's self-evident to skilled gardeners. That's why world famed gardeners use and endorse them.

NORCROSS work close up to plants safely; they come in sizes to suit anyone; the 5-prong size may be easily attached to a wheel plow. Handsome, durable and profitable.

**C. S. Norcross & Sons**
**Bushnell, Ill., U.S.A.**

## Our Step-Ladder Chairs are Winners



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

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## Wood Packing

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**1535 Dundas St. W., Toronto, Ontario**



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WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND
PROMPT SERVICE
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**Sanderson-Harold Company, Ltd.**
PARIS, ONTARIO

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

*Canadian Branch:*

**CAMPBELL AGENCIES,** McKinnon Building
TORONTO, ONT.

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**Manufacturers of**

**STEEL TUBING—**

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

**Galvanized Wire and Woven Wire Fencing.**
**Steel Tube Fence Posts, Farm Gates, etc.**

**WOODSTOCK** **ONTARIO**




FOR SALE EVERYWHERE
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**J. J. TURNER & SONS, LIMITED, Peterborough, Ont.**



## THE "ARTISTIC" BAROMETER

Is a combination of Thermometer and Storm Glass. It is a popular instrument at a popular price.

*Just one of the several*
*QUICK-SELLING PATTERNS*
*Made by*

**THE LARGE-PIKE THERMOMETER CO.**
TROY, N.Y., U.S.A.

## Have You Tried the No. 1 Fire Pot?




No. 1 Fire Pot.
List Price, Each, $27.20.
Ask for Discount.

It is conceded by all up-to-date mechanics to be the best general utility Fire Pot ever made. It is made by experts, skilled in the line, from the best material money can buy. It is supplied with our patented automatic brass pump with double springs, which is very superior to any single spring pump. The No. 1 is a fuel saver. Try it and be a satisfied user. Jobbers supply at factory price. Send for catalog—it's free.

**Clayton & Lambert Mfg. Co.**
Detroit, Mich., U.S.A.

# LIBERTY WASHER

**is suited to the**

## HARDWARE TRADE

You have had washers offered you that were either too intricate or too expensive, or did not do satisfactory work. The

**LIBERTY WASHER**

is simply and strongly constructed, is priced lower than competing machines, and is most satisfactory in use. Hardware dealers handling the Liberty Washer will find every buyer satisfied and a good advertisement for your store.

***Write for prices and terms to dealers***

**A. R. LUNDY**
249 King St. W. TORONTO

**AGENTS WANTED**

## SOLASTIC ROOF CEMENT
A plastic putty of great durability.

## SOLASTIC BLACK PAINT
Quick drying, elastic and waterproof.

## GENERAL PURPOSE BLACK
Heavy bodied and of great elasticity.

## ALPINE WOOD PRESERVATIVE
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

# Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

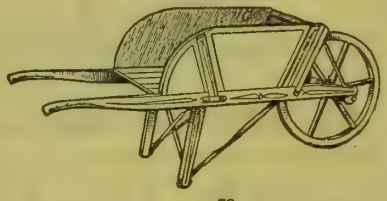

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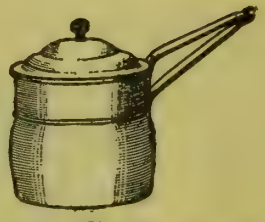

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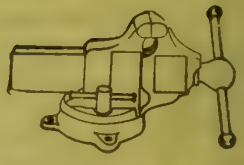

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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

# Wanted

## POSITIONS WANTED

AN AGGRESSIVE HARDWARE MAN, WITH pleasing personality, and fifteen years' experience, seeks position with reliable jobber or manufacturer. Box 510. Hardware and Metal.

YOUNG EXPERIENCED MAN WANTING position as hardware clerk in Alberta or Saskatchewan. Box 532, Hardware and Metal.

## HELP WANTED

WHOLESALE HARDWARE HOUSE REQUIRE bright, energetic young man as assistant to buyer in sporting goods department. Some experience essential. Communicate with Box No. 545, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE MAN at once, one who has had experience in country store; good opportunity for advancement for right man. Apply stating salary, age and experience to Lougheed Hardware Co., Lougheed, Alta.

WANTED — AT ONCE — BRIGHT, SNAPPY young hardware man. The Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

## AGENCIES WANTED

WANTED—AGENCY OF SPECIALTIES FOR hardware trade, factories, and mills, for Quebec City and District. Best connections and references. Reply to G. A. Vandry, 28 St. Joseph St., Quebec.

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 363, Hardware and Metal, 128 Bleury St., Montreal.

## WANTED

WANTED — COMPLETE SET OF SECOND-hand tinsmiths tools in good order. T. J. McManus, Pembroke, Ont.

## FOR SALE

AGENCY AND JOBBING BUSINESS, HANDling hardware specialties and auto accessories. Located on Pacific Coast. Established trade and profitable agencies. An opportunity for a couple of live ones. Require about $25,000. Box 550, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

FOR SALE—1-GALLON BOWSER GASOLINE pump and filter; good as new. Box 563, Hardware and Metal.

SAFE—PRACTICALLY NEW, TAYLOR MAKE. Inside dimensions 15 x 20. Price, $120. Also one two-hundred account McCaskey register, almost new. Price, $90. Address Wm. Fell, Baillieboro. Ont.

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

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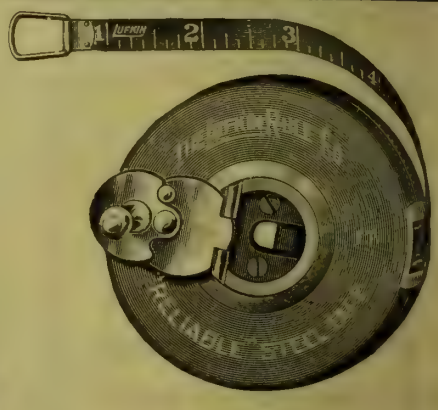

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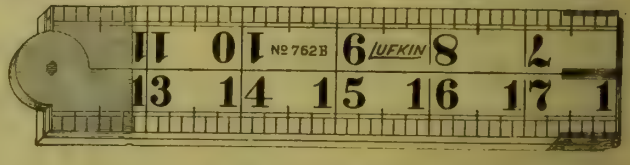
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*Made in Canada*









**Familiarly and Favourably Known**

**Embody Many Improved, New and Exclusive Features.**

*Accurate* *Reliable*

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WINDSOR, ONT.




# Display Sells Razors

The cutlery counter in most hardware stores stands near the door, where the customer lingers, looks around, and wonders what he forgot to buy.

Men are always on the lookout for good razors. The GENCO Display Case, sent you with your first order of GENCO Razors, gets their attention.

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*Write us today for terms and details*

## Geneva Cutlery Corporation

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San Francisco, Sheldon Bldg. Winnipeg, Can., 332 Bannatyne Ave.

*Largest Exclusive Manufacturers of High-Grade Razors in the World*




Genco
RAZORS

Reg. U. S. Pat. Off.

# *Oatmeal In The Radiator*



is an old-fashioned method of trying to stop leaks. It only works once in a long while, and then by mere chance.

What your customers really want is a radiator that DOES NOT leak at the slightest opportunity. Or, if it does, through some unforeseen circumstances, can be repaired at very short notice.

Engineers have decreed that Cellular Radiators are the best because they do not leak easily. But there is a difference between cellular radiators (some are, and some are not) but,

# McKINNON RADIATORS

**Are**

## *"Really Cellular"*

They are simply a combination of individual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core, the very method that hardens the metal and makes it crack so easily.

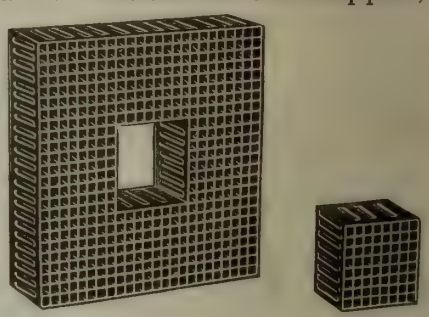
Corrosion is also one of the evil influences of water on the radiator. Overcome this by carefully tinning the inside and outside of McKinnon Radiators. The sides are straight downward and corrugated so that the water is constantly in agitated action, carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water tubes are also constructed to permit of an outward strain many times before a burst will take place.

McKinnon Radiators do not leak unless they are forced to. But should this happen, the motorist would just plug up the leaking section with tire dough, or wood plugs, refill the radiator and drive on. Later, the repair man would simply replace the broken section with the new cells.

Vibration has no terrors for the McKinnon Radiator —because it is a solid unit, not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry. We invite correspondence.



## McKINNON INDUSTRIES LIMITED

**St. Catharines, Ontario, Canada**

# HARDWARE AND METAL

Vol. XXXI
No. 47

PUBLISHED EVERY SATURDAY SINCE 1888

NOVEMBER 22
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



MARTIN-SENOUR
100% PURE PAINT & VARNISHES

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HIGH QUALITY gives the confidence needed for making successful sales and the HIGHEST QUALITY is absolutely guaranteed with every can of

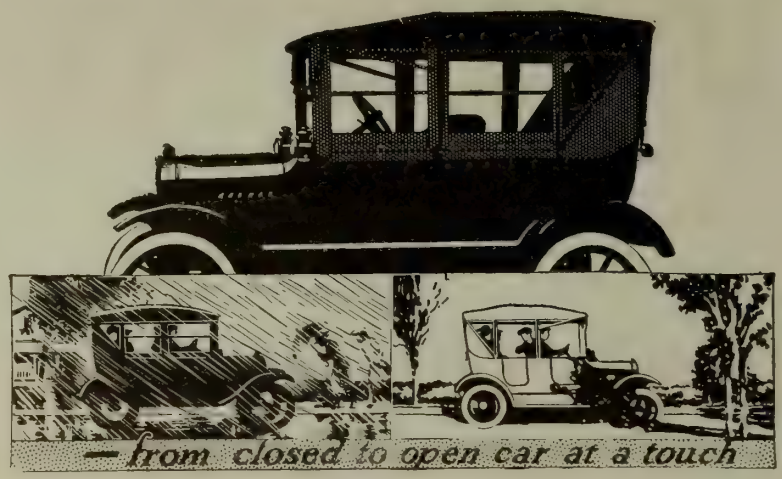
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STOCKING THE FULL MARTIN-SENOUR LINE instead of a mixture of many means less money invested, quicker turnover and larger profits, also you get the added prestige for your store of our strong national advertising.
THE MARTIN-SENOUR LINE offers you a paint and varnish for every purpose, each one fully guaranteed to best serve the purpose for which it is intended.

*Concentration on One Line means Bigger Business.*
*Now is the time to write for our dealer agency proposition.*

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LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

PIONEERS
*of*
PURE
PAINTS




USTUS Limousette FOR FORDS

# For Big and Profitable Business

At last—an honest-to-goodness all-season attachment for Ford Cars. The "Ustus Limousette" gives every Ford Touring Car or Roadster a closed car appearance and protection when needed. It is invaluable in Winter, Spring, and late Fall, but it is not necessary to remove any part to enjoy open car freedom during the warm weather.

After the initial attachment the Ustus Limousette becomes a permanent part of a Ford Car. Adjustments to suit weather conditions, for ventilation, entrance or exit, are accomplished by the raising or lowering of the side piece on special spring rollers. These rolling side members can be operated conveniently and easily from outside or inside the car. The action of these rollers is identically the same as the way in which the window shades in your own home are raised. When in the raised position they are entirely concealed from view by the overhanging position of the Ford Top. But they are at all times ready for instant use.

Not only does the Limousette give open car freedom when weather conditions are suitable, but it gives practically the identical appearance of an open car. Even the parts that are necessarily in full view when open car freedom is desired, add to the appearance of any Ford.

If for any reason it is desired to detach the Limousette it can be readily removed, folded, and placed under the seat. It folds into a bundle only 31½ inches overall. It weighs but 40 lbs.

Here are ten of the most interesting and important features of the Ustus Limousette:

1. It improves the looks of the car.
2. It is light in weight.
3. Gives clear vision front and sides.
4. Permits easy and quick entrance and exit.
5. Gives closed car comfort in bad weather.
6. Instantly convertible into an open car.
7. Eliminates inconveniences of awkward side curtains in summer.
8. It wears well.
9. No rattling or vibration.
10. No alteration of standard Ford equipment required.

Every Ford Touring and Roadster in Canada is a live prospect for an Ustus Limousette.

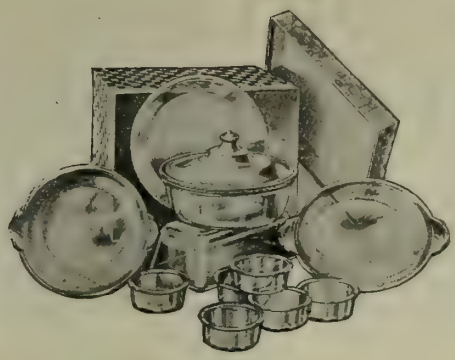
The practicability and convenience of the Limousette, plus our advertising efforts, practically assures an immediate wide-spread demand for this new addition on Ford Cars. We have a real, live selling proposition to offer you. Write or wire for our proposition.

Every dealer with half an eye can see the selling possibilities in this line.

## Northern Electric Company
LIMITED

**Montreal** **Toronto** **Winnipeg** **Calgary**
**Halifax** **London** **Regina** **Edmonton**
**Ottawa** **Vancouver**

HARDWARE AND METAL, November 22, 1919. Volume XXXI., No. 47. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



# THE POPULAR GIFT
## FOR CHRISTMAS

Pyrex is a gift so beautiful, so useful, so permanent in its delight that it charms every home-loving woman.

It also attracts the men, for it so satisfactorily solves the problem of "The gift for a woman."

It is of interest to the hardware dealer because of its quick-selling qualities at a profitable margin.

It can be had in sets or single pieces, but the Pyrex Gift Set is an ideal assortment for the Christmas gift.

We have a large stock of single pieces as well as

# PYREX GIFT SETS

ORDER FROM

**H. S. HOWLAND, SONS & CO., LIMITED**
WHOLESALE HARDWARE MERCHANTS
TORONTO

**Our special Christmas Bulletin gives full particulars of our stock.**



# GOOD PROFITS QUICK TURNOVER

There has never been a time when UNIVERSAL Products have been more in demand than at the present. The old High Cost of Living has no effect on the sale of these labor and time-saving devices except to increase the sales.
A faster or more profitable selling line cannot be found on the market than

## UNIVERSAL HOME NEEDS

They are the best in mechanical construction, material and quality. Nearly every home in your community is using with the utmost satisfaction, utensils bearing the UNIVERSAL Trade Mark. UNIVERSAL National Advertising, extensive in its scope, is daily directing buyers to your store.

Make our advertising your advertising by following it up with attractive window displays and advertising in your local papers for which we furnish the electrotypes. Let the public know that your store is headquarters for UNIVERSAL Home Needs.

Act to-day—not to-morrow.

Canadian Representative
A. MACFARLANE & CO. LTD.
Montreal Quebec

**LANDERS, FRARY & CLARK**
NEW BRITAIN CONN.

UNIVERSAL

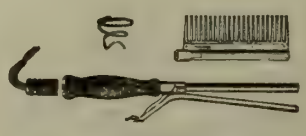

Coffee Percolator.
No. 476


Food Chopper
No. 3.


Bread Maker.
No. 4.


Electric Toaster.
No. E946.


Electric Disc Stove.
No. E997.

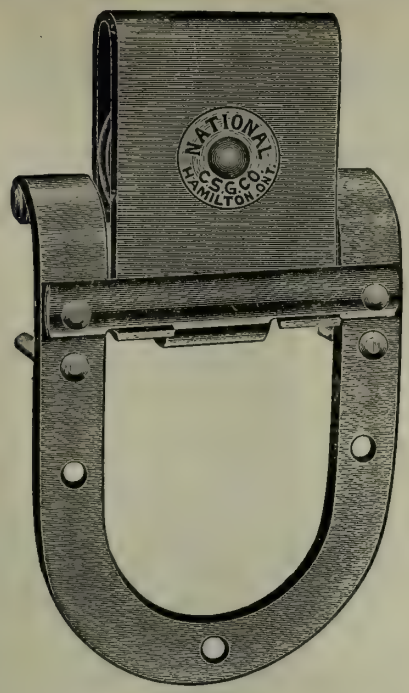

Electric Curling Iron
No. E99011.


Electric Iron.
No. E905.


Casserole.
No. 76298.


School Lunch Kit.
No. 3070.


Vacuum Pitcher.
No. 9822.




# Models Help Your Sales

***Put C. S. G. Co. Models Where Your Customers Can Try Them Out---They Sell for You***

C. S. G. Co. Models give your customers a chance to see all the good points of the hangers. It demonstrates very simply how easy and free the action is with the anti-friction steel roller bearings. It makes the impossibility of jumping the track self-evident.

The parts are regular stock parts and the model is handsomely finished and labeled.

Let the models sell for you.

## The Famous NATIONAL Flexible Door Hanger

A reliable standby for sales records and quick turnover. The "National" cannot jump the track; it is impossible.

The flexible feature is important and builds customer-satisfaction and future business for you. When hanging straight down the door moves in a direct line, but on being shoved inward or outward it is free to give.

Packed one pair in a box with all bolts. Weighs 88 lbs. per dozen pairs.




**The Model**

# The Canada Steel Goods Co., Limited

## Hamilton, Canada




# This Campaign Will Increase Your Sales

Our attractive, logical, local advertising in twenty-five of the leading daily papers from Coast to Coast will create an unusual demand for Northern Electric Household Devices.

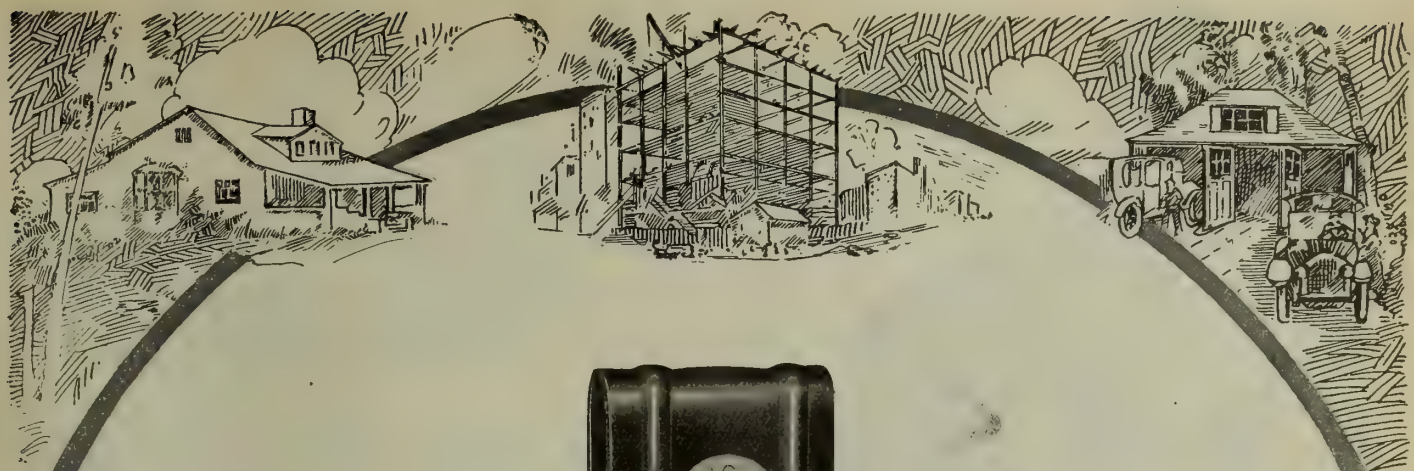
Let this nation-wide appeal to "Make it an Electrical Christmas" increase your sales. Show this quality line in your windows.

An artistic, four-color folder, especially written for your prospects, is yours for the asking in liberal quantities. Your share of good, clean Christmas business is assured this year with Northern Electric household appliances.

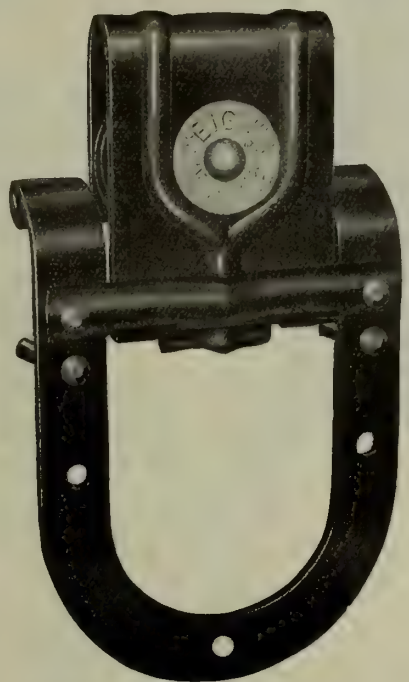
Join us in this drive for an Electrical Christmas! Write our nearest house for stock and sales aids.

**Northern Electric Company**
LIMITED

| | | | |
|---|---|---|---|
| Montreal | Toronto | Winnipeg | Calgary |
| Halifax | London | Regina | Edmonton |
| Ottawa | | | Vancouver |

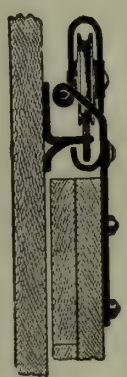


# Big "4" Door Hanger



Front view of "Big 4" Hanger

## Thousands of Dozens Have Been Sold



A flexible hanger pre-eminent among all the sliding, barn door hangers on the market. Its superiority is self-evident from the long, satisfactory service.

A sale of Big "4" to a customer is your best assurance to yourself of his future business!

Simple construction, great strength and a free motion to the door.

**"Mail Orders Sent the National Way Are Shipped Direct the Very Same Day."**

**National Manufacturing Company**
**STERLING, ILLINOIS**



Weight, pressure on the blade, is one of the biggest factors in getting everything out of a Hack Saw that the manufacturer put into it.

Too little weight is just as uneconomical as too much—and it doesn't have even the advantage of cutting quickly while the blade lasts.

Where too light pressure is used the teeth of the saw slip and slide over the work without cutting. If too much weight is put on, the saw may strip and, in any case, the teeth are worn off in a short space of time, out of all proportion to the work accomplished.

The surest, safest way to get Hack Saw economy is to use Starrett Blades according to the Starrett Hack Saw Chart. Both the blade and the method are sure to be correct if you follow the chart.

Send for Catalog No. 21"MA"

THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO

42-1




Starrett Hack Saws

"Where there's a WILT — there's the Way"



# A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

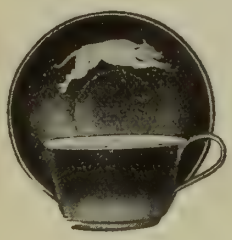
It's a service you can't afford to ignore.

**Wilt Twist Drill Co., of Canada, Limited**
WALKERVILLE, Ont.
**London Office, Wilt Twist Drill Agency**
Moorgate Hall, Finsbury Pavement, London E.C; 2. England

# WILT

## HIGH SPEED AND CARBON TWIST DRILLS







# Davidson

## *Christmas Features*

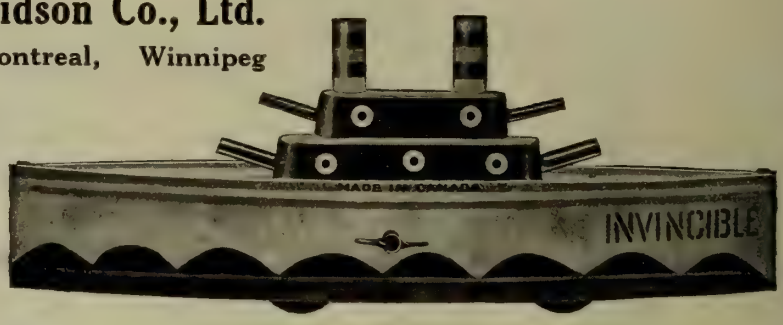


Child's Sets in Colonial, Premier and Decorated Ware; also White Enamel and Crescent Ware. Mechanical Humming Tops, brightly finished in attractive colors; British Navy Monitor, run by spring motor and pleasingly decorated in red, white and blue.

These are exactly the toys you want to make a record for quick turnover and profit on your Christmas investment.

**Thos. Davidson Co., Ltd.**

**Toronto, Montreal, Winnipeg**




# Williams' Superior Drop-Forged Wrenches



WHEREVER wrenches are used, particularly in exacting production requiring hard and continuous service, Williams' Wrenches are preferred.

Through constant and systematic effort, during nearly half a century, to produce only the best, Williams' Drop-Forged Wrenches have been so developed that today their superiority is generally conceded. There's a strong, dependable Williams' Wrench, standard in design and size, for every recognized trade need. Every one of the 40 patterns in about 1000 sizes, with openings from 3/16 to 7⅝", carries the Williams' guarantee of service.

Specify "Williams' Wrenches" and get superior quality. Ask for a copy of our Wrench Booklet.

**J. H. Williams & Co.**

***"The Wrench People"***

**30 Richards Street, Brooklyn, N.Y.**

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

Service

Railway
Fastenings

Wrought
Pipe

Pole Line
Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

# *THERE ARE MATCHES and* E-D-D-Y'S MATCHES *WHICH DO YOU SELL?*




There's just as much difference between Matches as between people.
Some you can always rely upon.
Others are never dependable.
Eddy's Matches are like old friends.
They'll Never go back on you (Never **come** back on the dealer either.)
70,000,000 of them go out daily to lend a hand in keeping things going throughout the land.
Quick turnover is the ideal of every merchant.
You need never worry about Eddy's Matches. Known from Coast to Coast, they sell themselves. Better send in your order to-day.

## THE PAIL THAT PROTECTS

If you're looking for REAL fire protection, no need to go further.
The EDDY FIRE PAIL is what you want.
Made of our justly famous Indurated Fibreware, it's moulded in one piece. No hoops nor wires.
No leaking nor shrinking.
Always ready. Always right.
Made by




**The E. B. Eddy Co., Limited - Hull, Canada**

# What Every Housewife Needs--- A Souvenir Combination Range



ONE of the chief reasons why a Souvenir Combination Range is such a valuable acquisition to any household is the fact that it eliminates the worry and inconvenience of uncertain, promiscuous fuel supplies. The Souvenir Combination bakes and cooks with coal, coke, wood or gas. It can be changed from coal to gas without the aid of tools in one minute. Coal or gas may be used separately or at the same time.
The range is exceptionally well made, of cast iron, with removable nickel edges, glass oven door with thermometer, white porcelain enamel closet back, nickel-plated plain base and legs, six holes for coal, three burners for gas.
Every Souvenir Combination Range is fully guaranteed, and you as a dealer should make it your business to see that all your customers are supplied with this exceptionally economical and trouble-saving range.

**Write us for prices and information.**

THE HAMILTON STOVE & HEATER CO., LIMITED
Successors To
GURNEY, TILDEN, CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

"75 YEARS OF SUCCESSFUL MANUFACTURING"

# Butterfield





# High Speed and Carbon Twist Drills



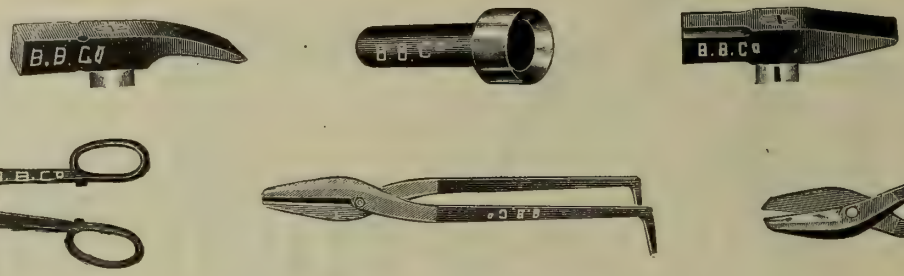
## *Reamers, Taps and Cutters*

In these days, when increased production is essential, shop executives and mechanics are not easily fooled with inferior tools. Men in the mechanical field everywhere insist on Butterfield tools. They *know* Butterfield products—know that their use means freedom from breakage, inaccuracy and the slow speeds needed for "nursing" tools that are not dependable. Sell Butterfield with no "kicks" or "comebacks."

## Butterfield & Company, Inc.

**Rock Island, Quebec**

# Tinsmith Tools

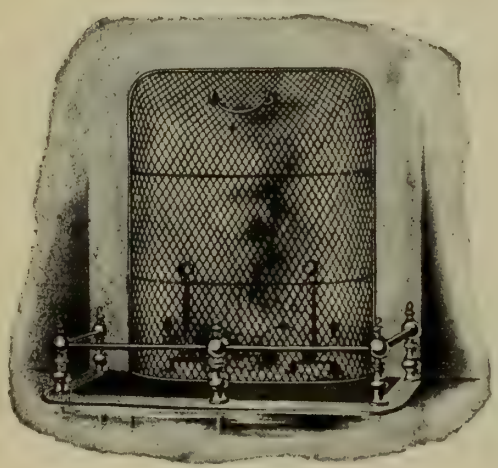



## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

## The Brown Boggs Co., Limited

**Hamilton, Canada**



# Fire-place Screens
# Wire Balcony Guards
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
**for tool-rooms and stock-rooms**
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED

**WIRE WORKS: St. Henry, MONTREAL**

PYREX—the double purpose ware for baking and serving—is doing a lot to solve home-help problems.

You sell the first piece—the second will sell itself.

# PYREX

TRANSPARENT OVEN DISHES

*For Greater Cleanliness and Finer Table Service*

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

A Booklet "How to Sell More" will be posted to buyers and salespeople free on request.

*Pyrex Sales Division*
CORNING GLASS WORKS
*World's Largest Makers of Technical Glass*
559 Tioga Avenue, Corning, N.Y.



# Is Your Washing Machine Department a "LIVE" One?



Never before has Milady's wardrobe contained so many dainty, fluffy things which cannot be entrusted to the mercies of the local laundry.

Efficient Domestic Help is at a premium—and yet these "dainty things" **must** be laundered.

There is but one way to solve the problem—a washing machine in the home.

You can help the women of your locality to solve the problem forever—at the same time netting profits and good will for yourself.

Stock the "1900" Cataract Washer. Then Display it—talk about it—train your clerks to talk about it.

Keep your Washing Machine Department not merely "alive," but booming and you will be amazed at the increase in your profits.

Through our extensive advertising campaigns—every woman [illegible] 1900 [illegible]

**1900 CATARACT Electric Washer**

Our line is complete—Electric Motor, Engine Power, Water Power and Hand Washers are included.

A liberal profit is allowed on all "1900" models—and it is a wonderful satisfaction to know that you are selling "the best on the market"—the washer the women demand.

**Write to-day for catalogue and further information.**

## Nineteen Hundred Washer Co.

**357 Yonge Street, Toronto**

***Our Objective--An efficient representative in every centre.***

# "YANKEE" TOOLS

*Save Time At Every Turn*

## RATCHET DRIVER

**Nos. 10 and 11**

*Made in 8 lengths from 2 to 12 inch blades*




**Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.**

**Your Jobber Can Supply You**

## NORTH BROS. MFG. CO.

**PHILADELPHIA, PA.**

SMP "QUALITY" TRADE MARK

# HOT BLAST HEATERS

*QUICK SELLERS*




*GOOD RETURNS*

**NO. 2**
**BLUE ENAMELED**
**S T E E L CHIMNEYS**
**BLUE ENAMELED TOPS**
**BLACK JAPANNED FOUNTS**
**NICKELED COLD ALASKA HANDLES**
**TWO 4½ INCH WICKS—2⅛ INCH FILLER SCREW**

AN EFFICIENT HEATER DESIGNED FOR ECONOMY AND HEAT
ONE GALLON OF OIL WILL BURN FOR 27 HOURS

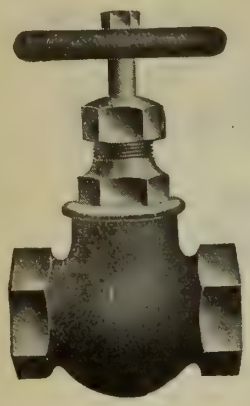
*WRITE NEAREST HOUSE FOR FULL INFORMATION*

---

**SHIPMENTS MADE PROMPTLY**

THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG



FIVE WORKS—OVER 3,000 EMPLOYEES

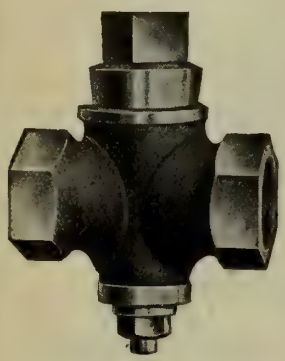
# UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.







## "UBEL" POST-WAR SERVICE

**If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.**

**Representatives for Canada (East of Alberta)**
**W. H. CUNNINGHAM & CO., 183 Church St., Toronto**
**For British Columbia and Alberta**
**W. M. MASON ROOKE, M.I.M.E., 613 Dominion Bank Bldg., Vancouver, B.C.**



# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.

**55-71 Amory Street**
**Roxbury, Mass.**
**U.S.A.**




TRIMO PIPE WRENCH
STEEL HANDLE




TRIMO PIPE WRENCH
WOOD HANDLE

TRIMO PIPE CUTTER

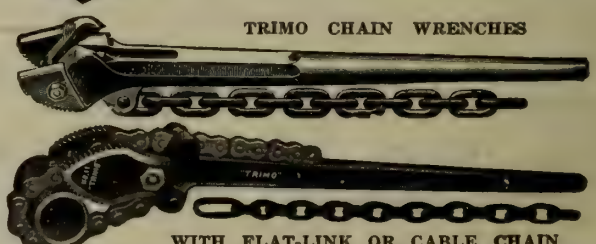






TRIMO MONKEY
WRENCH

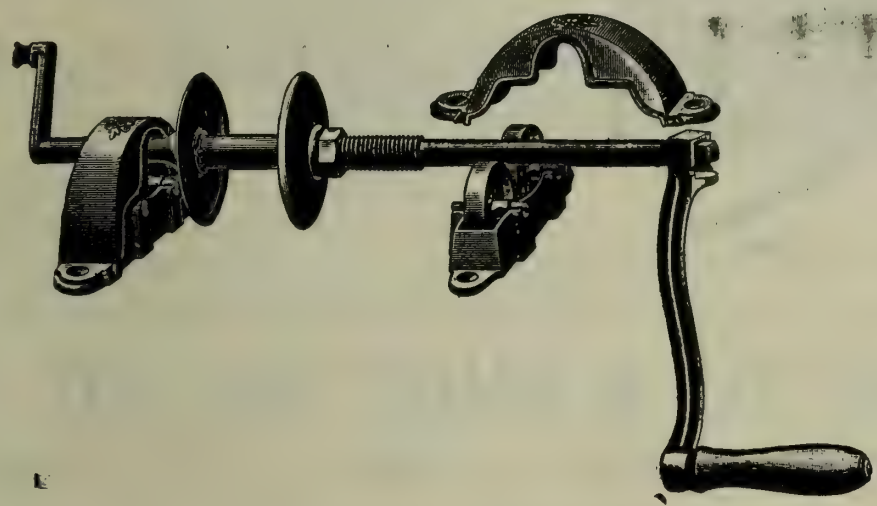
TRIMO CHAIN WRENCHES




WITH FLAT-LINK OR CABLE CHAIN

CANADA
FOUNDRIES & FORGINGS
LIMITED

# THEY STILL HAVE AXES TO GRIND



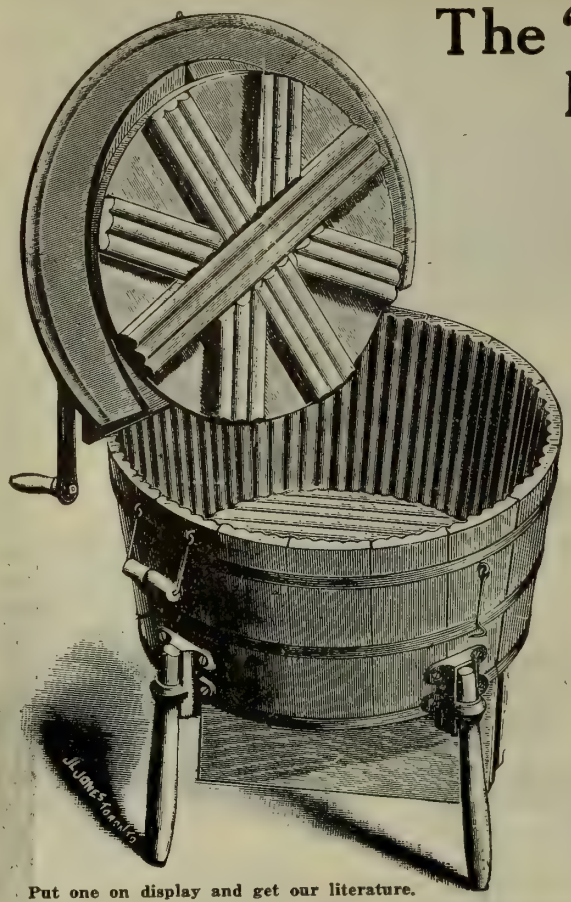
## SMART'S GRINDSTONE FIXTURES

SEE YOUR JOBBER

*PRODUCED AT*

JAMES SMART PLANT
BROCKVILLE, CANADA

# The "STEPHENSON" Washing Machine Sells Readily



Put one on display and get our literature.

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

## Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
**Guelph, Ont.**

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

Registers **TUTTLE & BAILEY MFG. CO.** Registers

## We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 800
Baseboard Register

Cast Iron, Semi-Steel and all Steel.

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

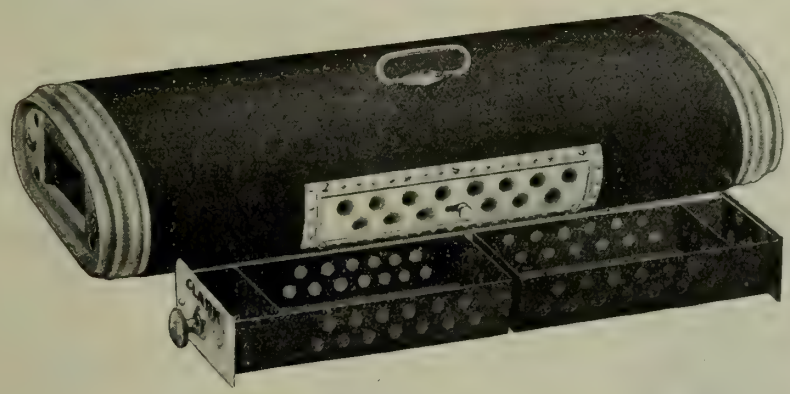
## TUTTLE & BAILEY MFG. CO. OF CANADA

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.

*Every Car at Your Door a Prospect*

# The Duchess

## *Handsomest Heater Made*



You know those severely cold mornings when drivers of various cars step into your store commenting on the cold and stamping benumbed feet? Have a demonstration heater going on those mornings; put it in their arms with a word of explanation; the appeal to such prospects is irresistible.

## No. 8-XX

No. 8-XX is but one of the Clark Trade Builders. Every doctor, every rural mail carrier, every milk route driver is a prospect for Clark Heaters. Everyone who drives in winter needs one, including a multitude of people who use them to supplement the luxurious appointments of handsome closed cars.

## Clark Indestructible Steel Heaters

Every owner of a heater becomes a steady customer for Clark Carbon Brick, the excellent fuel on which the success of the heater depends.

***Ask your jobber's traveller about the 7-D and 5-B Clark Heaters. Big Sellers.***

***Makes Winter Driving a Joy***



## Chicago Flexible Shaft Co.

**Roosevelt Road and Central Ave.**
**Chicago, Illinois**

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

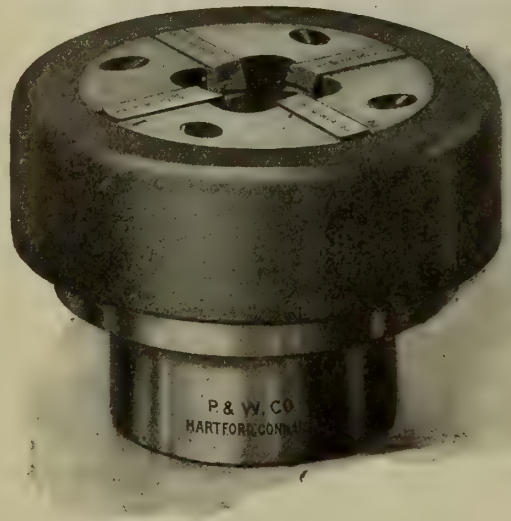
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.




**DIES**— Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO.
of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

## North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

*Eastern Canada Representatives for--*

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

*Get our price list.*

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

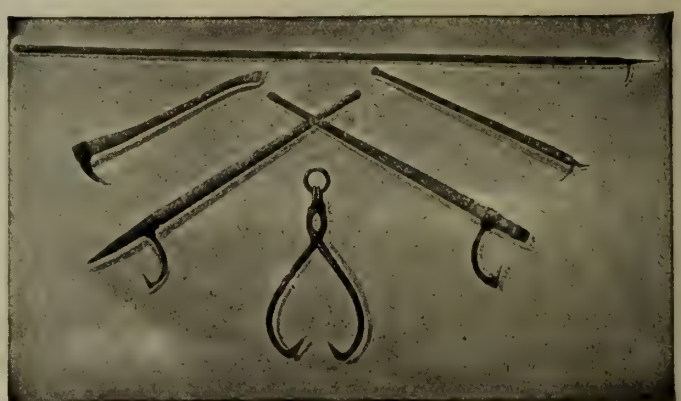
We manufacture all kinds of lumber tools. Light and Durable.

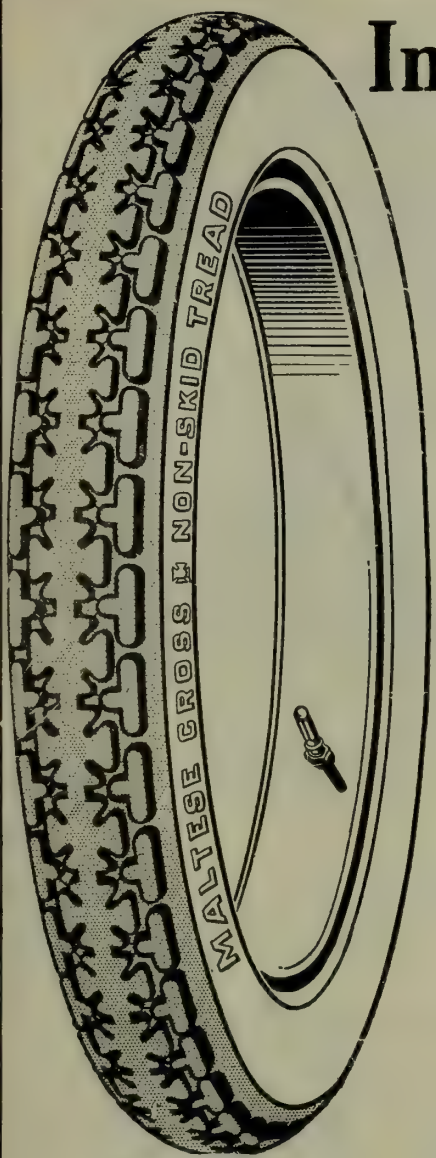
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

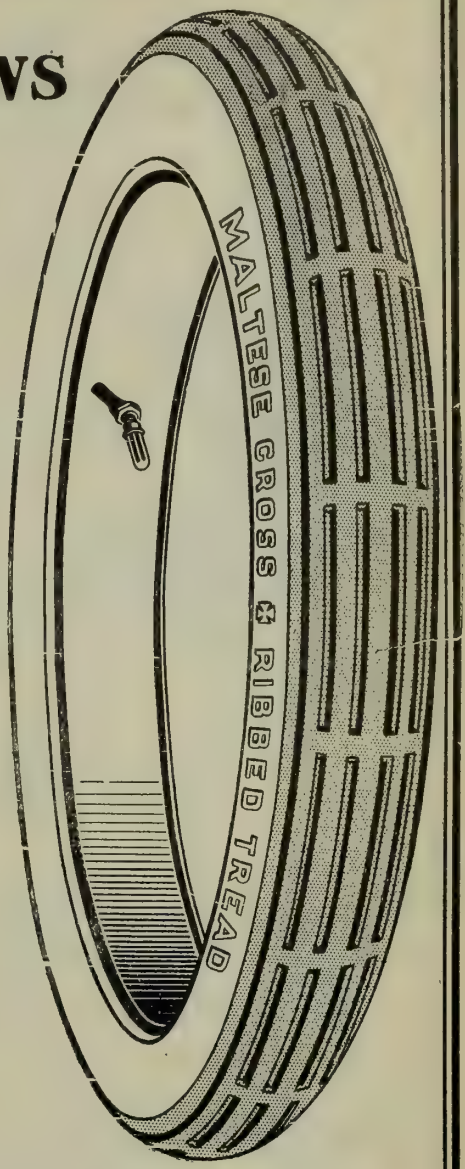





# In Your Windows

# Display the Tires That Pay




Motorists who have never used Maltese Cross Tires are usually undecided what brand to purchase when in need of new tires. If you have Maltese Cross Tires well displayed in your window or store, it is ten to one that the new tire buyer will be inclined to try them. Recommend and persuade him to purchase them and a life-long customer is assured you. All motorists who are equipped with Maltese Cross Tires will have no other brand because the Maltese Cross Tires are built for mileage in all kinds of weather under all conditions.

## *Gutta Percha & Rubber, Limited*

***Head Offices and Factory, Toronto***

***Branches :*** **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

## MALTESE CROSS TIRES

# Kiddie-Kar

**Christmas Trade**

puts Kiddie-Kar sales even higher. Kiddie-Kar is the world's best selling child's vehicle. It is being advertised to 3,000,000 homes during the three months before Christmas. It requires only a

**Small Investment**

The most up-to-date machinery obtainable keeps Kiddie-Kar production cost low. The surprisingly low prices makes only a small investment necessary. Kiddie-Kar's wonderful sales record assures

**A Quick Turnover**

Kiddie-Kar is so widely known by name, so popular with children of both sexes and their parents, so extensively advertised, and has already such a remarkable record of sales that a quick turnover is certain.



## Canadian K-K Company, Limited

**Elora, Ontario, Canada**

MADE IN CANADA

## Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

## A B. Jardine & Co.

LIMITED

HESPELER, ONT.

**Manufacturers OF**

# WIRE

HEADQUARTERS FOR

## WIRE BALE TIES

Largest Capacity and Stock in Canada

*PROMPT SHIPMENT*

## LAIDLAW BALE TIE COMPANY, Limited

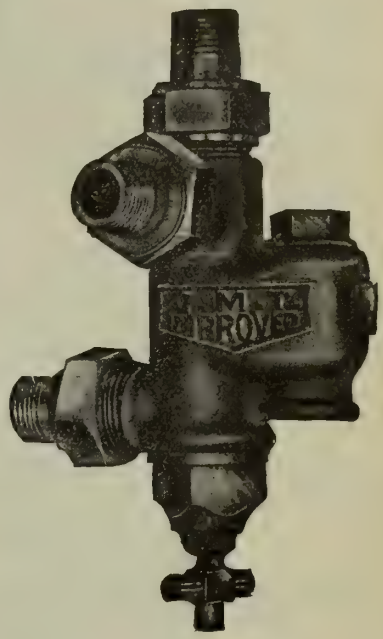
HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

# *An Injector with a Splendid Reputation for Efficiency*

# Morrison




Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8 inch to 2 inch.

For you it offers one of a line of products that are supreme in the mechanical field and sell without time-consuming argument.

**The James Morrison Brass Mfg. Co.**
**Limited**
**93-97 Adelaide St. West, Toronto, Ontario**

*FISHING TACKLE*

TRADE MARK "MORRISCA"

## This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

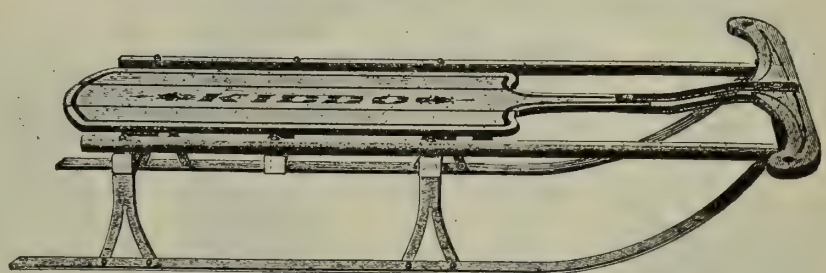
This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

*Our new General Catalogue is now in preparation. May we put your name on our register?*

**Morris, Carswell & Co., Ltd.**
*Craftsmen in Silkworm Gut*
**118 Howard Street, Glasgow**
**Scotland :: (Wholesale only)**
*And at Murcia, Spain* *Established 1855*

# Children's Sleds




Our range and stock of Children's Sleds is particularly complete and includes such saleable standbys as the well known Kiddo Flexible from 28-inch to 60-inch; a full line of Children's and Girls' Steel Sleds, a complete line with handles or hand-holds in the wooden variety with flat or round shoe in straight or turned-up runners; Bob sleds in wood or steel; and Baby Push Sleds in red, white or natural finish, in Quebec Burlow style or Reversible Handle style; a complete line of Baby Sleds with racks. A line from you will bring our catalog and price list.

MEHASCO

**Merchants Hardware Specialties, Limited**
**CALGARY**

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

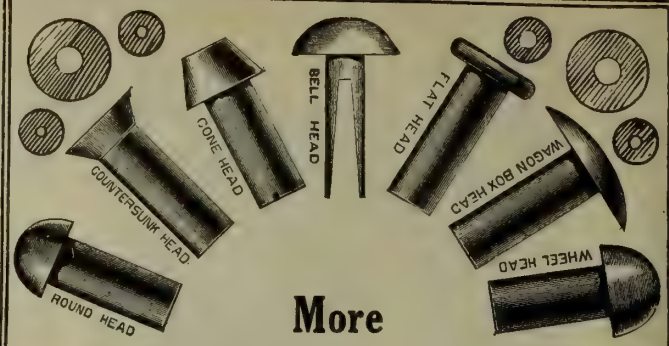


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA




## More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



**The Parmenter & Bulloch Co.**
LIMITED
Gananoque, Ontario

# VOL-PEEK



FIRST AID IN THE KITCHEN—

## IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

**H. NAGLE & CO., Box 2024, MONTREAL**

## The Megantic Broom Mfg. Co., Ltd.

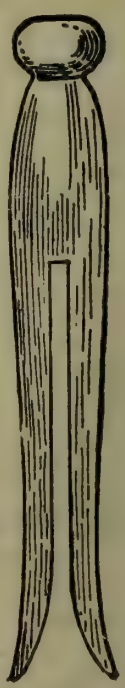
*Manufacturers of Brooms and Clothes Pins*



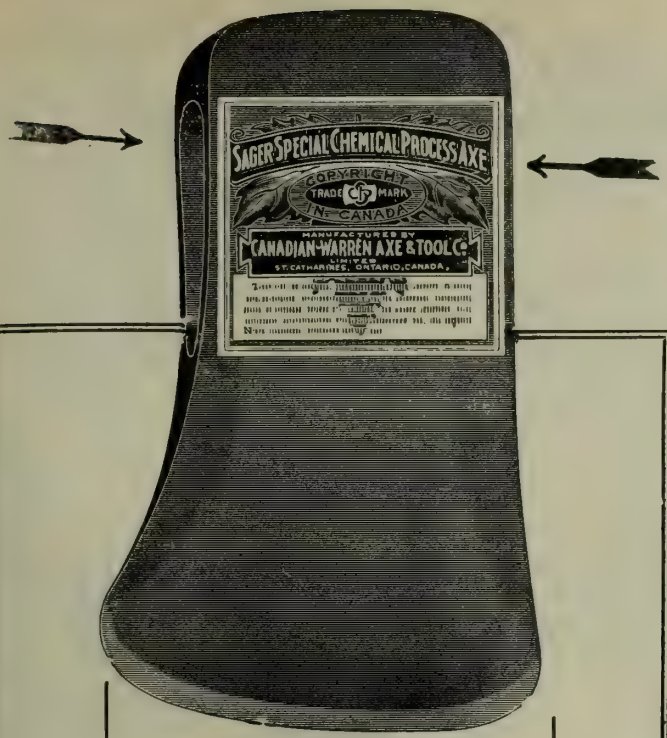


**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Jamlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S




WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



**Soo Line Logging Tools**

# Carry the Files that Sell best

A standard tool with a reputation for reliability means profit to dealer as well as to manufacturer. That is why it is in your interest to stock Famous Five Files.

Their merits are known to workman and employer; and their reputation rests on half a century of leadership in their line.

Accurate grinding and cutting, scientific hardening, and rigid testing go into every one of the Famous Five Files.

They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by

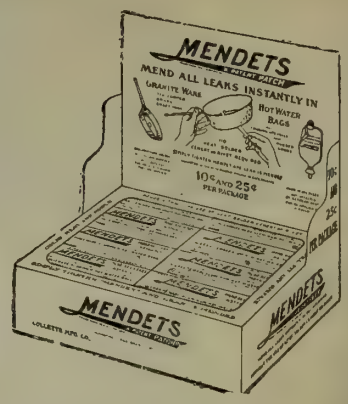




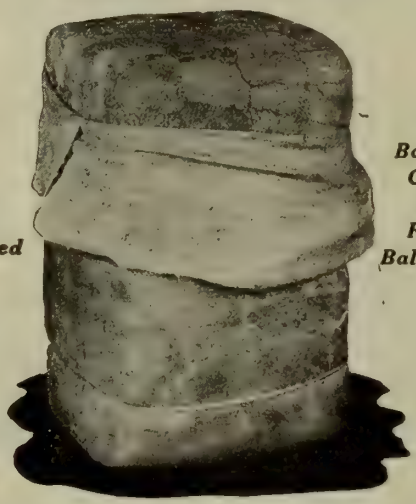
# MENDETS
A PATENT PATCH

Millions of Boxes
Sold
They Sell Themselves

**Collette Mfg. Company**
**Collingwood, Ont.**
***Your jobber has them***




# SPONGES
*(British and West Indian)*



***Highest Quality Unbleached***

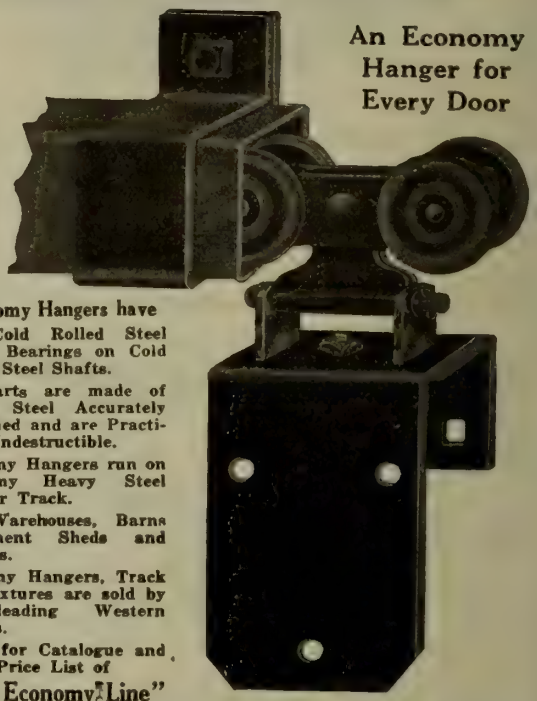
***Bahama Cuban and Florida Bale Goods***

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

**Evans & Co., Limited**
(Importers and Exporters)
**Coristine Building :: Montrea , u**

# ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

**An Economy Hanger for Every Door**



**Economy Hangers have**

**full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.**

**All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.**

**Economy Hangers run on Economy Heavy Steel Tubular Track.**

**For Warehouses, Barns Implement Sheds and Garages.**

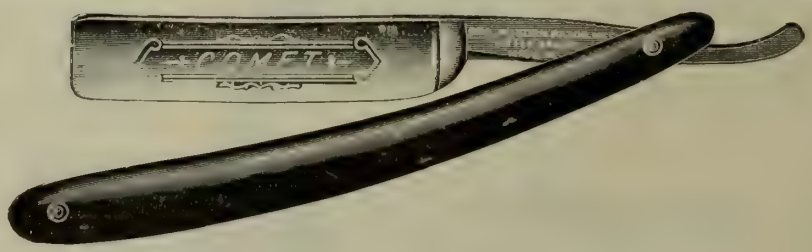
**Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.**

**Write for Catalogue and Price List of**
**"The Economy Line"**

**ECONOMY FOUNDRY CO., LTD.**
PORTAGE LA PRAIRIE, MAN.

**Made from Crucible Swedish Bar Steel.**

***Every piece guaranteed.***




**Honest Value Carefully Inspected.**

***Favored by Barbers.***

As perfect as human skill can produce. Tempered by our own process. Perfectly ground, honed and set ready for use.

**GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.**
**Canada Office : 140 McGill Street, Montreal**




Yale Cylinder Latch
No. 41

TRADE **YALE** MARK

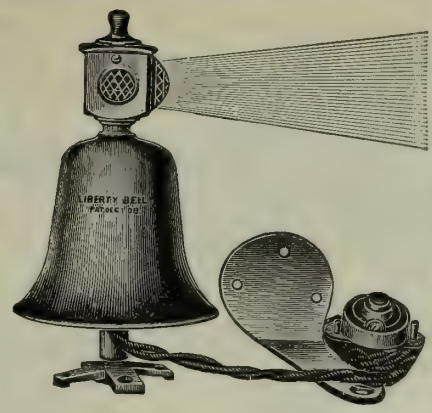
**The trade-mark that means "All's Well"—**

WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products. The trade-mark "Yale" helps make the sale.

*Yale products are made at St. Catharines, Ontario*

**Canadian Yale & Towne Limited**



**The Signal of Distinction**
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

# WARNS

## BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

### GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

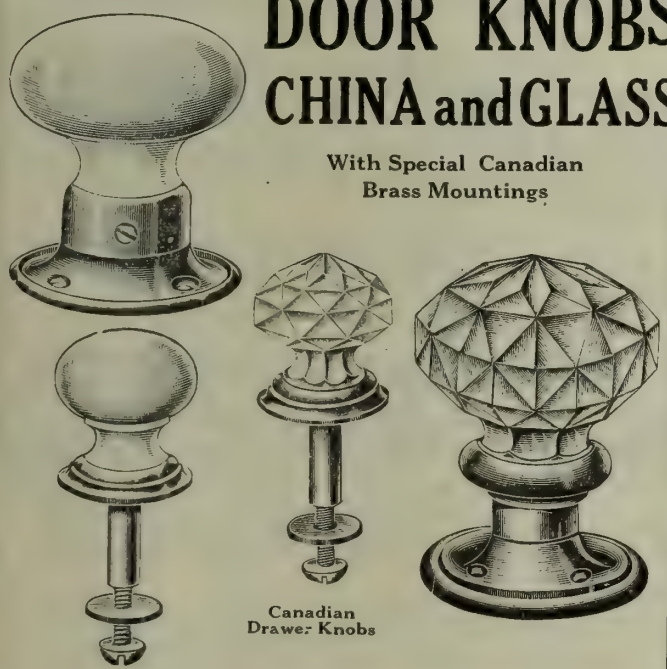
### A POLITE SIGNAL

***We have an attractive proposition for you. Write for prices.***

**THE BUNYAN MFG. CO.**
9805 MADISON AVE. - CLEVELAND, OHIO

# DOOR KNOBS
# CHINA and GLASS

**With Special Canadian Brass Mountings**



Canadian Drawer Knobs

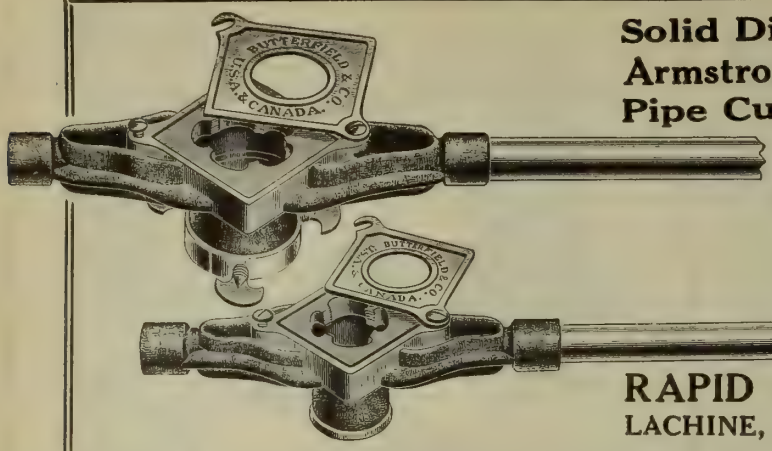
# JAMES CARTLAND & SON

LIMITED
BIRMINGHAM
ENGLAND

***Canadian Representative:***
GEO. H. SMITH, 118 Stair Building, TORONTO

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.




**Solid Die Plates**
**Armstrong's Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

**RAPID TOOL & MACHINE CO., LTD.**
LACHINE, QUE. Branch: IBERVILLE, QUE.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

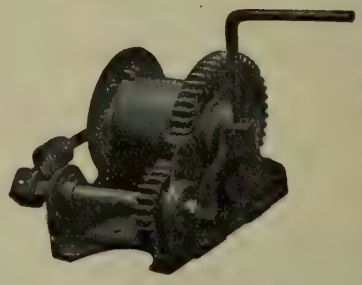
**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
**37 St. Antoine Street, Montreal**

## "Business Follows Facilities"



**Contractors will buy winches—**

If you can show a contractor how one man can do the work of two in hoisting,

**YOU HAVE HIM SOLD**

With a **"W&W"** winch one man and a single line can handle 500 lbs.—and safely, the load cannot drop until he turns the crank.

A couple on your floor will sell themselves. Write us to-day for dealers' discounts.

***A Quick Selling Implement***

**WILLIAMS & WILSON LIMITED**
**84 Inspector Street, Montreal, Canada**




## Truth Is Stranger Than Fiction

MR. HARDWARE DEALER:

Your customers want facts. When you recommend goods they listen, trust and expect you to know. If you recommend ash sifters that do not give satisfaction they get sore at you because you have their money and they have an unsatisfactory sifter. Study all the ash sifters on the market. Write for descriptive matter on the

# BANNER ASH SIFTERS

**The Sifters with a Trademark Name that we stand back of.**

**The Burrowes Manufacturing Company, Toronto**

# Welded Steel Gasoline & Air Pressure Tanks



## High Class---Guaranteed

Made by

**Expert Workmen**

***Tested under Air Pressure before shipping***



**Motor Truck and Wagon Tanks**

For drawing Oil and Gasoline, made of heavy Black Steel Welded throughout like a one-piece tank, making it leak proof. Fitted with piping and faucets as required; can have one, two or three divisions as you desire or more.

**Gasoline Tanks**

**Welded Gasoline Tanks for Underground Storage**

Made by experts—thoroughly tested—fully guaranteed. If not as represented fire it back to us at our expense.

**MOTOR TRUCK TANKS**

Heavy Steel Plate Tanks for delivery of gasoline by motor truck as used by large oil companies. Fitted with steel frame so they can be bolted to truck platform and yet easily removed when truck is required for other work. Price within the reach of all.

**OUR SPECIALTY**

Heavy Tanks—all kinds from 16 gauge to ⅛ plate. Don't buy American goods when you can get Canadian.

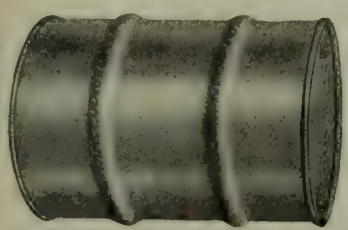
**Write for Catalogue.**

**Welded Steel Pressure Tanks**

These Tanks are carefully made under our own supervision, in our own factory. They are made of good quality Black Steel, welded throughout by Oxy-Acetylene process and thoroughly tested under Air Pressure before leaving our factory.

They are tested much higher than what we list them, but avoid any chance of explosions by keeping within our rating. These tanks are very suitable for Garages.





**Welded Steel Shipping Barrels and Steel Drums**

## The Steel Trough & Machine Company, Limited

**TWEED, ONT., CANADA**

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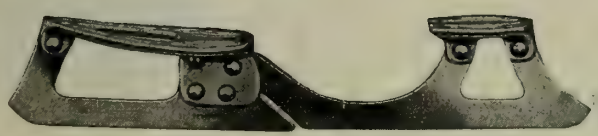
*Made in Canada*

# "FLEXO"

*Made by Canadians*

# BACK-TO-NATURE SKATE

**Can be used on any shoe, because there is no strain on the heel.**



**Is stronger than the old-time skate, because it "Flexes" where they break.**

The "Flexo" Skate is the only flexible skate in the world.

If you can walk, you can skate with "Flexo" Skates.

The "Flexo" Skate is made with oil tempered steel, nickel plated blades, aluminum tops (specially designed) thus ensuring the maximum of strength with the minimum of weight.

To obtain full advantage of our extensive advertising campaign dealers must order at once. Only a limited number of orders can be accepted. Write now to

## The Canadian Flexible Skate Co., Limited

**376 SPADINA AVE. -:- TORONTO**

# UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

**United States Sand Paper Co.**
Williamsport, Pennsylvania

# BROOMS

We are pleased to advise the trade that we can now supply our

**Standard Brooms**
Prompt Shipment

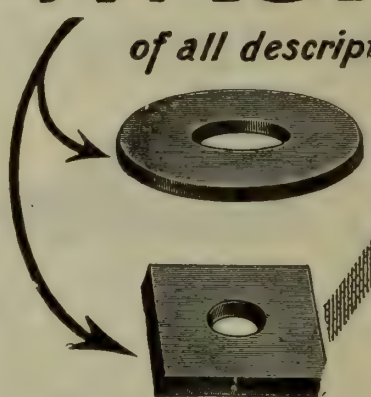
and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

**Walter Woods & Co.**
Hamilton and Winnipeg

# Wrought and Steel Plate WASHERS

*of all descriptions*



Round & Square
Plain or
Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

*Prompt Shipment*

**Wrought Washer Mfg. Company**
Milwaukee, Wis.




## "TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

*Its long life proves its efficiency*

**Tallman Brass & Metal Limited**
**HAMILTON, ONT.**



## ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**

## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

There's a reason.

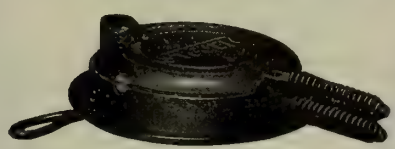
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

## You Will Sell More Waffle Irons

### If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

| | |
|---|---|
| **Mop Sticks** | **Door Pulls and Latches** |
| **Meat Broilers** | **Coat and Harness Hooks** |
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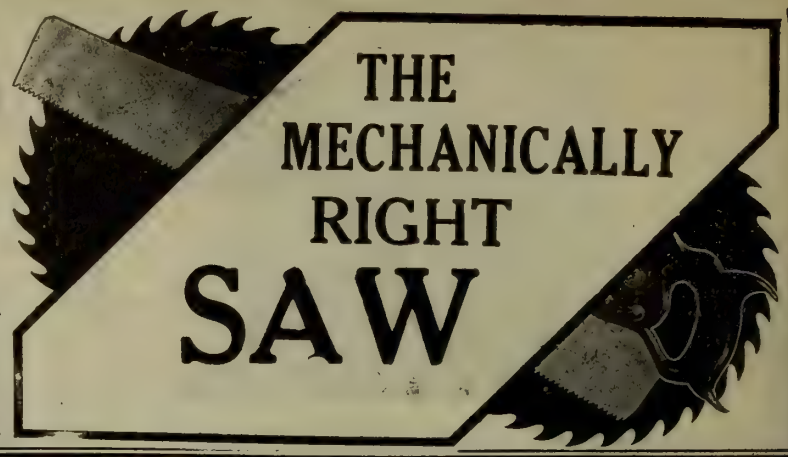
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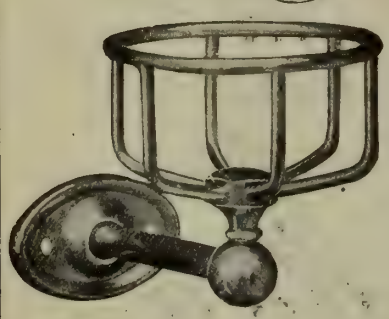
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**IMPERIAL**

TRADE MARK

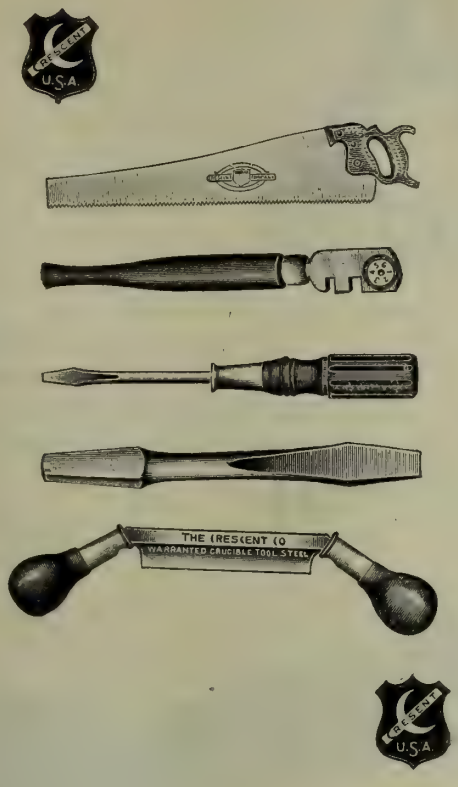


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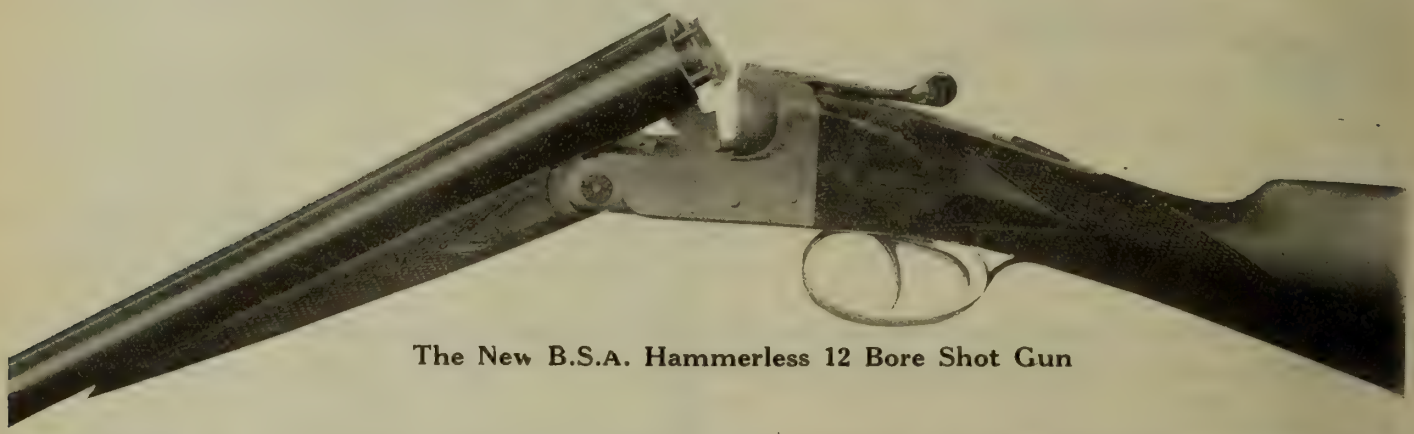
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# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, NOVEMBER 22, 1919 No. 47

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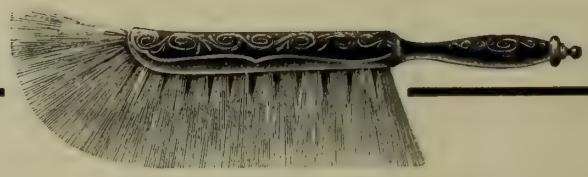
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, NOVEMBER 22, 1919 No. 47

# Profitable Field in Electrical Goods

## Carrying the Stock to Take Care of All Customers' Requirements is a Big Help, Says Sales Manager—Few Displays Can be Made More Attractive in the Store —Steadily Growing Market

THERE is a better and more profitable field for the trade in the sale of electric fixtures and appliances if the individual merchant will be more energetic in making this one of the most attractive departments in his store. This was the opinion expressed to HARDWARE AND METAL by the sales manager of one of the leading manufacturing firms in Toronto. The development of electricity, he pointed out, is increasingly important to the home as well as the industrial life of every community; and the wise merchant has his ear to the ground, so far as the growing requirements of his particular community are concerned.

### Varying Opinions

Not a few merchants with whom HARDWARE AND METAL has talked have built up a splendid trade in fixtures and appliances. Opinions seem to vary somewhat as to the procedure to be followed in going after trade. This is to be expected, however, as the needs of various localities are widely different. One man went so far as to say that the hardware merchant should not go in for the sale of fixtures at all unless he created a department entirely separate from all other departments in his store and put an expert electrician in charge of it. He pointed out the difficulties in connection with assembling the several parts of the completed fixture after it has been shipped by him to the wholesale house; the inability of the average merchant either to wire for the fixture or hang the fixture after he had sold it; and the premium upon his chances of sale because he could not assist the customer to install the fixtures after he had sold them.

### Takes Opposite View

This view was not shared, however, by the sales manager of a leading manufacturing firm in Toronto. Experience had taught him, he said, that the hardware merchant or his assistants were quick to gather and to perfect the details in connection with assembling of parts. His view, in this respect, is borne out by many merchants throughout the province who are carrying on a most successful trade in electrical fixtures. He emphasized the desirability of the purchase by the hardware merchant of the fixtures, sockets and the glassware,



*Electrical fixtures displayed right up at the front of the store have produced splendid business for Kent-Garvin & Co., Ltd., of Hamilton. They make a fine showing at all times, but when turned on at night, the effect is particularly appealing to prospective buyers.*

leaving to the expert electrician the whole matter of wiring. It might be impossible for the merchant to carry as complete a stock of glassware as would satisfy the customer; but, by means of catalogues, the most fastidious taste could be satisfied.

**Carry the Stock**

"Our trouble is to get merchants to carry the stock in electrical goods," said this manager to HARDWARE AND METAL. "They should, I believe, stock more. There is good profit in the sale of all electrical goods. They should sell more than they are selling, and we want them to buy more than they are buying."

He strongly advised the display of all electrical goods, both fixtures and appliances, in a separate department; they should not be mixed up with the other departments of the hardware trade. Few displays can be made more attractive than a display of electrical goods, he said, and frequent use should be made of the windows for such displays. He stated that some merchants were timid about putting in a stock of fixtures and appliances that would let their customers know they were in the electrical business to meet every want of every customer who came into the store.

**Business is There**

"The business is to be had," said the manager, "it remains with the merchant to interpret the needs of his community and then, with his courage in both hands, open a department, which, with the steady growth of electricity, will soon develop into one of the most profitable departments of his store."

# Stove and Range Prices Are Higher

## Five to Ten Per Cent. Increase—Labor and Material Are the Factors and Changes Have Been Forecast for Some Time—May Go Higher

AN advance in the price of stoves and ranges has been made effective. The increase will be ten per cent. on stoves and ranges, and on heating stoves five per cent. The new prices are now operative.

HARDWARE AND METAL has consistently pointed to the factors surrounding the stove manufacturer, and it has been most clearly indicated that price advances were inevitable. It is only last week that a manufacturer made the statement that price increases have been deferred from week to week, and from month to month. Now the change has come, and the market conditions, even at these advances, are very firm. In fact, owing to the outside conditions that have developed of late, the manufacturer does not know just where he is at, particularly with regard to raw materials and their future price. Already increases of price have been made effective on the part of the mills, in those materials used by the stove maker. Added to this, wages have been advancing from time to time.

**What Will Future Prices Be?**

The trade, while buying more regularly than earlier in the season, have not, it is stated, been purchasing more stoves or ranges than they were able to absorb for immediate and near future requirements. This means that none, apparently, have excess stocks—not large ones, in any case.

"What will be the position if the dealer continues to order freely; will there be enough raw material in hand to meet the trade needs?" asked HARDWARE AND METAL of a manufacturer.

In reply, it was pointed out that the stove manufacturer is entirely dependent upon what transpires in the United States from now on. In the first place, the raw material cannot be provided without coal, and if the miners decline to work the whole situation is at once changed. With rather limited supplies in hand, there is likely to be no surplus material in the makers' hands for a long period.

And, referring to prices, there is strong probability of these again advancing. The outlook is not promising, and it will be quite out of the question to bank on the future of prices at all. They are likely to be higher before they are lower.

### DEMURRAGE AND EXPRESS CHARGES DEBATED BY WESTERN BRANCH C.M.A.

Western branches of the Canadian Manufacturers' Association have joined with the Winnipeg Board of Trade in application for the removal of demurrage charges which accrued during the strike last summer. The C.M.A. committee contends that such charges should be dealt with as ordered by the railway commissioners with respect to demurrage charges during the influenza epidemic of 1918.

A more equitable assessment of cartage charges by the express companies is to be considered at a forthcoming meeting of the C.M.A. Meanwhile shippers are furnishing the committee with information relative to cartage charges made where they have been unable to secure cartage service owing to these being included in the carrying rate.

# Credit Men Asking for More Stringent Laws to Hold Bankrupts

## Claim That Merchants Are Losing $25,000,000 a Year, and That They Are Put to Endless Trouble and Annoyance

THE National Association of Credit Men has launched a campaign for the repeal of exemptions allowed to debtor merchants in the bankruptcy statutes of various sections of the country.

These exemptions are allowed by law to safeguard citizens with family obligations against the perils of poverty in event of insolvency.

The National Association, however, through its secretary, J. H. Tregoe, announced its belief that the commercial interests of the country, including the interests of the majority of retail merchants themselves, would be much better served if there were no such exemptions for the minority of merchants who, honorably in some cases and dishonorably in others, go through the bankruptcy courts taking advantage of such legal provisions.

**Costs $25,000,000**

The association also announces its intention to fight the evil of returning goods, which, it asserts, imposes an additional cost on business of approximately $25,000,000 every year—a cost which must ultimately be paid by the consumer.

Other points affect the retail merchant as seen through the eyes of his creditors are set forth as follows:

**Causes of Failure**

"Unadaptability and lack of training are the chief contributing causes for failure and though independence of action has been the controlling spirit of our nation, yet we are commencing to understand that economic wastes where avoidable should be prevented by reasonable means, and that no greater economic waste can happen than a human failure.

"The officers and directors firmly believe that a merchant who does not keep some kind of books should not be allowed his discharge if bankruptcy happens, and should he be overtly neglectful in this matter and cause a loss to his creditors by his neglect, to suffer in a much keener way than we have ever considered or attempted to accomplish in the commercial and credit affairs of our nation."

# A Fruitful Business Proposition

WINDOW dressing at Christmas is a fruitful business proposition. The tasty window is a constant salesman. No merchant has a greater variety of useful Christmas gifts to display than the hardware merchant. Not only is there variety but there is usefulness in his goods; and it is possible to display them in such a way that people will stop to examine them and receive suggestions for Christmas presents that will bring rapid business to the merchant. You have the goods; display them.

If you display them attractively, you gain two objects: You sell goods and stand a chance of winning a cash prize from HARDWARE AND METAL. Send a photo of your window to us not later than January 1, 1920, and you will be a competitor for the cash prizes.

## Potent Suggestions

Men who make a study of the human mind, in other words psychologists, tell us that there is no power so potent as the power of suggestion. Momentum can be added to the power of suggestion by visualizing it; suggestion by sight is even more potent than suggestion by word. The window-dresser, therefore, who makes a careful study of the community in which he lives and knows something of the class of goods that will appeal to his customers can wield this power with double force. He can talk to the general public through the display of goods he makes in his windows; by visualizing his entire stock in the samples shown in the window in an attractive manner, he becomes a powerful salesman, throwing out a hundred suggestions to the bewildered Christmas-present seeker who knows not what to buy.

## Cash Prize Can Be Won

The primary object to be served in window dressing is to sell goods. The window display that is not the forerunner of sales is wasted time and energy. But in addition to the profits from window dressing at this particular time of the year, there is a cash prize to be won in the Christmas Window Display Competition of HARDWARE AND METAL. The only stipulation of the competition is that the goods shown in your window must be for the Christmas trade. It will be your own talent for selecting goods and displaying them that will count in the competition.

## Now is the Time

Time rushes on, but there are still five weeks before Christmas. Now is the time to make your plans for the Christmas display. Try a few windows before you dress the one which shall be a competitor for the cash prize. Practice makes perfect. The competition is wide open; every hardware man from coast to coast is permitted to participate in it.



# Hardwareman Favors Standardization

## James Aikenhead, of the Aikenhead Hardware, Tells Why He Believes Cutting Out a Number of Unnecessary Sizes and Styles Makes for Better Business All Round

VARIETY may be the spice of life but it does not always result in the greatest number of sales. At least that is the opinion of Mr. James Aikenhead, of the Aikenhead Hardware Company, Toronto, and he backs up his statement by demonstrations. In his view, variety more often confuses the purchaser than helps him. Of course, the policy is not carried to that point where a selection that would suit the most fastidious taste is not to be had. Such a policy would be suicidal from the standpoint of the progressive retailer, no matter what his line might be. But Mr. Aikenhead thoroughly believes that variety, carried to extreme, is neither beneficial to the retailer, the purchaser, or the manufacturer; and he says he knows of a large departmental store in this province into which thousands of people go, but only 5 per cent. of them—one out of very twenty—come out, having bought anything.

### Other Considerations

But there are other considerations which are of value to the retailer—and to the purchaser—in this matter. In these days of the high cost of living, the best brains of the country are being devoted to a solution of that vexing problem. The keynote of the whole problem, they say, is production, production, production. And production is not aided by the necessity for creating a variety of lines which satisfy only the passing whims, rather than the exact requirements of the customer. The cost of production is made higher by variety lines which which there is only a limited demand. Staple goods are the best; regular lines can be sold with good salesmanship as well as the special or variety lines. If the cost of production can be reduced by manufacturing only staple lines, the cost to the jobber and the retailer and the customer can be reduced proportionately.

### Gives Illustration

Mr. Aikenhead gave HARDWARE AND METAL one particular illustration and he said that it served as a criterion for many lines throughout the store.

"We used," he said, "to carry 11 designs of lock sets. 9 in three finishes and 2 in four finishes. We now carry 4 designs, 3 in one finish and 1 in two finishes. This makes a variety of 5 as against what it used to be, namely, 35. And we are selling more for the simple reason that we can now give the factory an order for 250 or 300 dozen of one kind and they can give them to us quicker and cheaper than they used to. The manufacturers are glad to do it; it is easier for them and it increases their production."

### A Lesson in Itself

The manner in which these lock sets are now shown as compared with the way they used to be displayed is a lesson in itself. Formerly, they were displayed in show cases and drawers, taking up a whole room. Some 500 sets could be seen by the prospective purchaser. It so happened many times, that the purchaser would be in this room looking around when the salesman arrived. The vast variety semed only to confuse rather than to help; salesmanship was harder and there was not always complete satisfaction.

The system was changed. Many of the show cases have curtains over them so that, upon entrance into this room, they may not be seen. The drawers are kept shut. The salesman finds out from the prospective purchaser what kind of a house he wants his lock for, or what kind of a door. And after finding this out, the salesman has a pretty good idea what the buyer wants. Then he shows him the different styles that would be suitable for his purpose and he makes his selection without being confused by a hundred other styles that would be of no possible use or assistance to him.

### Always a Come Back

Then, too, there is always a come back. If the buyer is not satisfied with the selection, he is told that a special lock can be secured for him. It will take some time to get it or to have it made, possibly some weeks, but it can be had for the waiting. Usually, the customer does not want to wait; and there are very few of them that cannot be satisfied with what they see.

### Space is Saved

By not stocking near the variety they used to, space is saved in the showroom, the stockroom and the over-stockroom. On the whole, Mr. Aikenhead expressed himself as strongly favoring the standardization of most hardware lines. It benefited all concerned, he said, not the least of whom was the customer, who paid less for his article.

---

### C. L. SHAINWALD KILLED

Charles L. Shainwald, manager for the Standard Paint Company of Canada, Ltd., Montreal, met with a tragic death on Tuesday of this week when he fell from a window on the eighth floor of the Ritz-Carlton hotel, fracturing his skull, and meeting instant death.

The late Mr. Shainwald came to Montreal from New York, having charge here of the Canadian branch of the Standard Paint Company's business. He had been suffering of late from severe attacks of asthma, and had been under the care of Dr. Lauterman. At the time of the accident, Mr. and Mrs. Shainwald were preparing to go to lunch. Leaning out of the window to get fresh air, he lost his balance and fell to a projecting point at the second floor.

Mr. Shainwald was associated with the Federation of Jewish Philanthropies, and was associated prominently with Jewish communal activities here.

---

## Up To Business Men To Ban Bolshevism

Speaking before 1,500 diners at the fall meeting of the Credit Men's Association in New York Tuesday night, Curtis P. Burnett, president of the National Credit Men's Association declared that it was up to the business men of the country to show Europe that Bolshevism cannot flourish on this side of the water.

"Business men must put their shoulders to the wheel," he said, "and show Europe what they can do. Our workers must prove their ability and dependability. Then Bolshevism will find America a poor place in which to grow."

Mr. Burnett declared that the time had come for business and industry to rise up and tell the Government to keep its hands off. He said that the theorists and idealists in the Government must keep their hands off, otherwise prosperity will be threatened.

"Riders on bills to which the riders do not really apply must be stopped," declared the speaker.

He added that the doctrine that the American worker should not speed up because the less work he does, the more employment is given to labor is pernicious and bound to work the greatest harm to the country if persisted in. He said that he was not opposed to trade unions, but that union leaders must realize that others must live besides themselves.

Referring to the general business situation, Mr. Burnett declared that everything indicated the country was very prosperous. He said that reports of banks and other institutions showed that the country was doing a tremendous business and that this good business would continue.

---

R. C. Pinchin, vice-president and director of the Ontario Oil and Turpentine Co., has been appointed director of the Basque Chemicla and Production Co. of British Columbia, which represents Toronto and Walkerville capital. It is stated that this company controlls one of the largest deposits of magnesium sulphate known to chemical science, and deposits are estimated at twenty-one million tons. The Ontario Oil and Turpentine Co. are distributors for Canada.

# Don't be Afraid to Take on New Lines

## Walter Brittain, of Bloom & Brittain, Hamilton, Ont., Tells How the Firm Has Multiplied Its Business Many Times—Finds Sales of Electrical Goods Steadily Increasing—Discusses Trade Problems

Based on an interview by C. E. PARSONS, of Hardware and Metal, with Walter Brittain, of Bloom & Brittain, Hamilton, Ont.

TEN years ago Walter Brittain and Harry Bloom started in the plumbing business in Hamilton in a modest way. To-day they have two places of business and their turnover each year runs into really large figures which are still growing.

"I guess we grew because we were not afraid to take a chance and go into new lines," said Mr. Britain, in talking with HARDWARE AND METAL. "We are still following in the same line. There is only one stipulation. We must see that there is a demand for whatever line of goods it is, and they must be goods that we can stand behind. We do not want to handle anything that is not going to give good service and good satisfaction to the party who buys it. If we did we would quickly get the wrong kind of advertising, because nobody talks louder or more persistently than the man or woman who pays good money for something that turns out unsatisfactorily. On the other hand, we have no better advertisement than customers who are satisfied.

### The Firm's Motto

Long ago we adopted as our motto or our business policy the slogan: "The customer is always right." If at any time there is even the slightest question about anything we take the stand that the customer decides the matter. If he thinks he has an article that is in any way unsatisfactory all he has to do is to bring it back and we will make it right and give him another. The same policy applies in regard to our plumbing and heating work. It has got to satisfy the customer. His word is final. The people all over the city and district know that we stand behind this policy and it has helped us to build up the trade we now enjoy."

### Got Good Results

Mr. Brittain stated further in reference to the firm not being afraid to take on new lines that one of their first departures from the plumbing and heating business was to stock stoves. From that they have gone into electric stoves, aluminum ware, electric utilities, toasters, heaters, vacuum cleaners and washing machines. In addition to electric washers they carry a complete stock of washers operated by hand, water and gasoline power.

"No matter what line you are in," said Mr. Brittain, "it pays to carry the stock. People like to deal at a place where they can get a good selection. They like to see a lot of goods out about the store and they like to see it kept in good condition. Women particularly are apt to keep away from shops where they have to step around piles of merchandise and they will not handle goods that are not kept clean. It doesn't matter whether it is a display of bath tubs, bath-room fixtures, electric washers, stoves or anything else, it is good business to keep it out where people can see and inspect it and keep it clean and nice."

### Cuts Down Overhead

"We soon found that handling other lines than plumbing goods not only brought a lot of people to our shop for both the other lines and plumbing goods, but the steadily increasing turnover made for more profits and at the same time cut down our overhead. We could do many times the business we had been doing when we only sold plumbing goods, and with litle increase in expense. We have been adding one line after another and at the present time would go into the handling of electrical fixtures if we could find a man to take charge of the work upon whom we could thoroughly depend."

### Take All Discounts

Mr. Brittain pointed out that the



*This model laundry, located at the rear of the store is proving a big business getter for Bloom and Brittain and is a centre of real interest for housewives who are interested in getting away from the drudgery of washing. The equipment is all connected up and can be demonstrated instantly.*




*Bloom and Brittain are not afraid to use newspaper space. The original of this illustration was 15 inches wide and twelve deep. The firm state that they get excellent results from their ads. and frequently use full pages. Note the attractive arrangement, the use of cuts and the punchy sales talk.*

firm's stove business has grown so big that they now buy by the carload. They buy for cash and they sell as nearly as possible on a cash basis. By doing business in this way they effect a material saving in the way of discounts and minimize all losses due to collection of credit accounts.

In connection with the selling of stoves, Bloom and Brittain keep half a dozen stoves for demonstration purposes only right up at the front of the store. These are combination stoves that will burn either coal, wood or gas. They are kept in perfect condition, the nickel shining brightly and all parts clean, so that any woman who comes in may, if she wishes, handle the stoves and see for herself just how they work.

### Keep Them Separate

"The reason we keep several stoves for demonstration purposes," said Mr. Brittain, "is that we have found that it is bad business to interrupt a salesman who is trying to sell a stove. If we have half a dozen customers in at the same time and only had one stove to show, the customers would start talking to one another and the salesmen would get mixed up. In short, when selling stoves you must concentrate on the customer. Any interruption from outside sources disturbs both the salesman and the customer and may result in the loss of a sale."

### Take Old Ones in Exchange

Mr. Brittain stated that if a party comes into the store and wants to buy a new stove and wants something allowed on an old one, that the firm always takes the old one.

"We handle from 450 to 500 stoves every year," said Mr. Brittain, "and in the course of our business we get a number of old ones. We fix them up and make a good profit out of them, in fact we frequently make as much out of an old stove as we do on a new one. We put them in good shape and have no trouble whatever in turning them over."

In connection with the trade in used stoves, Bloom and Brittain have fitted up a special section in the basement, where they are kept on display. All are neatly arranged and are kept in good condition.

### Are Easily Handled

The department where the used stoves are rebuilt and fixed up generally is located on the third floor, up out of the way of everybody. In order to facilitate the handling of stoves and heating equipment generally, the firm has a freight elevator which will take them to the basement or to any floor desired. Most of the stoves are mounted on wheels and are quickly and easily moved to the place desired.

Just how big a business Bloom and Brittain do in stoves may be gauged from the fact that they have sent out as many as 33 combination ranges in one day.

### Bring Good Results

Mr. Brittain says that demonstrations are put on frequently and always bring good results. These are well advertised and very often the firm co-operates in its efforts with some leading woman's organization, which puts on a sale of cooking in connection with the stove sale. Some of the demonstrations last as long as two weeks. Others are shorter.

"Results vary," said Mr. Brittain, "but they are always satisfactory. The whole thing seems to depend on the weather. If the weather is such that people will naturally think about stoves or whatever we are demonstrating, we will probably sell twice as much goods as if the days are of the variety that people are outside and not thinking about heating equipment."

### Helps Sales Also

Another thing that helps stove sales in Hamilton, Mr. Brittain says, is the gas situation. Sometimes there will be trouble with the natural gas supply, especially in zero weather, and there will be a rush for heating stoves.

"We thoroughly believe in advertising," said Mr. Brittain. "We get excellent results always. By arranging our demonstrations so that we are working with some local women's organization we also get a lot of business. Recently we put on a two weeks' demonstration, and during that time co-operated with the Women's Exchange, an organization through which Hamilton women sell anything they wish to sell. Naturally this brought a great number of women into the store, and they were easy to interest in stoves, washers and other lines."

In connection with the sale of stoves the firm makes a charge for setting up all stoves, unless they are purchased during the special demonstrations.

An auto delivery is a feature of the store service, and Mr. Brittain says it has proven most satisfactory in every way, not only to the firm, but to customers.

"We simply would not be without it," he said.

### Other Demonstrations

Occasionally the firm puts on a demonstration of aluminumware and inserts a coupon in its ads. to be returned to the store with the name and address of the party.

"This gives us a new mailing list every couple of months containing perhaps 500 names," said Mr. Brittain. "We follow these up and many of them are prospects for other goods."

During the year four demonstrations of washing machines are put on with excellent results.

As stated above, the model laundry is a feature that is a real talking point when it comes to closing business.

### Steadily Growing

The firm is doing a steadily increasing business in electric stoves and washers.

"We find the demand for electrical goods increasing all the time," said Mr. Brittain. "The goods sell themselves. Take washers for instance: We have no hesitation in allowing people whom we know to be reliable, to take home an electric washer. In practically every case the machine sells itself and they




*At the right of the picture is shown part of a battery of electric stoves, all ready for demonstration purposes. Note the battery of washers, the display stands of electric utilities and aluminum ware and the many attractive show cards on the walls.*

never come back. People like electrically-operated equipment, because it more than does the work claimed for it. The equipment works quickly and efficiently and economically. These are three big points that the buyer gives important consideration to. In addition he or she likes to have a nice-looking utility, and few lines are better or more attractively finished than the electric devices. On all the lines that we sell we give a guarantee that as far as I know is the broadest of its kind in Canada. It is simply following out our general policy that holds good in all departments that the customer has to be thoroughly satisfied."

### Aggressive Policy

"We believe in an aggressive policy," said Mr. Brittain. "The business man who sits still and waits for trade to come to him, may get by, but if he hustles he will get many times the turnover. In our electric vacuum cleaner business we keep four men going about the city all the time demonstrating and selling. We get excellent results, and very often obtain prospects for other goods."

The firm not only sells stoves and ranges from now on, but during the summer months does a big trade in summer stoves and in coal oil heaters and gas plates. During the proper seasons these lines are kept prominently displayed.

"We sell about 400 plates every season," said Mr. Brittain. "We get the business by advertising and by store and window displays. The merchant who sticks his goods back in a corner and waits for the public to come in and ask for it is working on the wrong plan. To sell stuff you have to let the people see it and let them know you have got it to sell."

### Business Is Good

Mr. Brittain says business in the plumbing and heating lines has been excellent. The firm makes a specialty of looking after factory work, and as Hamilton is a big factory city, they have had any number of excellent contracts. The city has, in common with many other Canadian cities, an acute scarcity of dwellings. This has resulted in a great many people with large homes converting them into duplexes, apartments or family flats. Bloom and Brittain have undertaken a great many of the plumbing and heating contracts for these.

"One thing we have kept away from," said Mr. Brittain, "is the speculative builders. They are, as a rule, out to get something cheap. We will not cut prices for anybody, and we do not want any cheap jobs. As a rule, work of this kind would reflect back on our standing, because when the installation commenced to give trouble as it surely will sooner or later, the buyer would say we did the work and would never, if he lived to be a thousand years old, give us another contract. We do not want that kind of advertising. It is bad for business."

### Range Boiler Troubles

Mr. Brittain discussed the trouble that is frequently with range boilers, and pointed out that this is a serious matter for the master plumber and runs into quite a loss. It frequently happens, he states, that after a range boiler is installed that it is defective. This means that the firm has to lose all the time its workmen have put on the job and also the time it takes to put in a new one.

"It is not a fair deal on the part of the manufacturers," said Mr. Brittain, "to send out goods which are guaranteed and turn out to be defective. I think the trouble is caused by the kind of material they are using now. We seldom had these troubles with the old boilers.

### Suggest New Ones

Bloom and Brittain have a staff of eighteen workmen. They do a great deal of repair work all over the city and district.

"When we are called to a repair job," said Mr. Brittain, "our men are instructed to make an investigation, and if the part that is to be repaired is past repairing, to point out the weakness to the owner and suggest that a new part be installed. If we are satisfied that the repair will not, owing to conditions, give every satisfaction, and the owner refuses to put in a new part, we will make the repair he wants, but on the distinct understanding that we do not guarantee the work. We generally find, however, that once a party understands that a new piece means permanency, and that fixing up the old one simply means more trouble later, that he is only too glad to accept our recommendation."

### Apprentice Problem

Mr. Brittain regards the apprentice problem as one of the most acute things with which the trade in general has to deal. As far as his firm is concerned it has for the present, at least, given up any idea of training apprentices.

"If the unions would let us alone," said Mr. Brittain, "we would be in a better position. I think that as far as the trade as a whole is concerned, the policy



*The illustration shows an interior view of one of Bloom and Brittain's show windows and also the very front of the shop. Note the display of bathroom fixtures in the window, the neat arrangement of stock and the attractiveness of the show room.*

of the unions at the present time is a short-sighted one. If we could retain control of the apprentice until he was out of his time, as used to be possible under the old indenture system, it would help solve the problem. But as things are now, if a boy comes to us he is of little use for the first year or so. Then he begins to get the hang of things and we send him out. The union takes control of him and demands more money than he is worth. The result is that we are not training any apprentices, and if this is carried on generally, where are the plumbers of the future coming from? The men who are doing the work now are not going to live forever, and someone should be ready to take their place."

**Co-operation Essential**

Mr. Brittain spoke of the good work that is being accomplished as a result of the men in the trade in Hamilton co-operating. They are, he says, making steady progress. They are not only working to solve their own local problems, but with the Ontario organization and the Dominion organization to solve provincial and national problems.

"The only way to get anywhere is to work together," said Mr. Brittain. "As long as men who are engaged in the same business and who have the same interests pull away from one another, instead of together, they are not going to get results. The master plumbers in this city are finding that out. They are realizing as never before just what it means to them to get together and work out our common problems. We hold regular meetings and at them we have practical talks on trade matters and on business matters. Such things as overhead and business management are taken up and some of the boys are seeing things in connection with running their business that they never knew anything about before."

**Eliminating Troubles**

There have been local problems to settle in Hamilton just as there are in most cities or districts. Mr. Brittain states that the master plumbers and the local plumbing inspector are working together well and getting things in good shape. The city by-laws, in regard to plumbing, are being improved. At the present time the Board of Health has no jurisdiction over the inspector, who works under the direction of the Building Inspector. The master plumbers are working to have the Plumbing Inspector's Department work with the Board of Health, believing that this is directly in the interests of the citizens as a body.

## DEMURRAGE RATES WILL BE LOWERED

A copy of an agreement signed by the steamship lines operating out of Canadian Atlantic ports in regard to demurrage on export traffic, which is of interest to many manufacturers, has been received. The agreement, which is between the Canadian Railway War Board and the steamship lines, states in part:

"That cars containing freight for British countries (other than Canada, and foreign countries other than the United States), including that for Newfoundland via Halifax, Montreal or North Sydney only, and for islands of St. Pierre and Miquelon, via Halifax or North Sydney, for transhipment to ocean vessels, whether moving on through bills of lading, or otherwise, which are held on railway tracks at Atlantic ports awaiting vessels, or for other reasons beyond the control of the railways, shall be allowed 20 days free time from 7 a.m. following the date of advice of arrival at such port, exclusive of Sundays and legal holidays, after which a toll of $2 per car per day or fraction therof, shall be charged for all time in excess of the free time, exclusive of Sundays and legal holidays.

"It is further agreed that should at any time the present scale of demurrage rates on domestic freight be restored to the one dollar per day basis, a similar reduction will be made in the demurrage rate on export freight, provided for in this agreement."

The steamship lines concerned are: Canadian Pacific Ocean Service, Limited; White Star Dominion Line; the Robert Reford Company, Limited; Canadian Government Merchant Marine; McLean, Kennedy, Limited; Furness, Withy & Company, Limited; Canada Steamship Line; Campagnie Canadienne Transatlantique; New Zealand Shipping Company; Elder Dempster Company.

# Will Continue to Search for Oil

## Director of Imperial Oil Company Tells of Next Year's Program in the North-West—Big Increase in Use of Oil for Fuel

THOUGH the extensive operations carried on by the Imperial Oil Company throughout the Western portions of Canada during the past five years have yet brought no tangible results of any considerable proportion, there is no discouragement on the part of the officers of the Canadian branch of the Company who have just returned from an inspection tour of all Canadian refineries.

The party consisted of C. O. Stillman, president; Victor Ross, one of the directors; W. B. Ellsworth, general superintendent; A. M. MacQueen, one of the vice-presidents; Thomas Montgomery, chief engineer; Leo McCloskey, statistician; and A. Fleming, secretary to Mr. Stillman. With the exception of the small field south-west of Calgary, no fields of any considerable commercial value have been discovered; but the program which was outlined for the past year and provides for bigger operations next year will be carried on during 1920 just the same.

### Will Continue Work

While the field south-west of Calgary produces about 100 barrels of oil and gasoline a day, the other drillings have not produced results sufficient to make any appreciable difference in the situation, so far as Canada is concerned. All the way from the international boundary to beyond Fort Norman on the Mackenzie River, seven crews have been operating and will continue in the work next year. The past season has been a short one, because the winter in the West has set in early and cut off operations.

Following the survey of the geologists, six or seven wells have been drilled at Peace River, all of which have a production of oil, but not sufficient to warrant the installation of pipe lines or other transportation to handle the production. With more development work and better transportation facilities, these wells may prove exceedingly valuable. Two holes were drilled on the Great Waterways Railway but without appreciable results.

### Geologists Busy

During the past season, geologists have been at work in the country south of Cardston, south and west of Calgary, between the Athabasca River and the Big and Little Smoky Rivers, in the Peace River block and north of this region, on the plains in the eastern part of Alberta and the western part of Saskatchewan. Work has proceeded at the Great Slave Lake and on the Mackenzie River, 45 miles below Fort Norman.

Speaking to a representative of HARDWARE AND METAL, Mr. Victor Ross referred to the work for the coming year and the necessity, both from the standpoint of the Company and the country, of continuing that work.

### Next Year's Program

"We will continue next year on the same program which we commenced this year," said Mr. Ross, "believing that we will be successful. We believe that the natural resources of the country should be developed. We have enormous investments in Canadian refineries and transportation equipment, and to keep the Canadian markets supplied with all the oil required, we must search the world for it.

### Crude Petroleum

"Crude petroleum is being brought into Canada from three or four foreign countries. For the Western country, it is brought from Peru, refined at Ioco, and distributed for bunking vessels, naval supplies and the internal trade of British Columbia. For the prairie provinces, the oil is refined at Regina, and comes from Wyoming, where it is largely bought from individual producers. We also draw on those States for the oil refined at Sarnia, and also for the Montreal refinery; another part of the oil for Montreal we get from Mexico. For Dartmouth, the oil comes from Mexico, and that refinery was really built to supply the navy during the war."

### $125,000 Per Day

What this means to the development of the natural resources of Canada, and what it means in loss to Canada, can be estimated from the fact that about $125,000 per day goes to foreign countries for the oil that is used here. Added to this, at the present time, is the unfavorable rate of exchange, which means about $5.00 on every $100.

With regard to the use of oil in Canada for fuel purposes, Mr. Ross said that it was on a considerable increase, particularly for bunkering purposes. This was due to the scarcity of labor. On the farms, too, with the increased use of the farm tractor, the combustible engines for grinding and chopping, and because of the scarcity of labor, there was an increased demand for oil as a fuel.

## POWDER COMPANY SUSTAINS HEAVY DAMAGES

A case of considerable importance was decided this week in the Superior Court at Montreal. This affected the powder manufacturing firm of Curtis & Harvey (Canada) Ltd., and was in connection with the severe explosion which destroyed their plant at Dragon, on Aug. 18, 1917.

The plaintiff in this action was Geo. Boyce, who owned a house at Dragon, near Rigaud, Que. containing four apartments. One of these he occupied and the others were leased, and at the time of the explosion, in addition to the damage to the company's property, the house of the plaintiff was completely destroyed, having taken fire after it had been severely shaken with the force of the explosion.

The company defending this action contended that the accident was something over which they had no control, and that it was a case of force majeure, there being no neglect on their part, as everything had been conducted with caution and care. It was furthermore contended that they had a license to manufacture explosives. They also claimed that the damage, namely, $7,695.00, was excessive.

In rendering judgment, Mr. Justice Panneton said the plaintiff had proven the essential allegations of his declaration, and the defendant had not proven the action was due to force majeure, something which could not be foreseen, such as to free the company of liabilities for damages caused. And in consequence, the court condemned the company to pay $7,655.00, holding that damages to this extent had been suffered by the plaintiff.

## HAD CARTRIDGES IN BARREL

A decision of interest to hardware merchants was rendered at Darlington, England, recently, when J. F. Smythe (Ltd.,) gunsmiths, were summoned for having unlawfully deposited a quantity of cartridges in a receptacle appropriated for refuse in an open shed.

R. Cape, Inspector under the Explosives Act, said that he went to the defendants' premises, and, in a place to which anyone had access, about forty-eight yards from the street, he found a number of cartridges amongst a lot of rubbish in a barrel.

The defence was that the cartridges had been put in barrels with a view to their being sorted, the shot and powder taken out, and the cases saved for use in testing guns after they had been repaired. Four barrels were placed in the shed and one outside, there being no room for it in the shed.

The defendants were fined £5, with 33s. 6d. costs.

Ransome Canada Products, Limited, capital $10,000, head office Toronto, plans to manufacture and deal in fertilizers, and chemicals.

Curran Motor Radiators, Limited, capital $250,000, head office Toronto, plans to manufacture and deal in radiators.

Canadian Linoleums and Oilcloths, Limited, capital $1,000,000, head office Montreal, plans to manufacture and deal in these lines.

# EDITORIAL COMMENT

## *EDITORIAL BRIEFS*

HARDWARE AND METAL'S Christmas Window Display Contest is on. Have you started your plans yet to capture one of the cash prizes?

* * *

WHEN you lose a sale don't think what was wrong with the prospect. Try to figure out what was wrong with you.

* * *

THE man who waits for something to turn up very often finds that his competitor has turned up something while he waits.

* * *

PUBLIC opinion undermined the miners and things may not turn out so badly after all.

* * *

MOST folks used to shine their own shoes, whereas recent figures show that $1,359,576 is paid out each year now to Greeks and others.

## *THIS HARD-TIMES TALK*

A YEAR ago, after the signing of the Armistice, there was a feeling in Canadian business circles that something in the nature of an industrial crash was impending. The only way to evade idle plants that could be seen was by getting export orders to replace munitions output. What few or none foresaw was the fact that with short working days declining production, and a prosperous people willing to spend from their war-time savings there would be a home market for practically everything which the majority of our plants could supply. To-day Canadian manufacturers are developing a market in Britain and Europe for those products which are largely made from our raw materials, but in many other lines there is, at present, a market at home for everything that can be turned out from the available raw materials, and at prices providing a good margin of profit.

That present conditions will continue is not to be expected. Public men like Premier Drury have, with commendable frankness, sounded a warning as to the necessity for production and thrift, and the U.F.O. leader has been candid and emphatic in referring to lower prices. The Toronto *Globe* goes so far as to talk of a "hard times" serum to "bring the world's pulse back to normal."

That there must be a process of deflation before Canada and other countries which have been engaged in the great war can reach a solid foundation upon which to build permanently for the future is something which HARDWARE AND METAL has long regarded as inevitable, although from time to time it has been postponed. This readjustment will, no doubt, be accompanied by a strain upon the economic and social fabric of those countries which are suffering from a serious shortage of commodities as well as depleted financial resources and the domination of radical leaders. But at the same time we believe that if there are hard times in Canada it will be largely the fault of Canadians. The world is short of foods and commodities. Canada has the raw materials and available agricultural areas. If we can produce efficiently there is a market waiting. And if we are thrifty we can afford to extend credits to those countries worthy of our confidence. The Bolshevik element must be held in control.

The success of the Victory Loan established the solidity of Canada's financial resources. The people have done their part. It will now be for the Government to do its part. The money has been provided to clean up the situation and to get the national machinery back to a normal basis. It is for the Government to do just that. At present the national expenditures are far above income. If they continue on this basis there is nothing in sight but another Government loan a year or so hence despite rather indefinite assurances to the contrary.

It is to be hoped that Ottawa will not take advantage of the loyalty and generosity of the Canadian people to continue extravagances which must sooner or later be curtailed—and the sooner the better. If the people are to successfully readjust their personal affairs an example must be given by the Government.

## *THE CHRISTMAS TRADE*

THERE is every indication that this season's Christmas trade will break all records if merchants can get enough goods to supply the demands. It has already begun and thousands of citizens realizing that the early shopper is the one who will get the things he is likely to want are making their purchases. Many hardware merchants are finding that their stocks are moving out at a rate that looks ominous when it is considered that there are five more weeks until Christmas. Rush orders for more goods are proving unavailing in many cases as the manufacturers cannot handle what they already have on their books. The only answer to this situation is that many people, a great many people in fact, are

going to have to buy something different from what they planned, simply because they will not be able to get what they had in mind. Here is where display and salesmanship will play a great part and also the large stock of really practical and serviceable articles which comprise a hardware stock. If people cannot get cutlery suggest silverware or cut glass or electrical goods or some other line. Keeping your stock out on display all the time will be a big help in offsetting any shortage you may have in some lines.

## *SPENDING FOR COMFORT*

THE man who is making money—and the working man who is not making good money is the rare exception to-day—is spending a larger share of it than ever before on things that will make life easier for him and his home more comfortable. He has seen electric lights in the home of a friend and he knows that the friend would not be without them, so he plans to get them too. His wife probably has an electric iron and has seen an electric sweeper in action while out somewhere and she will never be satisfied until she gets away from the sweat and dust of old-time methods of sweeping. Or perhaps it is a hand power washing machine she wants, or a water power, or an electric machine. At any rate, it is something that is going to make life easier and pleasanter for her. Very often they are both agreed on some such improvement as modern plumbing or new bathroom fixtures. It is just such cases as these that account for the enormous demand for merchandise at the present time, a demand which is taxing the capacity of manufacturers to keep up with. Instead of growing less this demand is going to be greater, because just as soon as men and women learn about the things they have been going without there is going to be no stopping until they get everything that is within their reach. Once they get electric lights and an electric iron in their home they are going to want other electrical goods. Once they get water installed in the house, it is only a question of time before they will have other conveniences. Once they see how well a nicely painted room shows up, it is only going to be a short time before the whole house is gone over. And so it goes. No merchants in the country are in a position to supply so many of these needs as the hardware merchant and the prospects for business were never brighter. This is just as true of the merchant in the small country village as in the large city. The people are finding out that they have the money to buy the things they would like to have and they are going to have them.

## *SOLVING THE HEATING PROBLEM*

NECESSITY is the mother of invention and it is interesting to note what is happening by those who faced by a great and growing shortage of coal, are trying to work out some plan for heating. The town of Renfrew has carried a by-law to expend $25,000 on a central heating plant for the business section. The town of Owen Sound, it is stated, has under contemplation something along the same line. New York is undergoing a remarkable transition in regard to heating and from a huge coal burning centre is being turned into an oil burning city. Many of the huge sky scrapers will be kept warm this winter by heat obtained by burning oil. Not a few power companies have started installation of equipment which will enable them to burn oil instead of coal. The whole problem of heating has, owing to coal shortage and strikes, assumed an acute stage which has resulted in efforts being made to try new plans. One of these days we may wake up to find that coal is really not the best or most economical fuel for heating. Predictions are being freely made that this will be the case.

## *BOOSTING HOME TRADE*

FORTUNATE indeed is a community whose business men advertise wisely and liberally, says a bulletin from the Associated Advertising Clubs of the World, for that community will grow and prosper.

Good advertising, which means steady advertising in space big enough to tell the story that the advertiser wants to present, brings new dollars to town, and keeps home dollars at home, the bulletin continues.

And what becomes of the dollar that goes into the cash drawer of a local merchant? Three-fourths of it or thereabouts (depending somewhat on the line of business and the nature of the goods sold) goes to the wholesale dealer or manufacturer for the goods the store sells.

The rest stays in the home town. Most of the other twenty-five cents out of each dollar goes for rent, salaries of employees, and to the local coal dealer, the light company and others whose goods or services are needed in keeping the store going.

Each time the advertising of local merchants brings $10,000 of new business to a town, at least $2,500 of it remains in the town, and is passed around from person to person, and all the people share in the resulting prosperity.

Though some people who are not themselves in business fail to appreciate it, everyone in a community has an interest in every new dollar that is brought to town, and that is just as true in the large city, where business is a great net-work of mutual interest, as in the smaller place, where it is easier to trace the benefits which every person receives.

Advertising has come to be a great power in business because advertising creates markets. Markets are in the minds of people, and can be made through honest advertising. Merchants and manufacturers have found that out, and that is why they advertise.

# EVENTS IN THE TRADE

## Business Changes

Charlton, Ont.—The Legault Hardware Co. has purchased the general store of Dominique Legault.

Hamilton, Ont.—Frank Elms has purchased the hardware and grocery business of W. H. Davidson.

Kerrobert, Sask.—The Herity Hardware Co. has purchased the business of the Nicholson-Herity Hardware Co., Ltd.

Limerick, Sask.—W. Thatcher, until recently of the firm of Thatcher & Prowse, Neville, Sask., has purchased the hardware business of G. W. McLeod.

Neville, Sask.—The partnership in the hardware firm of Thatcher and Prowse has been dissolved and the business is being continued by Percy Prowse.

## Obituary

The death occurred in Toronto of Wm. P. Ryrie, president of Hyslop Bros., dealers in autos and bicycles.

Arthur E. Lamalice, for the past twenty-five years an employee of Sheet Metal Products Company of Canada, Limited, Montreal branch, passed away on Sunday night at his home in Montreal.

Mr. Lamalice's death came as a great surprise to his immediate relatives and friends, as he had been at work on Saturday. He had made many friends in the City of Montreal, and at the time of his death was connected with the sales staff at the Montreal office.

Wareham S. Wisner, of Brantford, Ont., formerly head of the Wisner Seed Drill Company of that city, was fatally injured in Toronto on Monday by being struck by a street car. Charles S. Wisner, director and second vice-president of the Massey Harris Co., is a son.

James F. Munro, who was killed at Eganville, Ont., when an aeroplane in which he was riding, fell, was president of the Pembroke Woollen Mills Co.; a director of the Thomas Pink Co., Ltd., manufacturers of lumbering tools; of the Steel Equipment Co., Ltd., Pembroke; the Pembroke Iron Co., and president of the Superior Electrics.

Stricken with heart failure as he was rising at his home in Penetang, Ont., George H. Wright, hardware merchant, died a few minutes later. He was 70 years old and had been a resident of Penetang for forty-three years, being in the hardware business all that time. For more than twenty years he was a member of the council and occupied the mayor's chair for one year. He was also a member of the Board of Education and was prominent in Masonic circles. R. Alan Wright with the Pedlar People, Toronto, is a son, and another son, Heber, was killed in action at Zillebeke, in June, 1916.

J. T. Connor, of A. W. Faber, Incorporation and was prominent in Masonic circles. R. Alan Wright, with the Pedlar People, Toronto, is a son, and another son, Heber, was killed in action at Zillebeke in June, 1916.

## Fire Losses

Fire at Blyth, Ont., caused a loss of $17,000 in the hardware store of Wm. Moore & Son and the tinshop of G. H. Leith.

## Personals

Charles Craig, of D. H. Howden & Co., Ltd., London, Ont., who has been ill at his home for a week, is back at his work again.

The many friends of Adam Taylor, of the Taylor, Forbes Co., Guelph, Ont., will be glad to know that "Adam," as he is familiarly known to hundreds of friends in the trade, has baffled the doctors and is now on the road to recovery. Only a remarkable constitution could have withstood the severe injuries received by Mr. Taylor.

### *Comrades in Trenches Join Hands in Business*

*Paul Regan and James Dunbar, both veterans of the great war, who became acquainted while serving overseas, have started in the hardware business at Stettler, Alberta. Mr. Regan is an old-timer in the district, having settled there in 1907. Mr. Dunbar is a Scotchman who, before going overseas, resided in Detroit. He gained his first knowledge of metals in the big shipbuilding yards at Glasgow. The partners have engaged as salesman Mr. Harry Cullis, formerly with the Holton-Bradley Hardware Co., of Stettler.*

## Trade Notes

The Prest-O-Lite Company has purchased ten acres in Toronto and contemplates erecting a new $150,000 plant.

The Republic Motor Truck Co. plans to commence work at London, Ont., shortly on a Canadian branch plant to cost $500,000.

The Hanover Cement Co., Hanover, Ont., contemplates the construction of a large rock cement plant near Walkerton, Ont.

W. H. Davidson, hardware and groceries, Hamilton, Ont., has disposed of his business.

Waites' hardware, Orillia, Ont., is now occupying new and larger quarters in the Mulcahy block.

The Earl Grey Hardware and Furniture store, at Earl Grey, Sask., is now under the management of Messrs. Warren and Warren.

Work is to commence at once on an addition, to cost $100,000, to the plant of the Imperial Plow Works at Hamilton, Ont.

The Dominion Glass Company is expending $100,000 on an extension to its plant at Redcliffe, Alberta, and plans to manufacture lamp chimneys, lantern globes, and other lines.

Smith & Sons, of Buffalo, according to press reports, contemplate erecting a plant for the manufacture of wire specialties at either Niagara Falls or Welland.

The Satinette Products Manufacturing Co., Ltd., of Toronto, has secured a site on Pacific Avenue, and plans the erection of a new factory.

James A. Coles, implement dealer at Charlton, Ont., is putting in a stock of hardware and plans to handle both lines of merchandise.

A change has taken place in connection with the hardware firm of James Cowan & Co., London, Ont., and R. G. Edgecombe is retiring.

## Western News

W. "Pink" Watt has presented a very handsome silver loving cup to the Curling Club organized by the office and warehouse staff of Wood, Vallance Ltd., for annual competition.

Lyon Paint & Glass Co., of Winnipeg, have moved into larger quarters adjoining their former location.

"Don" Ferguson, manager of Wood, Vallance Ltd., auto accessory department, has returned from the Chicago Motor Show, which he reports was bigger and better than ever.

Marshall Wells Company, Winnipeg have opened a cafeteria for the convenience of employees.

Wood, Vallance Ltd. sales convention will commence this year on December 8.

## Montreal News

George A. Paine, representing A. J. Reach Company, Philadelphia, was in Montreal this week.

James Kinsman, of North Bros., Philadelphia, was in Montreal this week.

A. E. Warren, buyer for Frothingham and Workman, Ltd., has been confined to his home through illness.

H. G. Macpherson, Taylor Instrument Companies, Rochester, N.Y., was in Montreal this week.

Albert Taylor, of the George Taylor Hardware Co., Ltd., Cochrane, paid Montreal a visit this week.

W. Adler, of the American Thermo Ware Co., Ltd., was in Montreal during the week.

Ernest Bureau, of Richardson & Bureau, manufacturers' representatives, is spending several weeks in the Maritimes.

T. Mortimer, of Toronto, was in Montreal during the week.

John B. Paxton, of Drummond, McCall, Ltd., returned from a trip to the United States.

## Incorporations

Rex Oil Burner, Limited, capital $750,000, head office Montreal, plans to manufacture and deal in oil burners of all kinds.

McKinnon Industries, Limited, St. Catharines, Ont., has been granted permission to increase its capital stock from $1,000,000 to $2,000,000.

The Robert Simpson Eastern, Limited, capital $2,500,000, head office Halifax, plan to carry on a general merchandising business.

The Robbins & Myers Company of Canada, Limited, capital $2,000,000, head office Brantford, Ont., plans to manufacture and deal in electrical equipment.

Canada Coal Briquette and Liquid Fuel Company, Limited, capital $70,000, head office Montreal, plans to manufacture and deal in coal and liquid fuels.

Brunswick Shops, Limited, capital $50,000, head office Toronto, plans to carry on a general business in gramophones and supplies.

Reliance Fuse Company of Canada, Limited, head office Bridgeburg, Ont., capital $500,000, plans to manufacture and deal in electrical goods.

Electric Machinery Co., Limited, capital $100,000, head office Montreal, plans to manufacture and deal in fixtures and electrical equipment.

Premier Oil and Gas Producing Company, Limited, head office Toronto, capital $250.000, plans to develop oil and gas properties.

Sigmore Limited, head office Windsor, Ont., capital $50.000, plans to carry on the business of wire drawers, tube makers, japanners and enamellers.

The Satinette Products Manufacturing Company, Limited, head office, Toronto, capital $50,000. plans to manufacture and deal in polishes, creams, oils, stains, etc.

Hatzel and Buehler, Inc., head offices Windsor, capital $50,000, plans to manufacture and deal in electrical equipment of all kinds.

## Charles H. Gratton Appointed Manager

The T. S. Simms Co., Ltd., of Moncton, N.B., has just appointed Charles H. Gratton as manager of the Montreal branch. Mr. Gratton has had a wide experience with both the wholesale and retail hardware trade in Montreal. For ten years he was connected with I. L. Lafleur, Ltd., and here received instruction in both retail and wholesale branches of the business. Following this he was in business on his own account under the name of the Union Hardware Company, which enterprise was operated on St. Catherine Street for a period of five years. Subsequent to this he joined the sales staff of Lewis Bros., Ltd., and covered Northern Quebec for that firm. Two years ago he joined the sales staff of Brandram-Henderson, Ltd., with which firm he has been connected since. An interesting part of his experience was that of a special commission for this firm to the big trade fair held at Lyons, France, last spring. Mr. Gratton's familiarity with the French tongue stood him in excellent stead for this particular work.

It might be said that Mr. Gratton was one of the earliest Canadian trade representatives to cross the ocean after the war had ceased.



*CHARLES H. GRATTON*
*Who has been appointed Montreal Manager of T. S. Simms & Co., Limited.*

## Douglass Carter Goes With Lewis Bros., Ltd.

John A. Frazer, sales manager of Lewis Bros., Ltd., announces the appointment of Douglas G. Carter as assistant sales manager in succession to Tom Houghton.

"Douglas," as he is known to his friends, learned the hardware business at Picton, Ont., where he was associated with Carter Bros., the senior member, of which firm is W. J. Carter, Douglas' father.

He spent some two years with Lewis Bros., Ltd., joining the travelling staff in 1915, and remaining with the firm for about two and a half years, when he returned to assist his father in the retail store at Picton. In all, his connection with the retail trade at Picton covered a period of ten years. The many friends of Mr. Carter will extend to him the best of good wishes in his new responsibilities.

## W. J. Carter Honored By Picton Fair Board

At the annual banquet of the Prince Edward Agricultural Society, W. J. Carter, hardware merchant, at Picton, Ont., was presented with an address and a handsome gold watch in appreciation of the work he has done for the organization. It was felt by all that Mr. Carter's services, always so cheerfully given and so effectively rendered, deserved recognition, and his fellow-directors surprised him at the annual banquet. The address was read by B. R. Leavens, the first vice-president of the society, and Grant Thompson, second vice-president, made the presentation. The address was signed by the officers and directors. Mr. Carter expressed his thanks suitably.

### A. W. POOLE HONORED

A. W. Poole, who has purchased control of Stewart & Wood, Ltd., Toronto, was pleasantly surprised by the salesmen of McArthur, Irwin, Ltd., when they presented him with a beautiful Old English oak humidor, filled with his favored indoor brand of cigars. The presentation was made by William Reynolds, who referred to the pleasant relations which had existed between Mr. Poole and the sales staff.

In replying, Mr. Poole, who had been completely taken by surprise, stated in his usual happy manner that the splendid and rapid growth of the McArthur, Irwin Company was due in no small measure to the efforts of the salesmen.

### NEW WICKER-WEAVING INDUSTRY MAY BE ESTABLISHED IN WESTERN CANADA

Winnipeg may shortly have a new industry in the machine manufacture of baskets and all articles of wicker, according to recent reports from Minneapolis. The industry is the outcome of an invention of Marshall Burns Lloyd, of Menominee, Mich., the Canadian rights of which were sold to a group of U. S. capitalists, including J. W. Wells and F. A. Spies, millionaire lumbermen of Menominee.

For many years inventors have tried unsuccessfully to invent a machine to weave wicker, but the new discovery is successful to the point where it will do in twenty minutes more wicker weaving than can be done by a hand weaver in ten hours.

Lloyd, the inventor, was born in Meaford, Ont. A previous successful invention was that of a machine to weave steel wire for bed springs. He is also responsible for the invention of the machine which welds thin-gauge seamless steel tubing.

# Interesting Evidence at Investigation Into Alleged Combine

A GOOD deal of interesting evidence and comment was given at the resumed hearing of the application of the Canadian Laco-Phillips Company to have the Canadian General Electric Company declared a combine. An account of the preliminary hearing appeared in last week's issue of HARDWARE AND METAL. An entire day was spent at the resumption of the hearing in getting information from both sides. A decision in the matter is expected very shortly.

The Canadian Laco-Phillips Company sought to prove that the Canadian General Electric was a combine and, as such, inimical to the public interests. Counsel for the Canadian General, on the other hand, maintained that that company merely sought to protect the patent rights acquired by it at considerable expense and that instead of being injurious to the interests of the public, the lamps were being provided to Canadians at prices cheaper than in the United States and England.

### Complete Board

The complete board was present for the hearing, including Judge H. A. Robson, chairman; W. F. O'Connor, K.C., vice-chairman, and James Murdock, commissioner.

Senator Nicholls told of the various stages in the formation of the Canadian General Electric. When he was asked by Mr. Anglin what arrangement or agreement existed between the Canadian Company and the General Electric Company of the United States, Mr. Hellmuth objected. Mr. Anglin maintained that what he wanted to show was that there was an agreement between these companies and others that there should be no infringements of territory in which each was located. However, Judge Robson ruled that the case in hand did not cover this and to go into it would be setting up an entirely new case.

### General Increase

When Mr. Anglin turned his enquiries to the question of lamp prices, Senator Nicholls stated that the tendency of the material parts had been "towards an increase in every direction." In reply to questions the witness said that up to 1917 prices of tungsten lamps advanced, but from that time up to last Fall there had been reductions totalling 30 per cent. This, he explained, was with the object of making the tungsten lamp the cheapest in the world to the Canadian consumer. When asked he denied that there had been a specific object of putting the Canadian Laco-Phillips out of business, but, he admitted, this had been partially the object. Prices were higher in the United States and much more so in England than here, he said.

### About 10,000,000

The witness, under examination, estimated the total lamp consumption in Canada to be about eight or ten millions. He said his company sold about five millions, and that the number imported was less than five per cent. The Canadian Tungsten Lamp Company, he stated, were licensees of the C.G.E. and paid them royalties.

### To Increase Output

Senator Nicholls readily admitted recently refusing to consider the question of licensing the Canadian Laco-Phillips Company and that at one time, under some pressure of the War Trade Board, this firm had been granted a limited type of license. Continuing his evidence, the witness declared that with the increasing volume of business, they expected to continue to decrease prices to the consumer and that they expected to have an equipment to turn out fifty per cent. more than their entire output in Canada.

L. A. Johnston, manager of the Northern Electric, Montreal, and John Burns, of the Mundelsloh Company, both testified that there was a shortage of lamps in Canada, while the latter said that if the small lamp sold by the Laco-Phillips Company was off the market the shortage would be greater.

### Question of Patents

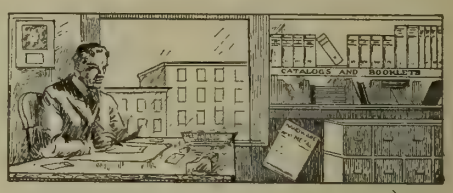
The argument of counsel on both sides centred largely around the question of patents. Mr. Anglin argued that an attempt was being made to drive his company out of the lamp field by refusing to sell to them supplies of the drawn tungsten wire used for lamp filaments. He maintained that the Canadian General Electric was making use of their patent rights to unduly limit the manufacturing of an article subject to trade and commerce and to unduly prevent competition in the production of such article. He urged that the board recommend action to revoke these patents.

### Right to Protect

Mr. Hellmuth, on behalf of the C.G.E. asserted that the public had suffered no injury, and that therefore the matter was not one for the Board of Commerce but for the ordinary courts of law to decide. He maintained that the patent rights held by his company covered the making of the lamps, that the Canadian Laco-Phillips Company would be infringing on these rights in using the tungsten wire in manufacturing incandescent lamps, and that therefore the General Electric was justified in refusing to supply a business rival.

He claimed that the matter was purely the question of a company's legitimate right to protect its patents from infringement and that it would be unjust if these patents, acquired by his company at considerable expense, should be nullified by the Board of Commerce. He held that the question was one to be settled in the courts of law, where an opportunity for appeal was provided.

Replying to Mr. Hellmuth's claim that the public had not been injured and that it would be time for the Board of Commerce to act when such was found, Mr. Anglin alleged that prices were being kept down now for the purpose of driving out competition.




### Birmingham Small Arms Co., Ltd.

A catalogue issued by the Birmingham Small Arms Co., Ltd., Birmingham, England, lists the lines of guns and rifles manufactured by the firm, giving complete details regarding sizes, interchangeability of parts, care and cleaning. B.S.A. air rifles are also listed and there is a section devoted to sights and registers. The catalogue contains twenty pages, each 8½ x 11 inches, and is attractively illustrated throughout. The firm has also issued a booklet dealing with the design and manufacture of the B.S.A. .22 super-accurate match rifle. Copies of both the catalogue and booklet may be obtained by readers of HARDWARE AND METAL upon request.

### PENBERTHY INJECTOR CO., LIMITED

Catalogue No. 25 V, issued by the Penberthy Injector Co., Limited, of Windsor, Ont., lists the lines of steam radiator and hot water radiator valves manufactured by the firm, as well as brass gate valves, brass valves, hydraulic vacuum pump, automatic cellar drainer and brass check valves. The catalogue is very attractively printed and illustrated. Readers of HARDWARE AND METAL, who desire copies, may obtain them upon request.

### Glidden Co., Ltd.

The Glidden Co., Ltd., Toronto, is sending out a booklet entitled: "When is a White House, White?" The booklet tells about the line of white paint the firm manufactures. Readers of HARDWARE AND METAL may obtain a copy on request.

### The Stanley Works

The Stanley Works, New Britain, Connecticut, has issued a catalogue listing the lines of garage hardware for rolling doors manufactured by the firm. The catalogue contains twenty-one pages and is profusely and very attractively illustrated. The company has also issued a booklet, "Buildings You Have Seen." Copies of both the catalogue and the booklet will be sent to readers of HARDWARE AND METAL upon request.

# Enthusiastic Over Canada's Future

## Managing Director of Baldwin's, Limited, Big Welsh Tin Plate Firm, is Looking for Splendid Trade Developments

ACCORDING to information given HARDWARE AND METAL this week by J. C. Davies, managing director of the company, the big new plant being erected in Toronto by Baldwin's Limited, will be producing by July, 1920. Work is being rushed and splendid progress is being made.

The report has been published in some papers that Baldwin's, Limited, intend to work from the ore, which means the installation of blast furnaces and perhaps a coking plant.

### Large Tonnages

When asked regarding this, Mr. Davies said, "For the present we intend to operate the furnaces, depending largely on scrap metal, for the turning of which into steel ingots the works are admirably fitted. We will be purchasers of very large tonnages of scrap material, much of which I am given to understand goes out of the country at present. Our decision regarding the installation of furnaces later on to produce our own iron from the ore will depend on the development of the business and the conditions of the market.

### Will Help Others

We believe that the operation of our plant here will be a good thing for numerous other industries, for there are many lines affected by the operation of a plant that is turning out tin plate, and our other lines. Above all else for the present, though, we want to secure the co-operation and good-will of the Canadian people. We want that more than anything. We are taking a big step in coming to Canada, for many of our friends urged us to keep on supplying the trade here from our Swansea plant in Wales. We have taken the big step and we certainly are not going to turn back now."

### Sees Good Market

"We expect to put the finishing mill in operation, and then all lines can be turned out. Of course, there is a great forging capacity at the works, as you know, that was utilized to such good advantage in war work. We shall likely use that to turn out some of the heavy castings for our rolling mill. Some of the rest of it we shall secure in United States and some will come from the Old Country. As far as we can see there should be easily a market now for 200,000 tons annually of tin plate, black sheets and black plate (black plate for enamel work), galvanized sheets, etc. We also intend to develop the forging plant."

### Future of Canada

Mr. Davies is returning to the Old

(Continued on page 61)

# Best Attended Convention in 65 Years

## Executive and Sales Staff of the James Smart Plant of the Canada Foundries & Forgings, Ltd., Meet at Brockville

THE annual conference of the service and sales staff of the James Smart plant of the Canada Foundries and Forgings Ltd., held at Brockville, was the largest meeting of the executive and salesmen since the founding of the business in 1854. Among those present were several who have seen more than thirty years of continuous service in direction and selling.

Two days were occupied in business meetings, at which pertinent topics of interest were discussed. These meetings were interspersed by trips by road and river through Brockville's beautiful environments.

The annual dinner was held the first evening with the general sales manager, Mr. B. J. McCormick, as host. Addresses were given by J. H. A. Briggs, secretary-treasurer of the Canada Foundries & Forgings Ltd.; James Arnold, assistant-general manager of the Canada Foundries & Forgings Ltd.; D. R. Fowler, head of the sales, and John R. Bell, head of the service staffs of the James Smart plant, spoke of the 1920 programme. Others who spoke were W. J. Irving, Montreal; J. P. Weir, Montreal; T. H. Webster, Elora; T. Wright, Toronto; N. S. Vanzant, Winnipeg; W. T. R. Irving, of the Maritime Provinces; W. F. Reynolds, Brockville; J. A. Turnbull, London; James Boaz, Toronto, and L. S. Eiler, of Montreal. Also in attendance were: J. C. Thomson, H. E. VanDuzen, T. Guest, W. Birdsall, T. M. Strain, L. Phillips, and W. E. Cowan, Charles F. Swaze, W. Deveau, L. Smith, and G. H. Hutcheson.



*Members of the Service and Sales Staff of the James Smart plant of the Canada Foundries and Forgings, Ltd., who attended the annual conference which was held at Brockville, Ont.*

# THE CLERKS DEPARTMENT

## How He Chooses His Men For Promotion

### Those Who Reach Out and Profit by the Experiences of Others Get Along Fastest, Says F. H. Goff, President of Big Trust Company. Willingness to Take Responsibility Also a Big Factor

TAKE any employee in a store, office, shop, factory, no matter where, and let him work out this formula—strict sobriety, honesty, frankness, punctuality, courtesy, a discreet tongue, a passion for thoroughness, coupled with ambition and willingness to work—and you cannot keep him down. And the best of it is, the qualities I have named are within the reach of all. Any man who will practise these rules for six months will find himself developing a new kind of self-confidence, and things will come his way as never before."

This is the basis of success in business, says Frederick H. Goff, President of the Cleveland Trust Company, one of the largest institutions of its kind in the United States. In the "American Magazine" A. S. Gregg tells the story of Mr. Goff's rules for selecting men for promotion as follows:

#### The Two Viewpoints

No matter what you may be doing—driving a truck, selling goods, keeping books, or working in a factory—there are two ways of looking at your job. One is to feel that you are in a treadmill, with the door locked. The other is to feel that you are part of the concern, that you can grow with it, that your work is not a dull grind, but a path alive with opportunity.

Whatever way you look at it, you may be pretty sure that the boss is going to find it out. When he does he will put a tag on you, and it is mighty important to you that he should use the right kind of a tag.

When I asked Frederick H. Goff to tell me just how he determined what tag to tie on an employee he gave me quite an illuminating answer. Goff, by the way, is president of the Cleveland Trust Company, at Cleveland, Ohio, a great institution, with many departments and fifteen branch banks.

Hundreds of bright young men and young women make up the working force of this concern. Goff has a way of knowing an astonishing amount about each of them, and it is quite likely that your own employer is equally well informed about your work and how you feel about it.

#### Grasp of Business

"One of the things that causes me to 'tag' a man for promotion," said Goff, "is his grasp of the business as a whole. Of course he must be a success at his immediate task; but that is not quite enough. To grow he must gradually learn how his particular job is related to other jobs, and how each one is related to the general purpose of the institution.

"A young man may do good work as a receiving teller. But if he stops there, that does not satisfy me. I want him to grow, so that he can be moved along to the paying teller's cage, and then, perhaps, be made manager of a department. Men who grow by experience alone do not go ahead very rapidly; but those who reach out and profit by the experiences of others are the ones who make the most rapid advancement.

#### Acts on Own Initiative

"The next point I note in a man is his ability to see what should be done without being told. That quality naturally links up with the first. One who has the larger view will see all questions in the light of his larger knowledge.

"A man who waits for somebody to tell him what should be done at every turn does not make much of an impression upon me. I do not mean that he should rush off and act on impulse without authority. What I mean is that he should be ready with suggestions; should be able to see with his eyes and hear with his ears It makes me happy when I find a young fellow who can out-think me or his department head on some matter.

"All who work for a salary should realize as early as possible that an employee has two kinds of value in the estimation of his employer: One is expressed by the question, What can he do? And the other is, What does he know? The big pay goes to the one who knows the most and can direct others.

"Another quality that impresses me is willingness to take responsibility. This quality involves self-confidence and good judgment. The essence of it is courage to take the risk of doing something without waiting to be told just how to do it. There are all kinds of opportunities in every business for employees to reveal the qualities that I have indicated.

"I place a high value on dependableness. If a man tells me he will do a certain piece of work, I want to feel that it is as good as done. Slackness in getting to work on time, staying overtime for lunch, or leaving before one's work is finished, may hinder the advancement of a man otherwise deserving. Men of ordinary ability sometimes go over the heads of really smarter men in business, simply because the employer knows they can be trusted to the limit The value of this quality is quite clear when you remember that the modern business executive must delegate much of his responsibility to associates.

"Be willing to relieve your department head or the next man above you. Your immediate boss wants to get certain things done. They have an important bearing on the business. Make a study of his problems; and as opportunity offers give him a lift. Stay overtime, if needed, in order to do it. Of course there is no immediate money in such work; but you gain something that will soon grow into money. You show willingness to do a little more than you are paid for doing, and that opens the way for a better job and larger pay.

#### Higher Positions

"When I became president of this company, I determined to 'grow' men for the higher positions. A very important factor in accomplishing this has been the holding of staff meetings at which questions from various departments are threshed out and predigested for the directors. The advantage of the staff conference is that the heads of departments obtain a comprehensive view of all the activities of the bank. It keeps the executive officers from getting into a rut, which is fatal to progress. All promotions right up the line are made from within the organization. A young man who starts as messenger or receiving teller knows that the road is open for him, and that his progress depends entirely upon himself.

"We give careful attention to the quality of the young people taken into the organization. After a young man has been employed, he is given an individual rate card on which is entered credits for certain personal qualities. These qualities are: Character, Efficiency, Courtesy, Judgment, Ambition, and Punctuality. They are marked on the scale of 100, and for convenience the different grades are indicated by the letters A, B, C, D. A stands for excellent, indicating a percentage ranging from 90 to 100 per cent.; B, for good, 80 to 90; C, fair, 70 to 80; D, poor, below 70. Only the average is taken.

"The head of each department gives the rating for those under him. When his card shows that a man is frequently tardy, is wanting in ambition, or is falling off at any other point, the matter is called to his attention, and oftentimes a frank talk will start him the other way.

#### Locating Misfits

"This rate card also enables us to locate misfits. When it develops that a man is manifestly in the wrong job, we begin shifting him about, trying to find where he does fit. We have been quite successful in fitting such men in where they could be happy and do good work. We have gone so far as to find places for misfits in other lines of work; one case in particular comes to mind:

"A capable young fellow of good qualities who had been with us for a year or two began to slip at several points. When he was asked about it, he stated candidly that he was more interested in machinery than he was in banking. He was too good to be merely let out, so we decided to get him a job in a machine shop. Through one of our clients we located just the place he wanted, and when I last heard from him he was doing well.

#### Found Places for Them

"We have gone further in one or two cases, and found places for men who have actually wronged us. This is done through bank patrons who are in sympathy with our views. A young man who has not been able to withstand temptation is quietly shifted to another company, with a full understanding all around, where he is given an opportunity to make a new start.

"Special instruction in classes is provided for those who may need it; and when an employee fully realizes that his progress depends on what he knows, he is quick to take advantage of the opportunity to study.

"I am a great believer in having an understudy for every executive position in the bank. For that matter, there should be an

understudy for every position of responsibility in every business organization. With a man ready to step into a vacancy the concern is made independent of any one man. A business that promotes from within and 'grows' its own men need never have any trouble about understudies. It should be the ambition of every employee to get quietly into line for the next job, for the inevitable change which is sure to come sooner or later.

### Should Have Opinion

"I also appreciate independence of opinion. In our staff meetings each man is encouraged to speak his own mind without fear or favor. I may not agree with him at all, but I want the organization to have the benefit of his way of looking at things. In important matters I go so far as to accord him the right to appear before the directors, and to state his views. In that way, he feels that he has had fair treatment and that, even if his views are not accepted, it is not because he did not have a hearing."

Goff's way of dealing with the employees of the bank brought a singular reaction, which attests the value of his methods. A year or two after the directors had adopted a pension system, and taken out group insurance for all employees, they established a bonus or profit-sharing plan. Soon afterward Goff was approached by one of the junior officers, who said the employees wanted to inaugurate a "booster campaign" for bringing in new accounts. Goff did not fall in with the plan readily, for he is not much in favor of "drives" or "spurts" for getting business. Then he was informed that "the boys" out in the bank wanted to show their appreciation of what had been done for them, by organizing the entire force into "teams" for the purpose of increasing the number of depositors.

### Did Work Well

When it was put in that way, Goff yielded and authorized "the boys" to go ahead with their idea. The directors did not have anything to do with the booster campaign, either in starting it or in seeing it through. But they "took notice" before it was over.

The undertaking was managed entirely by the junior officers and heads of departments. It should be added that the instigator and leader was a product of Goff's policy of "growing" men for the higher positions. He had started as a messenger, and had worked his way up the line by developing the qualities described in the first part of this article. He is now a vice-president.

When the results of the booster campaign were counted, it was found that "the boys" had gained 3,877 new accounts and $649,021.89 in initial deposits. The campaign lasted thirty days, and was such a great success that, when it was over, the directors gave a banquet to the entire force.

### Booster Campaign

Last December another booster campaign was put on, similar to the first one, the results being 8,033 new accounts, and $825,441.32 in initial deposits—a very substantial gain. This time the directors again "took notice" with another banquet.

The general plan was to divide the employees of the bank into about forty teams, with captains. Each person was then given a card ruled off in squares; and as fast as a new account was landed, a gold star was pasted in one of the squares. Tellers and others who came in close contact with the public proudly displayed their honor cards, and others kept them among their valuables.

### Original Plans

Some of the boys evolved original plans for obtaining customers. They first went after all their friends and relatives; then they gave little talks on thrift at store and factory meetings, and clinched the matter by getting signers on the spot. Schools, shops, stores, the Y.M.C.A. and the churches were invaded by the enthusiastic boosters.

Frederick H. Goff is himself a striking example of his own ideas on achievement. As a schoolboy in Cleveland he carried a newspaper route which obliged him to hustle out at five in the morning—and he says with commendable pride that he did it without an alarm clock. Later he was sent to the University of Michigan, at Ann Arbor, to complete his education. While at college he borrowed eight hundred dollars from a room-mate on a plain unsecured note, which carried him through.

### Was $800 in Debt

Thus, when he graduated at twenty-two, with the degree of Ph.B., he was eight hundred dollars in debt. He decided to become a lawyer; but he made up his mind that before he did anything else, he was going to pay that debt. On his return to Cleveland he got a job as librarian of the Cleveland Law Library at five hundred dollars a year. In taking books to some of the courtrooms he had to carry them down four flights of stairs, and bring them back again. He walked to and from his work four miles morning and evening, and read law at home after juggling with law books all day.

In order to keep down expenses he carried a sandwich in his hip pocket for his lunch. He saved his money, made a little extra by writing briefs, and at the end of two years had paid back every cent of the eight-hundred-dollar loan. The privations he endured cannot be set down in this article. The big thing about the entire affair is that he took it as a matter of course that he should return the last cent of the money he had borrowed before he did anything else.

### Went Into Business

When it was done and he took stock of his affairs, he found that he had just $15 in his pocket. He was twenty-five, a member of the bar, and ready to make his bow as a lawyer. So he decided to hang out his shingle and go into business for himself. He rented desk-room in another lawyer's office for $7.50 a month. During the first thirty days of his legal career he took in $2.40; the second month his income increased to $3.50, and the third month he made $12. But before the year was out he had earned $1,200.

Speaking of his early struggles, Goff said: "The first years of my experience as a lawyer was a time of testing. I attended to every piece of business, no matter how small, as carefully as if the fate of a kingdom depended upon my faithfulness. I did a great deal of work for which I did not receive any pay; but I was determined, regardless of what the compensation might be, to be thorough in everything. Perhaps my fidelity in little things aided in building up a reserve of confidence among my friends and associates. I did my utmost to persuade them that I could be depended upon to serve their interests.

"I have always had a desire to know the exact facts about any situation, and have spent hours my clients knew nothing about in the endeavor to obtain every scrap of information bearing on a case or a problem that I had in mind."




*Uncle Sam:—I don't know where we are going, but we are surely on the way.*
—From the Pittsburgh *Leader*.

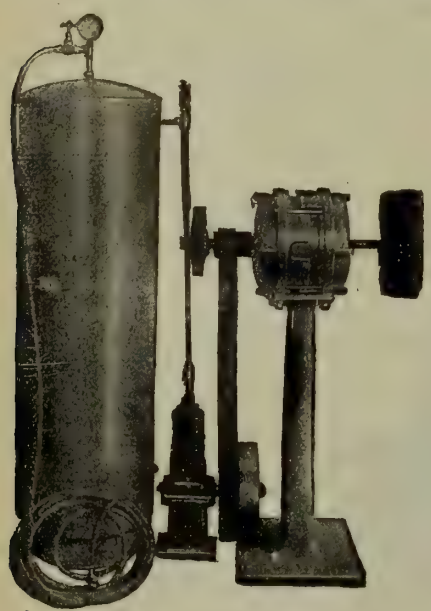
# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### BUFFER AND GRINDER

The Lebron Buffing and Grinding Outfit is a machine which, it is claimed, will do the work of three individual machines, viz., buffing, grinding and operating an air compressor. The motor, it is stated, is of high-grade manufacture, and will stand up under hard usage. The motors are ball-bearing type, dust and grit-proof, and oil is filtered through felt washers.

The outfit is sold complete with compressor, tank, grinding wheel, buffer and



*Buffing and Grinding Stand*

all tank and line fittings, if desired; or, motor and stand, including wheels and pulley for compressor-drive can be supplied: 110-220-440 volts, single or three-phase, 60 cycle.

This device is sold exclusively in Canada by the Northern Electric Company, Limited, Montreal, and branches.

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### SWITCH

The C H Seventy Fifty Switch, manufactured by the Benjamin Electric Manufacturing Co. of Canada, Limited, Toronto, prevents all danger of fire due to leaving current "on" accidentally, it is claimed. The manufacturers state that the buttons tell clearly whether the current is "on" or "off." Pressure on the light button allows the current to flow, but the instant the black button is depressed the current is "off." With electric irons, it is stated, the switch is not only a convenience, but relieves the



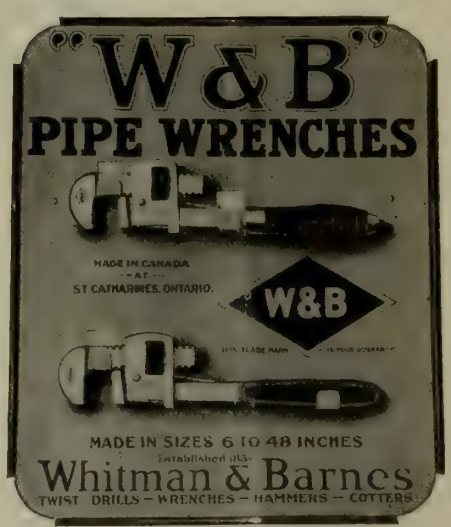
*Switch*

socket from the wear of making and breaking the current, and thus saves it from burning out. Used with many appliances, the switch saves reaching up to an overhead fixture or going to a wall switch, as it may be placed close at hand.

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### PIPE WRENCH DISPLAY EASEL

The Whitman & Barnes Manufacturing Company, St. Catharines, Ont., is sending out a handsome new display easel to assist dealers in selling pipe wrenches. The easel is made of sheet steel, attractively lithographed in colors. It carries one each steel and wood handle pipe wrench, and is of such a size that it may be conveniently used either on the counter or in trimming the window. The manufacturers claim for their




*W. & B. Display Easel*

wrenches that bar and jaw are high carbon drop forgings, heat treated and tempered to insure maximum strength. In addition, both bar and jaw are reinforced at points of extreme pressure or strain. The teeth are milled, insuring a slipless grip. Adjusting nuts are cut from solid steel and case-hardened, and wrenches are so designed that the frame is rigidly supported by the drop-forged bar, relieving the frame pin from any strain.

The jaws and bars are highly polished, and the ebonized wood handles are reinforced with steel ferrules.




#### Plaster Board

**Canada Hardware Co., Toronto.**—Will you advise us regarding the manufacturers of plaster board?

This may be obtained from the Canada Plaster Board Co., Ltd., of Brantford, Ont.

#### Aluminum Polish

R. T. Holman, Limited, Summerside, Prince Edward Island. Kindly give us names of manufacturers of aluminum polish.

Northern Aluminum, 138 Sterling Road, Toronto, Ont.; Orona Manufacturing Co., 29 India St., Boston, Mass.; Brillo Manufacturing Co., New York, N.Y.—Editor.

#### Large Hotel Range

Frank Koehler, Watrous, Sask. Please inform me who makes a large hotel range with one fire box at the end.

The Gurney Foundry Co., Ltd., and McClary Manufacturing Co., both of Toronto, Ont.; also the Prowse Range Co., Montreal, Que.

#### Wants Lime Substitutes

M. E. Thomas, Foster, Quebec. Am unable to note any advertisers of substitutes of lime in your publication. Please advise who to communicate with.

The Ontario Lime Co., Crown Office Building, Toronto, are agents for limes, etc.—Editor.

#### Repairs For Range

W. C. Hoskins, Champion, Alberta. Kindly advise where we can get repairs for Home Comfort Range.

The Wrought Iron Range Mfrs., 149 King St. W., Toronto, make this stove. —Editor.

D. K. Clarke, Hamilton, Ont. Will you supply us with the names of manufacturers of hardware store fixtures?

Cameron and Campbell, Toronto, are Canadian manufacturers, and the War-

(Continued on page 61)

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THE general tendency throughout the entire hardware line seems to be a strong one, and many important changes are noted this week. The sheet situation continues to be a serious one and is causing great inconvenience both to the jobber and the consumer. The situation is now at such a point that it is often necessary for jobbers to buy back some of the sheets previously sold, and the rehandling costs something, naturally the price is stiffening continually. There is no immediate relief expected, it is stated, and the situation will have to automatically relieve itself. The present increase was 25 cents per cwt. over base prices.

Other changes noted were: Wire nails, showing an advance of 25 cents, making the new base price $4.95 per keg. Cut nails are now quoting at $5.00 per keg, fence staples and annealed wire show an advance of 25c over base prices, while bale ties are selling at 40 cents higher than previously. Roofing nails are raised to $10.75 per hundred pounds, while $1.00 extra is charged for quantities less than hundred-pound lots.

Ingot metals show a weaker tendency, tin being the only one to show a change in price and is selling at from 59 to 60 cents per pound. Iron bars are very firm and an advance would not be unexpected as the American mills have already advanced their price $3.00 per ton. Plate glass is quoting 10 per cent. higher.

Soldering coppers are now quoting at a base price of 59 cents per pound. Savage rifles show a sharp advance, 1899 model, solid frame, round barrel, is quoting at $56.00; Take-down at $61,75; Take-down Featherweight at $63.45; the 250-3,000 calibre is now $67.65. Gilmour auger bits show new and higher prices and are quoting at 17½ per cent. Eye and nut augers are quoting at net list and 2nd grade Beaver at 35 per cent. off the list, sets No. A 20½ quarters at $4.80 net, D 30½ quarters $7.40 net. Glass lamps advance 10 per cent.

Russwin food choppers show new prices as follows: No. 0 $27.00, No. 1 $32.40, No. 2 $38.90, No. 3 $51.85. Perfect handle screwdrivers and wrenches, cow bells, coppered wire and barrel bolts are also higher.

# MONTREAL MARKETS

MONTREAL, Nov. 20—There are many advances for the week and the big features are increases made effective for wire and cut nails and all wire products. These increases follow the definite forecasts made in HARDWARE AND METAL. The caption in the Montreal market last week stated that "Nails are firming." The whole list of wire products, including barbed, plain twist, coiled springs, staples, baling wire and bale ties are marked higher. It is to be expected that other wire manufactured products will immediately move to higher levels.

Another feature of the week that is of far-reaching consequence is that of a five per cent. increase in the price of heating stoves and of ten per cent. for ranges and cook stoves.

Increased prices will soon be effective for compression work and locks are to be advanced at once by the padlock makers. Iron and steel are very firm and there may be advances on these products. The trade in these lines is not excessive. Cotton wick has advanced about ten per cent. Leather halters are marked up in one quarter 25 per cent. Brass hinges are revised upward, the list being subject to an advance now of 30 per cent. Lead products are very firm. The buying prices are better this week for old scrap iron, particularly for cast iron.

Among the declines are those for ingot copper and spelter, while copper sheets and rods are also down one cent. There is an excellent tone to business and all lines are moving well, particularly Christmas goods. The greatest difficulty is that of procuring adequate stocks.

## *Barb Wire and Staples Are Revised Upward*

**Montreal.**

BARB WIRE, STAPLES, ETC.—New revised prices are effective for barb wire, in accordance with the advance of $5 per ton made last week for various wire products.

Plain, bright fence staples are now quoted at $5.35 per cwt., and galvanized at $6.10.

Barb wire—catch weights (when available, as these are being gradually eliminated), $5.65 per cwt.; galv. barb wire, 80-rd. spools, 2 pt. x 75 lbs., $4.35 per spool; 4 x 6, 85 lbs., $4.90; 4 x 4, No. 93, $5.30; galv. plain twist, per cwt., $6.15; galv. coiled spring, No. 9, $5.30; No. 12, $5.45; No. 13, $5.55; galv. plain, gauges 3 to 8, $5.90; 9, $5.25; 10, $5.95; 11, $6; 12, $5.40; 13, $5.50; 14, $6.35; 15, $6.80, and 16, $6.95.

## *Baling Wire and Ties Take on New High Prices*

**Montreal.**

BALING WIRE, TIES, ETC — Advanced prices are effective for baling wire, baling ties, etc.

The new prices on cut hay wire, annealed, are: No. 9, $5.80; 10, $5.90; 11,

$5.95; 12, $6.05; 13, $6.15; 13½, $6.20; 14, $6.35; 15, $6.50, and 16, $6.65.

Single loop bale ties are priced as follows: No. 12, $5.90; 13, $6; 13½, $6.10; 14, $6.15; 15, $6.30, and 16, $6.50.

## *All Lock Prices Due For An Advance*

**Montreal.**

LOCKS.—The various manufacturers of padlocks have withdrawn prices or have issued new revised prices. This means that advances of approximately ten per cent. will be at once effective.

## *Bibbs To Go Higher; Lamp Wick; Halters*

**Montreal.**

COMPRESSION WORK, HALTERS, WICK.—Prices on compression bibbs are being revised and an increase of considerable amount will be effective. The discount is expected to be somewhat below 30 per cent.

Leather halters are marked up about 25 per cent., while lamp wick is quoted 10 per cent. higher.

## *Copper Sheets and Rods Are Lower*

**Montreal.**

COPPER SHEETS AND RODS.—One cent per pound is the reduction made effective for copper sheets and rods. One-half to 2 inch rods are now quoted at 40c; soft sheets at 41c, and tubing at 45c.

## *Wrought Goods Firming; Brass Hinges Are Up*

**Montreal.**

WROUGHT HINGES, ETC. — Advances are effective for wrought brass hinges, the present basis being list plus 30 per cent. It is also stated that a further advance is to be effective in the near future for general wrought hardware.

## *Gasoline and Oil Hold; Are in Good Demand*

**Montreal.**

OIL AND GASOLINE.—The markets have ruled without quotable change during the past week, and the base prices for coal oil are still held at 22c to 25c per gallon. The price for motor grade gasoline is held unchanged at 33c per Imperial gallon.

## *Stoves and Ranges; Heaters Are Higher*

**Montreal.**

STOVES AND RANGES.—The market has been constantly advancing on raw materials, and only last week HARDWARE AND METAL stated: "Tendencies are still of an advancing nature." An advance of five per cent. on heating stoves and of ten per cent. on ranges and stoves has since been made effective, and this bears out what has been repeatedly forecast in these columns. It may be, even, that higher prices still will prevail.

The market on various wares is firm at the recent advances. Business has been seasonably active.

## *Hemp Material Firm; No Cordage Changes*

**Montreal.**

ROPE AND CORDAGE.—The market is unchanged, and while the amount of business coming to hand is not heavy, the tone of trading is a little better. Hemp is very firm and the tendencies are upward. In the United States the rope manufacturers advanced their prices a week or ten days ago 1c per lb. on pure manila, and then reduced it to the old price. The base prices for pure manila are now 31c; British and Beaver manila, 27c, and sisal, 23½c.

## *Wire Nails and Wire Up 25 Cents*

**Montreal.**

NAILS AND WIRE. — "Nails are firming, some say may advance." Such was the forecast made last week in HARDWARE AND METAL. Since that time an advance of 25c per keg has been made effective for both wire and cut nails, and the market is firm. This makes the base quotation $5 per keg.

Smooth steel wire is advanced in like proportion, the present basis being $5.25 for 0-9 gauges.

## *Iron and Steel Are Firm But No Advance*

**Montreal.**

IRON AND STEEL.—The market is a decidedly firm one, but no advances have been recorded. Some anticipate that, as in the case of wire products, an increase may be made effective at any time. One jobber reports that the movement has not been large of late, and assigns this as a reason for withholding any increase at the present time.

IRON AND STEEL

| | |
|---|---|
| Star finish machinery steel | 3 80 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 50 |
| Spring steel | 5 50 |
| Sleigh shoe steel | 3 75 |
| Tire steel | 3 95 |
| Toe calk steel, per 100 lbs. | 4 65 |
| Band steel | 3 75 |
| Harrow tooth steel | 3 90 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond toe steel, per lb. | 0 22 |
| Black Diamond cast steel, lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 75 |
| Refined iron, per 100 lbs. | 4 75 |
| Mild steel | 3 75 |

## *Sheets Command a Variety of Prices*

**Montreal.**

SHEETS AND PLATES.—There is no promise of low prices on sheets. Everywhere jobbers are picking up supplies where they can get them and at prices which are decidedly a matter between the holder and the buyer. In other words, a decidedly nominal condition prevails, and there is no promise of relief at an early date. Jobbers and manufacturers, alike, are confronted with the same conditions.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 65 |
| 12 gauge | 5 95 | 6 60 |
| 14 gauge | 6 00 | 6 75 |
| 16 gauge | 6 10 | .... |
| 18-20 gauge | 6 55 | 6 60 |
| 22-24 gauge | 6 60 | 6 65 |
| 26 gauge | 6 70 | 6 75 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 9 50 |
| 26 gauge | .... | 9 25 |
| 24 gauge | .... | 8 65 |
| 22 gauge | .... | 8 30 |
| 18 and 20 gauge | .... | 8 10 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Lead Products Firm; Tendency Upward*

**Montreal.**

LEAD PRODUCTS.—The market is a very firm one and the tendencies are strong, advances being suggested in some quarters. It is felt, again, that the pig lead basis is likely to rule more or less as it now is. This being the case, it may be that the manufactured products will not advance materially, but some increase may come on sheets and also, probably, on solder.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 12 |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 37½ |
| Solder, strictly, lb. | .... | 0 33 |
| Strictly, commercial, lb. | .... | 0 32 |
| Solder, wiping, lb. | .... | 0 30 |
| Solder wire (8 gauge)— | | |
| 40160 | .... | 0 36 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 16 |
| Do., broken lots | .... | 0 16½ |

## *Slight Improvement Noted in Old Metals*

**Montreal.**

OLD MATERIALS.—The market conditions are inclined to be quiet, but the prices are improved for old iron scrap, cast iron, etc. Wrought iron is quoted at $18 per ton, pipe scrap at $11, and machinery cast at $25-$26. The manufacturers are buying some supplies, and iron products should be maintained on a fairly high basis in view of deliveries and strike conditions which have obtained.

| | | |
|---|---|---|
| Dealers' Buying Prices— | | |
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 18 00 |

| | | |
|---|---|---|
| Malleable scrap (ton) | 15 00 | 16 00 |
| Pipe scrap, ton | .... | 11 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 25 00 | 26 00 |

## *Copper is Lower; Spelter Easier*

**Montreal.**

INGOT METALS.—Prices have declined on ingot copper. The market is extremely dull, little demand existing in this market. Spelter is also somewhat shaded in price, while lead is steadier.

COPPER.—There is little new feature, in fact the market is even duller than it was last week, and the price is down 1 cent to 24c per lb.

TIN.—The market is still held at 58c per lb., but there may be an advance of price ere long.

LEAD.—At 8¼c per lb., some think that this metal has reached a high point, for the present at least.

SPELTER—A decline of one-eighth of a cent is reported for this and the price ruling here is now 10⅛c per lb.

ANTIMONY.—No change, and without feature to mark this metal the price holds at 10½c.

ALUMINUM—Decidedly little business and the basis is held at 34c.

PIG IRON.—The price of $50 per ton is unchanged.

# TORONTO MARKETS

TORONTO, November 20—The upward tendency of hardware still continues, and some important changes are again noted this week. The sheet market, both black and galvanized, is causing dealers and consumers no end of inconvenience. The situation has arrived at such a point now, that jobbers are often glad to buy sheets back that they previously had sold some smaller man and likewise the smaller man has to buy back from a still smaller man, the result being various prices, with some premiums being charged. There is no immediate relief looked for and the situation will have to automatically adjust itself.

Amongst the changes noted are, wire nails showing an advance of 25 cents, making the new base $4.95 per keg. Cut nails are now quoting $5.00 per keg, fence staples and annealed wire show an advance of 25 cents over base, while bale ties are quoting 40 cents higher. Roofing nails are raised to $10.75 per cwt., while $1.00 extra is charged for less than cwt. quantities.

Soldering coppers are now quoting at a new base price of 59 cents per pound. A sharp advance has taken place in Savage rifles, 1899 model, solid frame, round barrel, is quoting at $56.00; Take-down at $61.75, and Take-down Featherweight at $63.45; the 250-3,000 calibre is now $67.65. Gilmour auger bits show an advance of 17½ per cent. Eye and nut augers are quoting at net list, 2nd grade Beaver at 35 per cent. off the list. Sets A 20½ quarters at $4.80 net, D 30½ quarters at $7.40 net.

Ingot metals show a weaker tendency, tin being the only one to show a change though, and is selling at from 59 to 60 cents per pound. Iron bars are very firm with an expected advance in accordance with American mills, who advanced their prices $3.00 per ton. Plate glass prices continue to advance and are 10 per cent. higher.

Russwin food choppers are also higher and are as follows: No. 0 $27.00, No. 1 at $32.40, No. 2 at $38.90, No. 3 at $51.85. Glass lamps are up 10 per cent., and American padlocks have advanced 10 per cent., and Canadian makes are liable to follow.

## *Gilmour Auger Bits Advance 17½ Per Cent.*

**Toronto.**

AUGER BITS.—A sharp advance has been made in Gilmour auger bits, and will approximate 17½ per cent.. Eye and nut augers are net list, while the second grade Beaver brand are quoting at 35 per cent. discount off the list.

## *Lead and Zinc Products Prices Remain Firm*

**Toronto.**

LEAD AND ZINC PRODUCTS.—While the ingot market shows a weaker tendency, lead and zinc products show a firm price. The demand continues excellent and a fair amount of business is offering. The general effect of the labor unrest is still being felt to some extent, although advanced prices are not immediately expected. Quotations are as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | 0 35½ | 0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Soldering Coppers Up to 59c Base*

**Toronto**

SOLDERING COPPERS.—A higher price is noted on soldering coppers and the new base is quoting at 59 cents per pound.

## *Corrugated Sheets Remain Firm, No Change*

**Toronto.**

CORRUGATED SHEETS show no change. The demand continues to be a good one, and although related to flat sheets, do not show the same scarcity. In fact, jobbers state they are not losing any business and are well satisfied with the trade offering. The following quotations are current:

| Corrugated Sheets— | Per 100 square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Boiler Tubes Remain Unchanged*

**Toronto.**

BOILER TUBES.—While the boiler tube situation is not so serious as the wrought pipe, there is a noticeable scarcity. Jobbers, however, state that tubes are coming in from the States in normal quantities and no business is being turned down. The prices still continue firm and are quoting as follows:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |

### A CORRECTION

In the issue of November 8 of HARDWARE AND METAL, on page 72, in speaking of the brush market, an error was inadvertently made concerning the price of badger. In the fourth paragraph it was stated: "As an instance of the price of one raw material, badger, the product which formerly cost $16 per ton is now quoted at $57."

As will be obvious to anyone familiar with the price of this material, the mistake is that of the word "ton." the word which should have been used being "pound."

| | | |
|---|---|---|
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Iron and Steel Bars Scarce, May Advance*

**Toronto.**

IRON BARS AND STEEL.—The majority of business in iron and steel bars continues to be mostly warehouse, and mill shipments continue very hard to procure. The stocks of small shapes, angles, channels, tees, etc., is said to be practically exhausted. A new and higher price seems inevitable and would be rather surprising if it did not materialize, as it is a natural sequence that market prices follow mill quotations, which showed an advance of $3 per ton last week. The reason given for not taking the benefit of the raise here so far has been given, that jobbers have an idea that the present market is not settled, and wish to see if things are righted before changing, as they do not want any premiums, but rather a steady business with a standard market. It is stated, though, that if the increase at the mills is permanent there will undoubtedly be new and higher prices declared. The present prices are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Sheets and Plates Advance 25 Cents*

**Toronto.**

SHEETS AND PLATES.—Galvanized and black sheets show an advance of 25 cents over base prices this week. This was not unexpected as owing to industrial disturbances sheets, and in fact nearly all iron and steel products, have been curtailed in production. A very strong feature also noted in connection with this last advance is the increased high rate of exchange as the difference of our money on the New York exchange is said to be almost 4½ per cent., so it may be readily seen how this affects the cost of bringing sheets into Canada.

The stock on hand has not seemed to increase, and many are unable to procure sheets in sufficient quantities to satisfy their demands. Some firms are sending notice that they have advanced their price and that they will not supply more than one ton to a customer, in order to serve as many customers as possible and ward off an impending famine. The situation is not expected to be relieved for some time to come, and even if sheets were coming it is doubtful if stocking would be heavy as many are doubtful as to whether the present market is a healthy one or not. The following are the quotations that are going at present:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 5 45 | 6 50 |
| 16 gauge | 5 60 | 6 65 |
| 18-20 gauge | 5 15 | 6 55 |
| 22-24 gauge | 6 20 | 6 60 |
| 26 gauge | 6 30 | 6 65 |
| 28 gauge | 6 45 | 6 75 |
| 3-16 inch plate | 4 90 | 5 25 |
| ¼-inch boiler plate | 4 50 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 50 | 8 25 | 9 25 |
| U.S. 28 | 8 30 | 9 90 | 7 85 | 8 55 |
| U.S. 26 | 7 90 | 8 50 | 7 55 | 8 20 |
| 22 and 24 | 7 70 | 7 90 | 7 40 | 8 00 |
| 18 and 20 | 7 50 | 7 70 | 7 25 | 7 80 |
| 16 | 7 25 | 7 50 | 7 10 | 7 60 |
| 12 and 14 | 7 05 | 7 25 | 6 95 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Some Scrap Materials Up, Others Weaker*

**Toronto.**

SCRAP MATERIALS.—Stove scrap and cast machinery show a slightly higher figure than we quoted last week but the rest of the metals show no change with a weaker tendency. A lower price is noted on old rubbers, boots and shoes, overseas, and lumbermen's rubber boots. As industrial disturbances gradually settle it would not be surprising to note numerous changes although there is a very quiet market at present with the general tendency showing weakness. The prevailing quotations are as follows:

DEALERS' BUYING PRICES

| | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¾ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 17 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18½ |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 22 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 06 |
| Overseas, lumbermen's rubber boots | .... | 0 04 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 03 |
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |

## *Stove Prices Firm; May Advance*

**Toronto.**

STOVES AND RANGES continue to be in big demand and show greater scarcity, which instead of being immediately relieved is becoming more serious. Jobbers state they are not able to keep up with the demand, and one manufacturer claimed they would employ at least fifty moulders "and the complement of laborers and assistants that would be required to assist them," if it were possible to do so, but men are at a premium and are as hard to get as the raw material. One of the great drawbacks also is the comparative production hours, of former years. Men are getting often double the wages, yet production has not increased in proportion. This may be one reason to exact an early advance, as when the supply is limited raw material hardly procurable, labor demanding higher pay, strikes and disturbances prevalent, there is only one alternative, it is said, and that is higher prices to meet these demands.

## *Canadian-Made Padlocks May Advance Soon*

**Toronto.**

AMERICAN PADLOCKS.—American made padlocks have advanced 10 per cent. and it would not be surprising for Canadian manufactured padlocks to follow suit, although no new prices are mentioned at present.

## *An Advance of 10% on Russwin Food Choppers*

**Toronto.**

RUSSWIN FOOD CHOPPERS show an advance of 10 per cent. and the new prices are as follows: No. 0 at $27.00 per dozen; No. 1 at $32.40; No. 2 at $38.90; No. 3 at $51.85.

## *Glass Lamps Jump 10 Per Cent. Higher*

**Toronto.**

GLASS LAMPS show an advance this week and are quoted at a new price of 10 per cent. higher. Glass of all kinds seems to be in large demand, and stocks, it is stated, were hardly ever lower.

## *Roofing Nails and Staples Move Higher*

**Toronto.**

ROOFING NAILS AND STAPLES show higher prices. The present conditions of labor unrest, strikes, lockouts and other disturbances, all are having serious effects on the markets generally. The increasing difference in our relative money values also is a factor. The new price quoting on staples is 25 cents over former base prices. Roofing nails are quoting at $10.75 per 100 pounds with $1.00 extra per 100-weight for lesser quantities than 100 pounds.

## *Bale Ties Advance 40c and Wire 25c Base*

**Toronto.**

BALE TIES AND WIRE.—An advance in annealed wire and bale ties has taken effect. Wire is now quoting at $5.25 base, while bale ties are 40 cents higher than former base. This advance is no doubt due to the disturbing conditions of strikes, lockouts, etc., which are greatly disturbing production.

## *Wire and Cut Nails Advance 25c Base*

**Toronto.**

WIRE AND CUT NAILS advance 25 cents over base prices. This is not unexpected as nails have been firming for some time. Although the coal strike had no direct bearing on the situation, there is no doubt that it was to a cer-

tain extent a factor. Cut nails are now quoting at $5.00 per keg, and wire nails at $4.95 base.

## *New Prices Shown On Savage Rifles*

**Toronto.**

SAVAGE RIFLES follow ammunition, Stevens rifles, etc., in an upward movement, and new higher prices have been made, which are as follows: 1899 model, solid frame, round barrel, $56.00; take down, $6.17; take down featherweight, $63.45 and 250-3,000 calibre, $67.65.

## *Ingots Weaker; Due to Conditions*

**Toronto.**

INGOT METALS.—All ingots show a weaker tendency, due to conditions generally. The recent strikes and disruptions have curtailed the production of nearly every commodity where ingots are part of the manufacture. This holds especially to copper, which is very extensively used. The fact also that the money markets have not been adjusted as yet may also have a tendency, as it was expected that the Europeans would be in the market as heavy buyers. The money exchange, instead of becoming settled, is showing wider differences than ever, and it would be impossible to say just what the future will bring.

COPPER.—The present quotation of 25 cents cents per pound still holds, although copper is showing a weaker tendency. The business offering is not so brisk. It is not expected that Europe will be able to come into the market for some time to come as the difference in exchange is continuing so great, also other conditions.

SPELTER.—The demand for spelter is not great and prices show a weakness, although no change is noted at present. The supply is not heavy, it is stated, but enough is on hand to take care of present orders. The present price is 10½ cents per pound.

TIN shows a lower figure this week. The demand for tin is not brisk, although some report a fair business offering. The prices that are now being quoted are 59 to 60 cents per pound.

LEAD.—The stocks of lead continue to be small. The market shows a weaker tendency, although no immediate change is noted, a fair demand has been reported. The price quoting at present is 8½ cents per pound.

ANTIMONY shows little movement, the demand having temporarily stopped. The price shows a weaker tendency if anything. The price now being quoted is 11½ cents per pound.

ALUMINUM continues to be dull, the demand having slackened off. A weaker tendency is noted, although there has been no report as yet of a lower price. The present quotation is 34 cents per pound.

# LONDON MARKETS

LONDON, Ont., Nov. 20—Price changes are again numerous this week and the whole tendency is to higher levels. Advances are recorded in coil leather buggy washers, electric cleaners, carpet beaters, tire and repair tape, saw wedges, Chicago common floor hinges, Sargent steel carpenter squares, pointed belt hooks and wire nails.

Business has been very brisk and slow deliveries continue to annoy hardware merchants all through the district.

Indications continue to point to a big demand in the spring for builders' hardware. From all over the district come reports of building that is planned.

## *Advance is Made in Carpenters' Squares*

**London, Ont.**

STEEL CARPENTER SQUARES.—New and higher prices are in effect on Sargent steel carpenter squares, the quotations being as follows: No. 14, $28 per doz.; No. 3, $31.25; No. 3B, $33.80; No. 100, $34.60.

## *Electric Cleaners And Carpet Beaters Higher*

**London, Ont.**

ELECTRIC CLEANERS, CARPET BEATERS. — Higher quotations have been named on Cadillac electric cleaners, the figures being: Cadillac Model D, $32 each; in lots of five, $31 each. Carpet beaters have also moved up, the new quotations being: No. 143, $1.75 per doz.; No. 141, $1.50 per dozen.

## *Higher Quotations On Pointed Belt Hooks*

**London, Ont.**

POINTED BELT HOOKS.—Pointed belt hooks show an advance, the new figures being: No. 10, 25 cents per 100; No. 9, 35c; No. 8, 40c; No. 7, 45c; No. 6, 65c; No. 5, 70c.

## *Common Floor Hinges, Saw Wedges Advance*

**London, Ont.**

FLOOR HINGES, SAW WEDGES.—New and higher quotations have been named on Chicago common floor hinges as follows: No. 3171 AC, $1.60 pair; No. 3281 D Bro, $1.60 pair. Saw wedges are also higher, the quotations being: 1 pound and larger, 28c per pound; ¾ lb. 34c per pound.

## *Wire Nails Are Up 25 Cents Per 100 Lbs.*

**London, Ont.**

NAILS.—Wire nail prices have been revised upwards, the new quotations showing an advance of 25 cents per 100 pounds. Quotations are as follows: Wire, $4.95 base, f.o.b. London. Cut nails are unchanged, the quotation being $4.75 base.

## *Wire Nails Advance 25 Cents Base*

**London, Ont.**

WIRE NAILS show a new and higher price of $4.95, the advance approximating 25 cents per 100 pounds; no change has yet been mentioned on cut nails and they are still selling at $4.75 base.

## *Coil Leather Buggy Washers 28 Cents Pound*

**London, Ont.**

COIL LEATHER BUGGY WASHERS are reported at a higher figure, and the quotation now going is 28 cents per pound for 1 inch.

## *Tire and Repair Tape Advances*

**London, Ont.**

TIRE OR REPAIR TAPE is quoting at higher figures, and are as follows: 1 ounce and 2 ounce size, 68 cents per pound; ¼, ½, and 1 pounds are now selling at 65 cents per pound.

## *20 Per Cent. Advance on Dominion Ammunition*

**London, Ont.**

DOMINION AMMUNITION. — The advance in ammunition will approximate 20 per cent. Prices now prevailing are shown in our current market quotations.

## *Linseed Oil Advances 7 Cents Per Gallon*

**London, Ont.**

LINSEED OIL ADVANCES 7 cents a gallon over last week's prices. This is quite a change to the tendencies of linseed oil a few weeks ago, as most dealers were then looking for lower prices. However, the present price is a firm one, and no lower prices are looked for for a few weeks. The prices quoting are as follows:

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, gal. | 2 52 | 2 55 |
| 3 to 5 barrels, gal. | 2 51 | 2 54 |
| 6 to 9 barrels, gal. | 2 49 | 2 52 |

Less than barrels, add 10c gal.

## *Turpentine Firm; Remains Unchanged*

**London, Ont.**

TURPENTINE shows the same price as formerly quoted, no change is imme-

diately expected though the condition of the market is very uncertain. The stocks in the South are said to be low if the demand is normal, but if the peace treaty is not ratified in the near future it may seriously affect the market. The price quoting now is as follows:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 45 |
| 2 to 4 barrel lots | 2 44 |
| 5 gal. lots | 2 55 |

# WINNIPEG MARKETS

WINNIPEG, Nov. 19—Price changes during the past week include many items of interest to the hardware trade, including such lines as butts, hinges, barrel bolts, shelf brackets, bench axes, broad axes, Perfect handle wrenches, cow bells, annealed wire, coppered wire and bale ties. All the above lines registering advances over former quotations of from 5 to 60 per cent., while markets in all lines remain very firm.

Business still shows remarkable activity for this season of the year, there being a good demand for all lines of shelf goods, cutlery, sleighs, stoves, cut glass, etc., and an exceptional Christmas trade is anticipated.

## *Annealed Wire and Bale Ties Advance*

**Winnipeg.**

ANNEALED WIRE, BALE TIES.—Annealed wire and bale ties show a further advance during the week of 25 cents per 100 lbs., due to the withdrawal of lake and rail quotations, and present prices will no doubt stand till the spring as follows: Annealed wire: No. 9, $5.75; No. 10, $5.81; No. 12, $5.95; No. 14, $6.15; No. 15, $6.30; No. 16, $6.45 100 lbs.

Bale Ties, 14 ga., Winnipeg, $7.00; Fort William, $6.50, 100 lbs.

## 10 *Per Cent. Jump in Builders' Hardware*

**Winnipeg.**

BUILDERS' HARDWARE.— Prices on numerous lines of builders' hardware show advanced prices during the week, moving up approximately 10 per cent. above former quotations, based on advanced factory costs, and include barrel bolts, butts, tee hinges, step hinges, hinge hasps, shelf brackets, etc. Net prices and discounts are as follows:

Barrel Bolts: 406—2½ in., $1.95; 3 in., $2.45; 4 in., $2.65; 5 in., $3.10 doz. 1078—2½ in., $1.10; 3 in., $1.30; 4 in., $1.50; 5 in., $1.85; 6 in., $2.10; 8 in., $6.10 doz. 1077—2½ in., $5.00; 3 in., $7.00; 3 in., $8.25 doz. 1088—4 in., $3.35; 6 in., $3.80; 8 in., $5.30; 10 in., $8.65 doz. 1105—4 in., $1.55; 5 in., $2.10; 6 in., $2.30; 8 in., $3.25 doz.

Butts: 295, D2 and F—1½ in., $2.40; 2 in., $2.90; 2½ in., $3.15; 3 in., $3.40 doz. 800—1 in., 40c; 1¼ in., 46c; 1½ in., 60c; 2 in., 83c; 2½ in., $1.00; 3 in., $1.34; 3½ in., $1.85; 4 in., $2.65 dozen. 804—2 x 2 in., $1.10; 2½ x 2½ in., $1.32; 3½ x 3, $2.40; 3½ x 3½, $2.70; 4 x 4, $3.30; 4½ x 4½, $4.25 dozen. No. 838—1 in., 36c; 1¼ in., 42c; 1½ in., 54c; 1¾ in., 66c; 2 in., 75c; 2½ in., 91c; 3 in., $1.20 dozen. No. 840—1½ in., 77c; 2 in., 93c; 2½ in., $1.23; 3 in., $1.50 dozen.

Ornamental Hinges—1431A, D2 and F, $2.45 doz.

Butts, No. 241—2 x 2, 40c; 2½ x 2½, 44c; 3 x 3, 45c; 3½ x 3½, 46c; 4 x 4, 58c; 4½ x 4½, 88c; 5 x 5, $1.05 pair.

Light strap and tee hinges, as follows, 7½% on list; net prices:

Light Strap—3 in., $1.10; 4 in., $1.30; 5 in., $1.50; 6 in., $1.85; 8 in., $2.70; 10 in., $3.75 doz.

Light Tee—3 in., $1.10; 4 in., $1.20; 5 in., $1.40; 6 in., $1.60; 8 in., $1.95 dozen.

Heavy Strap Hinges—4 in., $3.25; 5 in., $4.00; 6 in., $4.30; 8 in., $5.30; 10 in., $10.35; 12 in., $12.80 dozen.

Heavy Tee—4 in., $2.75; 5 in., $3.45; 6 in., $3.90; 8 in., $4.40; 10 in., $7.85; 12 in., $12.50 doz.

Corr. Strap Hinges—4 in., $1.75; 5 in., $2.45; 6 in., $3.10; 8 in., $5.00; 10 in., $7.65; 12 in., $11.90 dozen.

Corr. Tee Hinges—4 in., $2.15; 5 in., $3.00; 6 in., $3.65; 8 in., $6.10; 10 in., $9.10; 12 in., $13.23 dozen.

Hinge Hasps—No. 67—3 in., $1.25; 4½ in., $1.40; 6 in., $1.60; 8 in., $2.45 dozen.

Safety Hasps—No. 915—3 in., $2.60; 4½ in., $3.30; 6 in., $4.70 dozen.

Shelf Brackets—No. 140—3 x 4, $1.00; 4 x 5, $1.35; 5 x 7, $2.05; 6 x 8, $2.55; 7 x 9, $3.05; 8 x 10, $3.60; 10 x 12, $5.10; 12 x 14, $7.65 dozen pair.

## *Screw-Drivers and Wrenches Are Higher*

**Winnipeg.**

SCREW DRIVERS.—Perfect Handle screwdrivers, wrenches, cold chisels, etc., show a further advance during the week of 10 per cent., and are selling today as follows:

Screw Drivers—No. 609—2 in., $4.55; 4 in., $4.55; 5 in., $5.35; 6 in., $6.45; 8 in., $8.60; 10 in., $10.75 dozen.

Monkey Wrenches—No. 615—6 in., $15.00; 8 in., $18.00; 10 in., $22.00; 12 in., $28.00; 15 in., $38.00; 18 in., $48.00 dozen.

Perfect Handle Pipe Wrenches—No. 643—8 in., $1.50; 10 in., $1.75; 14 in., $2.25; 18 in., $3.00; 24 in., $4.50 each.

Sharpen Eze Cold Chisels—No 17—½ in., $2.45; ⅝ in., $3.50; ¾ in., $5.10; ⅞ in., $7.25; 1 in., $8.50.

Sharpen Eze Cape Chisels—No. 18—½ in., $2.45; ⅝ in., $3.50; ¾ in., $5.10.

## *Big Advance Made In Bench Axes, Adzes*

**Winnipeg.**

BENCH AXES, ADZES.—Prices on bench axes show an advance this week of approximately 75 per cent. over former quotations, and as explained by the manufacturers the revision simply brings this commodity up to the point where prices show only a very nominal profit, this line having been sold formerly at a loss. To-day's prices are given as follows:

Bench Axes, No. 2, $20.00; No. 3, $22.50; No. 4, $24.50; No. 5, $27.00 doz. Carpenter's adze and broad axes also follow last week's advance in axes and are quoted to-day at the following prices: Carpenter's adze, $27.00 dozen. Broad axes, 6-7 lb., $55.00 dozen.

## *Stiff Advance in Holstein Cow Bells*

**Winnipeg.**

HOLSTEIN COW BELLS.—Holstein cow bells show a rather stiff advance this week, moving up from 10 to 15 per cent., based on new prices issued by manufacturers, and is due to increased production costs, to-day's discount being 10 per cent. on list, making the net prices as follows:

Holstein Cow Bells, No. 7, $2.75; No. 6, $3.30; No. 5, $4.40; No. 4, $5.50; No. 3, $6.60; No. 2, $8.80; No. 1, $11.00; No. 0, 13.20 dozen.

## *Linseed Oil Prices Are Holding Firmly*

**Winnipeg.**

LINSEED OIL.—Linseed oil prices hold firm on the local market at former quotations, with no indication of any drop. Sales are reported fairly brisk for this season of the year, while stocks are about normal. To-day's prices are confirmed as follows: Raw linseed oil in barrels, $2.75 gallon; boiled linseed oil in barrels, $2.78 gallon.

## *Turpentine Prices Holding Unchanged*

**Winnipeg.**

TURPENTINE.—Turpentine prices show no change during the week, holding firm with no indications of any revisions. To-day's market prices are given as follows:

Barrel lots, $2.65 gallon; ½ barrels, $2.68 gallon; 5 gallon lots, $2.70 gallon; 1 gallon lots, $2.70 gallon, plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURGH, Nov. 19.—Few union coal miners have returned to work since the officials of the United Mine Workers recalled their strike order under compulsion of the Federal court, but the steel industry is no longer seriously concerned since it is regarded as settled that enough coal will be mined to enable consumers to get along. There are stocks of coal of considerable magnitude, and there is heavy production at the non-union mines, this including the whole Connellsville district, which ships as much coal now as it makes into coke. Coal which the railroads have held instead of delivering it to consignees is likely to be released as occasion requires.

### Steel Strike End in Sight

The virtual end of the steel strike is in sight. The strike is now in its ninth week, and in the past three weeks men have been returning to work more and more rapidly in all but one of the affected districts that remain, the exception being the Wheeling district, which remains tightly closed. Operations are increasing rapidly in the Mahoning valley, more than 50 per cent. of the blast furnace capacity being in operation,

against about 90 per cent. just before the strike, while in Eastern Pennsylvania nearly as good a proportion. The Chicago-Gary district is rapidly approaching normal, while at Cleveland and Buffalo operations are increasing at a good rate. Western Pennsylvania has been practically free from strike for several weeks except in two spots, New Kensington and Monessen. The entire south has been running full throughout the strike, while in Eastern Pennsylvania. the same is true with two or three trifling exceptions.

### Supplies of Steel

Of course the steel market presents some appearance of there being a great shortage. Consumers are paying premiums for early deliveries of several descriptions of finished steel, and some buyers, particularly foreign buyers, find it almost impossible to make any purchases. The United States Steel Products Company, the export organization of the Steel Corporation, withdrew from the export market about a fortnight ago, and since then the Consolidated Steel Company, the company formed under the Webb Act and representing almost all the large independents, has likewise withdrawn from the export market. One of the large automobile makers is reported to have offered $30 a ton premium for steel sheets for bodies. Sales of black sheets on the basis of $4.50 to $4.65 for 28 gauge, or $2 to $5 a ton premium, have been common. Bars, which are officially 2.35c have readily brought 2.50c and more.

Making a general survey of the situation, however, and counting up the tonnage sought to be bought in proportion to the tonnage being produced, there is no wide scarcity of steel products. It is rather a small scarcity, very acute where it exists at all. In other words, a close estimate can be made that from the date of the strike, September 22, to date, the production of finished rolled steel has been between 2,000,000 and 2,500,000 gross tons less than it would have been if the rate of production in the first three weeks of September had been continued, nd there is no demand in the market for anything like such a tonnage of steel.

It does not follow by any means, however, that steel would have become a drug on the market if no strike had occurred. Jobbers and consumers had stocks, partly normal stocks and partly stocks built up in anticipation of a strike, for it must be understood that this strike, perhaps a much greater one than occurred, was expected, though nothing was said publicly about it beforehand by either manufacturers or consumers. Furthermore, the existence of the strike has caused many who would otherwise have been in the market to hold back, this applying particularly to those who had building projects. Finally, the strike occurred at the best time of year for producers and consumers in many lines. Thus the canning season was over and mill shipments of wire products for the usual fall distribution were ended. The pressure for deliveries of automobiles had begun to ease off, and the best time of the year for the inception of building operations had passed.

The strike, as a strike, will probably be practically over in two or three weeks, except possibly for the Wheeling district, but steel production will be restricted for a long time to come, through working forces being so disorganized. There will be after the strike, as there was before the strike, labor shortage, and there will be a desire on the part of the manufacturers to establish an eight-hour turn in place of the present twelve-hour turn, something that would require many more men if the entire mill and furnace capacity were to be operated.

With stocks exhausted all along the line and with various industries requiring much more steel in spring than in winter, and with the railroads likely to enter the market after their long absence, there is bound to be a very heavy demand for steel, a demand greater than can be supplied. The lucky consumers are those who are recognized regular customers of those large mills that are adhering to the March 21 schedule of prices and are willing to book their customers for additional tonnages, for 1920, as shipments are made on their present contracts. The casual buyer, or the buyer who has been in the habit of shopping around among mills seeking the most favorable turns and buying now from one mill and now from another, has practically no chance in the market at present, and is not likely to have much chance for months to come.

Many of the smaller independent mills have advanced prices. This means in substance that they are charging delivery premiums, as long as there are other sellers who will take business from old customers at March 21 prices. To what extent the large independents will do the latter is not known, but what the Steel Corporation has done is shown in its unfilled tonnage statement for October, made public last week. This statement showed unfilled obligations. at the end of October of 6,473,668 tons, representing an increase of 188,030 tons during October. As the Corporation's shipments in October were between 700,000 and 800,000 tons, probably close to the latter, its bookings in the month were nearly a million tons, and it is positively certain that none of this business was done at above the March 21 prices.

Except to an extent in Bessemer and basic iron there is no restraining influence in pig iron as there is in steel, and foundry pig iron continues to advance apace. A prominent merchant firm which buys and sells pig iron and also acts as agent, calls the valley market on foundry iron $34 at furnace for silicon 1.75 to 2.25 per cent. and $26 for silicon 2.25 to 2.75 per cent., with malleable at $33. The The $34 compares with $26.75 for the same kind of iron by the March 21 schedule. A prominent producing interest calls basic iron $27.25, valley and Bessemer $28.50, but one would have to be a customer of long standing, no doubt, to be able to buy at such prices.

The prices for foundry and malleable quoted above are, it is true, for early deliveries, and thus they might be considered premium prices, for delivery, were it not that there are no sellers for extended delivery and it is difficult to call a price a premium price when it cannot be stated over what price it is a premium. It appears to be a case of team work among the furnaces, to get a prompt market established and then endeavor to sell for extended delivery at the same prices.

## ENTHUSIASTIC OVER CANADA'S FUTURE

(Continued from page 51)

Country shortly, expecting to sail on the 25th of this month. He is enthusiastic about the future of this country, providing good relations can be maintained between the employers and labor. It is worth noting, in this respect, that the Baldwin plant, which employed at Swansea some fourteen or fifteen thousand hands, had no strikes during the war nor since, and good relations are maintained between the company and its men. It will be necessary for the Baldwin organization to bring to this country a number of skilled workmen, including those who will be in executive capacities.

## CONDITIONS AT SHEFFIELD

A report from Sheffield regarding business conditions says:

The rolling mills have as much work offered as they can deal with, a large proportion of it coming from overseas sources. The steel and iron foundries are still idle owing to the moulders' strike, and the prolongation of this dispute is causing heavy financial losses to industry and holding back the development of important trades. Engineering operations are gradually coming to a standstill. Another effect of the strike is the marked falling-off of orders for files and various small tools used in the engineering shops. The open-hearth furnaces are not fully employed, but the demand for billets is considerable. Local firms are not troubled with foreign competition on any considerable scale.

## HARDWARE LETTER BOX

((Continued from page 54)

ren Manufacturing Co., Chicago, also make these.—Editor.

Kent, Garvin & Co., Ltd., Hamilton, Ont. Please inform us who to get in touch with for electric grinders suitable for concrete walls and ceilings.

Coates Clipper Manufacturing Co., Worcester, Mass., or A. R. Williams Machinery Co., Ltd., Toronto, can supply these.—Editor.

### Sterling Silver Goods

R. A. B. Fleming, Ayr, Ont. Please advise where I can procure sterling silver goods.

The Meriden Britannia Co., Hamilton, Ont.; Standard Silver Co., Toronto; and Canadian Wm. A. Rogers Co., Toronto. —Editor.




# The World is Painting: Buy Early

## Conditions Make It Imperative to Secure Wants Early if Demand is to be Met—President of Sherwin-Williams Company Sees Great Expansion of Industry

(Based on an interview with WALTER H. COTTINGHA M, President the Sherwin-Williams Company, by A. H. ILLSEY of Hardware and Metal.

"MANUFACTURERS have been urging the dealer to buy; to protect himself by making his purchases without delay. Now that the dealer is persuaded that he must buy, and that it is good policy to buy, will the manufacturer be in a position to meet the enormous demand that is developing?"

In answer to this query of HARDWARE AND METAL, Mr. Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Ltd., acknowledged that it was a big question, but unhesitatingly asserted that only one kind of advice could be commended to the retailer, that of buying early, and without delay. It is the man with the goods to deliver who will get the business, regardless of price, he says, for there will be a big demand and this obtains everywhere.



*WALTER H. COTTINGHAM*
*President of the Sherwin-Williams Company.*

"In England, for instance," he said, "I observed that a great deal of painting was being done, and especially in the east end. Work that had been put off for a long time was now being undertaken for the first time since the beginning of the war, and this will continue for a while; it simply could not be deferred any longer.

### SOME OF THE DEMANDS

In looking at the requirements from a broad standpoint, Mr. Cottingham referred to the enormous quantities of paints and varnishes, as well as other finishes, which were required by the big industries. One of the biggest users of these products is, and will continue to be, the automobile manufacturers. Then there are the railroads. These customers are large buyers, but, in common with the rest of the big users, they have been dilatory in painting rolling stock and other equipment. Now this must be given attention. Not only is this true of Canada, the United States, and Great Britain, but on the Continent of Europe. This one outlet will take huge quantities of all kinds of paint products. In addition, there will be a tremendous call from the shipping industry, for, here too, the up-keep of boats has been neglected. And, of course, there are innumerable manufactured products that must be treated with some paint products, or several. Combined, the total requirements will, obviously, be very great—probably greater than they have ever been in the history of the trade. It does not take much meditation, therefore, to indicate the necessity of placing orders early.

### WHAT OF COMPETITION

Mr. Cottingham recently spent some weeks in Great Britain, and returns with the conviction that there will be plenty of business for all during 1920, and perhaps for a longer period. The havoc wrought by the war, or more correctly, by the lack of attention ordinarily paid to the preservation of property, was so great that it cannot be recovered immediately. Only in a gradual manner can this work be overtaken, and for the coming year there will be great activity.

In this connection Mr. Cottingham referred to Germany, one of the large producers of white lead. In addition to producing for her own requirements, and which of course are very great, she usually exports large quantities, but it is doubtful if she will be able to cater to outside demand just now. There is no immediate reason to anticipate unsatisfactory competition from that source, therefore.

And then, as was further pointed out, there is really a shortage of pig lead at the present time, taking a broad world view. It will be some time before the needs can be satisfied and surplus of the product afforded.

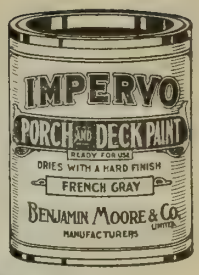
### WHAT OF CONTINUED EXPORT?

Asked as to the prospect of Canadian paint makers continuing to serve export markets as they are







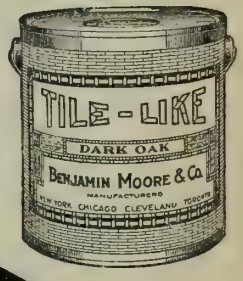



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Benjamin Moore & Co., Limited
TORONTO






doing at the present time, Mr. Cottingham stated, that he did not look for a big permanent business. This business may continue to come here for a time, but not indefinitely; the matter of competition will eventually probably eliminate Canada from catering to this business on a big scale. For instance, it is less costly to manufacture in Great Britain. Even now, wages, said Mr. Cottingham, are lower there than they are in Canada, and it also is possible to manufacture more cheaply there. Raw materials are, in many instances, less. And with intensified home demand, there will, Mr. Cottingham thinks, be plenty of demand for all production.

Continuing, HARDWARE AND METAL asked if the Canadian paint manufacturer would likely be in a position to take care of this export business. He said it was doubted if this would be possible on a large scale, in view of the needs from a domestic standpoint. The home requirements will be met first, and it is a question if there will be a great deal of surplus for export markets, anyway.

### CALLS FOR EXPANSION

In view of the demands which have been outlined in the foregoing, the question naturally arose — "What of the future?"

To this Mr. Cottingham replied, that, as far as his Company is concerned, there will be expansion all round. Additions will be made to the Montreal plant, and in England and also in Australia, the plants will be enlarged. Already, the various plants are well taxed to meet present requirements, and it is in order to take care of the new business that now offers that the additions are being made. At Montreal, as previously outlined in HARDWARE AND METAL, a considerable increase in storage capacity will be provided.

The Australian business, and which was originally a development from the Canadian company, has shown great growth. Asked as to whether the factory there was able to cater to a portion of the trade in countries nearest it, Mr. Cottingham said that the needs of the Australian field were great and quite sufficient to absorb all the product made there. And as to the advantage in manufacturing in the far Southern Commonwealth, Mr. Cottingham said that this field was well situated, in several ways, to developing paint manufacturing. There are, in the first place, great lead mines there, some of the best in the world. In addition to this, it is not a difficult matter to obtain the needed supplies of linseed oil from India. These two factors are very favorable to the expansion now projected.

Of course, while the Sherwin-Williams Company have been developing the Australian field for several years, and are said to have been the first to establish there, other British manufacturers are now planning to locate there and to manufacture.

### STILL SOME DIFFICULTIES

In looking ahead, and seeking to determine the trend of the market, it is to be borne in mind that there are still some difficulties which must be met and, if possible, overcome.

Raw materials are not obtainable yet as they are in normal times. Linseed oil is, and has been scarce. Whether it will be available in the necessary quantities as the season of heavy demand approaches, still remains to be seen. Reports are still incomplete, and the present indications are those of a strong market. Then again, lithophone, very extensively used to-day, is still scarce, while turpentine holds at a decidedly high figure and will perhaps continue to be high.

Added to this, the scarcity of lead, and with little time in which to provide an excess over the manufacturers' demands, (for his active manufacturing season is here), there is every reason to give these facts due consideration in planning forward. Wages, of course, will continue to be a big factor in the ultimate cost of the manufactured product.

### BRITAIN IS STRONG

Referring to the feeling in Great Britain, as to the prospect of returning trade, Mr. Cottingham is convinced that, even while the war was on, the Old Country was not asleep. The Englishmen, he pointed out, was, and is a most modest individual. He is almost a pessimist, even while things may be going well with him. He will be discussing business questions, and perhaps is doing well, but says little about it; is inclined to discount himself very much. In contrast with his American business friend, he is quite the opposite.

Mr. Cottingham observed this peculiarity while in London, and where the clubs and cafés are filled with men from all parts of the Continent and elsewhere, talking over big business matters and making plans. And, as to the ability of Great Britain to again take her place as a factor in world trade, there is no question; as a matter of real fact, she has not lost it. Furthermore, she is looked upon as a wonderful nation after her performance in the war. The greatness of her burdens have not killed her; they have rather shown the world what a wonderful nation she has always been, concluded Mr. Cottingham.









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"Save the surface and you save all" *Paint & Varnish*

# "The Right Paint to Paint Right"

is a short, right-to-the-point description of what Ramsay's means to the consumer. And what it means to the consumer is what your paint business hangs on—it certainly pays you to handle Ramsay's—pays now and in future business growth.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

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*Edmonton District :*
*Revillon Wholesale Limited, Edmonton*

*Calgary District :*
*The McDonald-Baker Co., 818 8th Ave., W., Calgary*

*The H. L. Perry Co., Limited, Winnipeg*
*Manitoba and Saskatchewan District*

# Glidden Co., Ltd., Planning Further Expansion

## Erection of Large Factory at Toronto for the Manufacture of Insecticides is Contemplated—Manager Higgins Sees Record Paint and Varnish Business Coming in 1920

IN addition to the large extensions of the Canadian business of the Glidden Co., Ltd., Toronto, referred to in a previous issue of HARDWARE AND METAL, the firm is planning a further important development in the shape of a new plant for the manufacture of insecticides. This will, it is expected, be proceeded with next year and completed in good time to take care of the business of 1921.

"We believe there is a splendid business to be developed in this line," said Mr. Guy Higgins, manager of the Glidden Co., Ltd., in discussing the situation with HARDWARE AND METAL. "Business in all lines has been exceptionally good. This season's record will be at least fifty per cent. greater than that of last year. We have just finished adding another storey to our main factory in order to facilitate manufacture, and we are now manufacturing all our lines in Canada, except insecticides, and plan to do that as quickly as possible."

**Big Business Ahead**

"It looks to me as if the business of 1920 is going to break all records. There is no question that stocks all over the country are low. An enormous amount of painting has been put off because of difficulties in obtaining labor to do it and also by some in the hope of lower prices. In addition to these factors will be the demand from the building trades, and present indications are that 1920 is going to see all building records in Canada shattered.

"As far as prices are concerned, I do not see the slightest indication of any reduction. Take the matter of turpentine, for instance, which enters into the manufacture of paint. There is a short crop in the South and an enormous home demand. In addition Germany, who before the war was the largest individual buyer of turpentine in the world, is completing arrangements for credits and will call for large amounts. Then there is a big demand for linseed oil and other raw materials required in paint manufacture.

**Export Demand Active**

Mr. Higgins stated that the firm is constantly receiving large orders for its products from overseas points, and mentioned Australia, South Africa, South America, Java and Sumatra as places to which heavy orders for goods are being sent.

The Glidden Company, Ltd., is now occupying more than ten times the manufacturing space it had when it came to Canada in April of 1910 and purchased the factory of the Blackwell Varnish Co. in West Toronto. The recent addition of a ready-mixed paint line to the Company's list of products, and the proposed addition of insecticides, is an indication of the Company's faith in the future of the paint, varnish and allied trades in Canada.

# New Paint Plant Nearing Completion

## Entry of Hardware Wholesaler Into Paint Manufacturing Field an Interesting Development—Will Make Two Grades of Paint

WITH the near completion of the new paint factory of the Marshall, Wells Co., Ltd., at Winnipeg, the hardware trade will watch with interest the entry of a Canadian hardware wholesaler into the paint business. The new plant is to be equipped with strictly modern machinery, and deliveries are to be made towards the end of the year. Two grades of ready-mixed paints will be manufactured, the highest grade line under the name of "Marshall's First Quality." The second grade, it is expected, will enable the hardware merchant to compete more successfully with mail-order house competition when a cheaper line of paint is required by customers. Arnold Smith, who is in charge of the new plant, states that a complete line of ready-mixed paints and sundries will be produced at the new plant.

The progress of this new department of the hardware business will be watched with interest. It is stated that economies can be effected for the hardware merchant through purchasing paint from a hardware jobber, and concentrating the bulk of his business both in hardware and paints through one house. Whether or not this will work out remains to be seen. It is known that at least one large hardware jobbing house in Eastern Canada has, on a number of occasions, taken up the matter with a view to manufacturing and selling paint in the East. The war interfered to a great extent with the plans, but with the approach of normal conditions the question may be revived.

### MARITIME PAINT MEN PLANNING CAMPAIGN

Halifax.—The representatives in the Maritime Provinces of the paint and varnish industry met at the Board of Trade to discuss the "Save the Surface" campaign, and outline plans for developing it in the Maritime Provinces. Mr. Cyril Stairs, of William Stairs, Son & Morrow, occupied the chair. In addition to the representatives of the various paint manufacturers there were also present Messrs. M. O. Crowe, of Crowe Bros., and H. N. Stevens, of Douglas & Co., Amherst, representing the Wholesale Hardware Association, and Frank Reardon, representing the decorators.

Lionel Benison, of Montreal, outlined the "Save the Surface" campaign and its purpose. He told of the different methods being adopted throughout Canada to develop and foster this conservation movement. After a general discussion it was unanimously decided to bring the Maritime Provinces into line with the rest of the country, and a committee of ways and means was appointed. The committee consists of J. Ryan, chairman; W. Walsh, A. J. Taylor, George Helliar, J. Cleveland, F. R. Crafford.

### STILL ANOTHER PAINT COMPANY

Scarfe Varnish Company, Brantford, Ont., are building an addition to the present plant, and intend to enter the ready-mixed paint field. According to Mr. Reg. Scarfe, the company expects to begin production early in the new year.

### CONSULTING WITH DEPT. HEADS MAY PREVENT MIX-UPS

In conversation with the manager of a paint department in a large retail store, a representative of HARDWARE AND METAL was interested in the observations made by this department manager.

"How do you find the paint business and how has business been during the past season?" was asked.

"It has been rather poor lately, although there was a pretty good season. We have not had the stock as we needed it and the trouble has been that of not having on hand what was called for. For instance, a man would ask for a gallon of paint, and we would often have to take half gallons to make up the quantity wanted, likewise with half gallons and quarts. We have not been at all satisfied with the stock which the management has allowed us to buy and the customer does not like it if he asks for a half gallon, and is given two quarts."

Here is a case in point where the general management of a retail business should, obviously, confer often and closely with the department managers. He is in touch with the customer and knows what the customer wants. If his advice is not taken there is a big chance of difficulty arising, just such as was outlined above. It would seem good policy and more profitable in the long run for the proprietor to place more responsibility upon department managers, permitting them to make selections which they know will meet the needs of customers with whom they are dealing.




# Refinishing Jobs

Much of the varnish sold by the dealer is used for refinishing purposes, and is bought by consumers who are not finishing experts. It is to such consumers that Berry Brothers' Varnishes, Stains and Enamels are especially adapted.

While "Berry" finishes have been for a great many years appreciated by the experienced painter because of their uniform quality, their easy working and excellent drying properties are additional buying inducements among house owners who are unskilled with the varnish brush and do their own refinishing

**Partial List of Distributors of Berry Brothers' Products**

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

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Liquid Granite FLOOR VARNISH
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# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, November 20.—The feature of the week is that of an advance of one dollar per cwt. for standard grades of white lead in oil. While the market has been firm, paint men generally expressed their belief that there would be no increases of price at this time, and looked forward to the market holding until the 15th of December. Higher pig lead and unexpected holding of the spot oil markets have been contributing factors in the advances made.

Linseed oil is 5 cents a gallon higher, and there has been no relief in the matter of seed supply. Some now question the likelihood of early $2 oil.

The differentials have been advanced on half-barrel putty containers, and on one and two-pound containers the prices are higher, and all is attributable to the higher cost of containers. Turpentine is unchanged, as is also mixed paint.

### *Slight Advance is Made on Linseed Oil*

**Montreal.**

LINSEED OIL.—The markets are very much different than what it was anticipated they would be by this time. Seed deliveries have been very uncertain and little or no improvement is manifest. As a consequence, crushers have no improvement to report. Prices have, as a matter of fact, slightly advanced, and the present market is based at $2.32 per gallon for raw, and $2.34½ for boiled. Some question very much whether the $2 mark will be reached, as it was freely predicted awhile ago it would.

| | Imp. Gal. |
|---|---|
| **Raw—** | |
| Single barrels | 2 32 |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |
| **Boiled—** | Imp. Gal. |
| Single barrels | 2 34½ |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |

**NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.**

### *Turpentine is Firm And Price Unchanged*

**Montreal.**

TURPENTINE. — The market is steady and the basis entirely unchanged. There is not a great deal of demand, and supplies are therefore ample to meet present needs.

| | Imp. Gal. | |
|---|---|---|
| **Turpentine—** | | |
| Single barrels | 2 35 | 2 45 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Differentials Are Somewhat Higher*

**Montreal.**

PUTTY.—The only change made in the putty markets this week is that for the differentials on half barrels and 1 and 2-pound cans. This is due, entirely, to the increased cost of these containers. The half barrel price per 100 pounds, on less than ton lots, is now $6.30, while that for 1 and 2-pound tins is advanced to $10.20. This is the only change made, the larger quantity purchases taking the differential obtaining heretofore.

| | 5 ton | 1 ton | Less Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 50 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 50 | 5 10 | 5 40 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 10 | 7 40 | 7 70 |

**Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.**

**Glaziers' putty—$1.60 per 100 lbs. advance on above prices.**

**Terms—2%, 15 days, net 60.**

### *An Advance is Made For White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—Quite contrary to expectations, an advance has been made in the price of white lead in oil. It has been pointed out in HARDWARE AND METAL that the market was firm, but a wide enquiry last week revealed the fact that nearly all jobbers expected prices to hold until the 15th of December. Continued advances for pig lead and high market prices for linseed oil are the contributing factors in effecting the advance now operative. This amounts to $1 per cwt. on standard brands and to 50 cents per cwt. on "grade" leads. The new prices effective, therefore, will now be: Five ton lots, per 100 pounds, $16.50; ton lots, $17, and smaller quantities $17.35. These prices are operative unless something unforeseen intervenes, until May 15 next.

### *Mixed Paint Sells In Seasonable Lots*

**Montreal.**

MIXED PAINTS.—The market conditions are steady, and for this time of the year the output is maintained on a very satisfactory basis. Orders are reported satisfactory as against spring requirements, and the dealers have been ordering quite freely from points to which shipment is made in the fall, to take care of early spring sales.

## TORONTO

TORONTO, Nov. 20.—Linseed oil maintains its present price and no lower prices are expected for a few weeks at least. The crushers, it is stated, are not getting the quantity of seed they expected and which they require. Seed remains at a high figure on the market. The quotations are $2.52 to $2.60 for raw and $2.55 to $2.63 for boiled.

Paint is reported to be moving well and so far exceeds last year's sales. Spring bookings are very active and dealers are buying with more confidence than last year.

White lead in oil shows an advance this week of $1.00 per 100 pounds, and is now quoting at, ton lots, $17.35, and less than ton lots, $17.70.

Turpentine is not showing any change yet, but the market is very certain and it all depends on certain conditions whether it will go up or down. There were a great many deals hinging on the ratification of the peace treaty, and as it was not signed there will no doubt be many changes, as it was generally felt that it would go through almost immediately. The stocks in the South are very low, it is stated, and if the peace treaty had been signed the demand was looked to exceed the supply. Many are under the impression that the supply of turpentine is normal, it is thought, and the large shipments of scrapings which are coming through is thought to be the reason for thinking so, it is stated, though, that this season has been a long one and the weather ideal for getting this out.

Jobbers state they are well equipped to handle orders locally for some time to come as they have stocked heavily in view of the present shortage. The quotations are $2.45 per barrel.

### *Turpentine Scarce; Price Remains Firm*

**Toronto.**

TURPENTINE.—No change in price is noted in turpentine on the local market. The situation, though, is in a state of unrest, owing to the peace treaty not being ratified, as a number of large deals are hinged on the signing of the treaty. The shortage of turpentine in the South is very noticeable, some are lead to believe that large shipments are coming, but it is stated that most of this is scrapings, which are moving




# This Can on your shelf brings customers into your store

The exceptional quality of B-H Paint is so well known all over Canada that you will make sales as a matter of course.

Hundreds of agents up and down the Dominion have proved it a steady general business builder—why not you?

**Write for the B-H proposition —it will pay you.**

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

earlier this year, owing to a favorable late season. Quotations are as follows:

| Turpentine— | Imp. gal. |
|---|---|
| 1 barrel (barrel included) | $2 45 |
| 2 to 5 barrels (barrel included) | 2 44 |
| 5 gallon lots | 2 55 |

## *White Lead Up* $1.00 *Per* 100 *Pounds*

**Toronto.**

WHITE LEAD IN OIL shows advance of $1.00 per 100 pounds. This is, no doubt, due to the high price of linseed oil. Pig lead is much higher and general production costs considerable more than formerly. The price quoting now is: less than one ton lots, $17.70; ton lots, $17.35.

## *New Linseed Oil Firm Unchanged*

**Toronto.**

LINSEED OIL.—The new oil for spot delivery is holding very firm and the tendency is a higher one, although a lower price would not be surprising in the course of a few weeks. The crushers, it is stated, are unable to get the seed in any quantities. The continued high price of seed on the market also continues to be a factor. The quotations are as follows:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | 2 52 | 2 60 |
| 3 to 5 barrels, gal. | 2 51 | .... |
| 10 barrels and over | 2 49 | .... |
| | Boiled | |
| 1 to 2 barrels, gal. | 2 55 | 2 63 |
| 3 to 5 barrels, gal. | 2 54 | .... |
| 10 barrels and over | 2 52 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

## *Prepared Paint Showing Good Demand*

**Toronto.**

PAINT ready mixed is reported to be moving in good volume and manufacturers state that this is the best season they have had for some time. It is believed they state that owing to so many dealers being fooled last year they are taking more precautions this fall and are booking ahead for spring with more confidence. Prices remain firm but show no changes although it would be hard to say what will hapen in the near future, especially since white lead has advanced.

## *Plate Glass Advances* 10 *Per Cent.*

**Toronto.**

PLATE GLASS shows an advance this week of 10 per cent. The market has been firming for some time and the scarcity is beginning to be more seriously felt each day. One large jobber stated to HARDWARE AND METAL that it would be a year at least before the situation would be relieved. Belgium is practically out of the market for the present at least. It is said they are not accepting bookings for future delivery. the assumption being that they are booked to capacity, and that their Government allowed a small percentage to come to Canada to link up with their old established trade.

It is estimated that 90 to 100 million feet of plate glass alone will be required for the year of 1920, and the estimated production will not be more than two-thirds of this. Jobbers state they are anxious to keep prices down to as low a level as possible, and it has been noted that prices for glass in some of the American cities are higher per sq. ft. than in Canada. The prices now quoting are over $100 gross list. 10 per cent. off f.o.b. car destination under $100 gross list net list. On glass delivered north and west of North Bay freight charges are added from North Bay to destination.

Putty prices are as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

# Active Demand for Glass is Expected in 1920

## No Possibility of Any Lower Prices, Says Pittsburgh Firm in Letter to the Trade

THE Johnston Brokerage Co., Pittsburgh, Pa., has sent the following letter to the trade regarding the outlook for glass:

To the Trade:—

The present operating period will terminate December 8, and many of the factories will have their glass made before that date and have business sufficient to take their product until they close down. We don't wish to decline business, but for a few days we will be unable to know time of delivery on orders sent us or specifications submitted for quotation. A great deal of this business will have to be produced in next blast. The information we get is that the factories will start up on the 1920 blast the early part of January. The Wage Committees are holding a preliminary conference today, and we will know more about the situation a little later in the week. While we expect to be able to take care of any normal demand and make deliveries within a reasonable time, at least as soon as any of our competitors, we thought a little explanation as to the situation at the factories would be fitting.

On heavy glass we are compelled to withdraw quotations. We can furnish a limited quantity of 34 and 39 oz. glass, but before definitely accepting same, we would like specifications to be submitted and we would advise what we could handle, time of delivery, and name prices.

We have some glass in stock, and a fair amount of first three bracket single, but at the rate this glass is moving it will soon be exhausted. It looks as though there would be a strong demand for window glass in all sizes and qualities for several months, which will take such glass as is on hand and what we produce for a considerable period. We don't think you would make any mistake in anticipating your needs, even in small glass. There is absolutely no possibility of lower prices, as the workmen are contending for increased wages, and other costs, such as lumber, fuel, etc., are higher, and we all feel more or less uneasy over transportation matters. If anything like the demand develops that is predicted by contractors, sash and door houses and glass distributors generally, those who have well-assorted stocks in their warehouses are going to get the preference in the large business that we will enjoy in 1920, and which we are in the midst of at the present time.

### BUILDING FIGURES SCORE NEW RECORD

Montreal's building permits are rapidly increasing, and show big gains over previous months. Up to November 11, permits totaled no less than $395,620. These provided for twenty-six houses, thirty-four dwellings, four stores, two warehouses, three factories, and seven garages. Permits for repairs during this period totaled upwards of $50,000. At this rate there would be in all probability upwards of half a million dollars' worth of property for which permits were issued within the first half of the month.

The largest building permit of the present year to date was for $200,000, granted to the Alaska Bedding Company of Montreal. This building will be three storeys high and will occupy an area of 280 by 80 feet.

It begins to look as if the builders' supply trade for 1920 will be a bummer. It will be well worth the while of dealers to look into their requirements and to anticipate these early. All indications point to an active season next year, and it is the man who has the stock on his shelves who will receive the business and reap the profits.

### ALBERTA WANTS A SHARE

EDMONTON.—A deputation from the Municipalities of Alberta Convention has asked Premier Stewart that steps be taken to secure Alberta's share of the $25 000 000 which the Dominion Government has set aside for the Provincial housing scheme, and to make it available for the purpose intended. Alberta's share on the population basis was placed at $1,500,000. The Premier expressed his willingness to take the matter up, but said that a Provincial scheme might be devised that would be even better for the local situation than that offered by the Dominion.

# Brushes Built for Real Service

## Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

**PAINT BRUSHES**

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover—**anything**—and yet retain their usefulness.

**There is nothing known that will cause the bristles to come out.**

The composition used in Simms brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

***Our other products are also of the same high quality***

| | | |
|---|---|---|
| Brooms | Shoe Brushes | Lather Brushes |
| Whisk Brooms | Stove Brushes | Scrubbing Brushes |

**Order from our nearest branch.**

## T. S. SIMMS & CO., LIMITED

**Makers of Better Brushes and Brooms for 54 Years**

Head Office: ST. JOHN, N.B. MONTREAL LONDON TORONTO

# Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

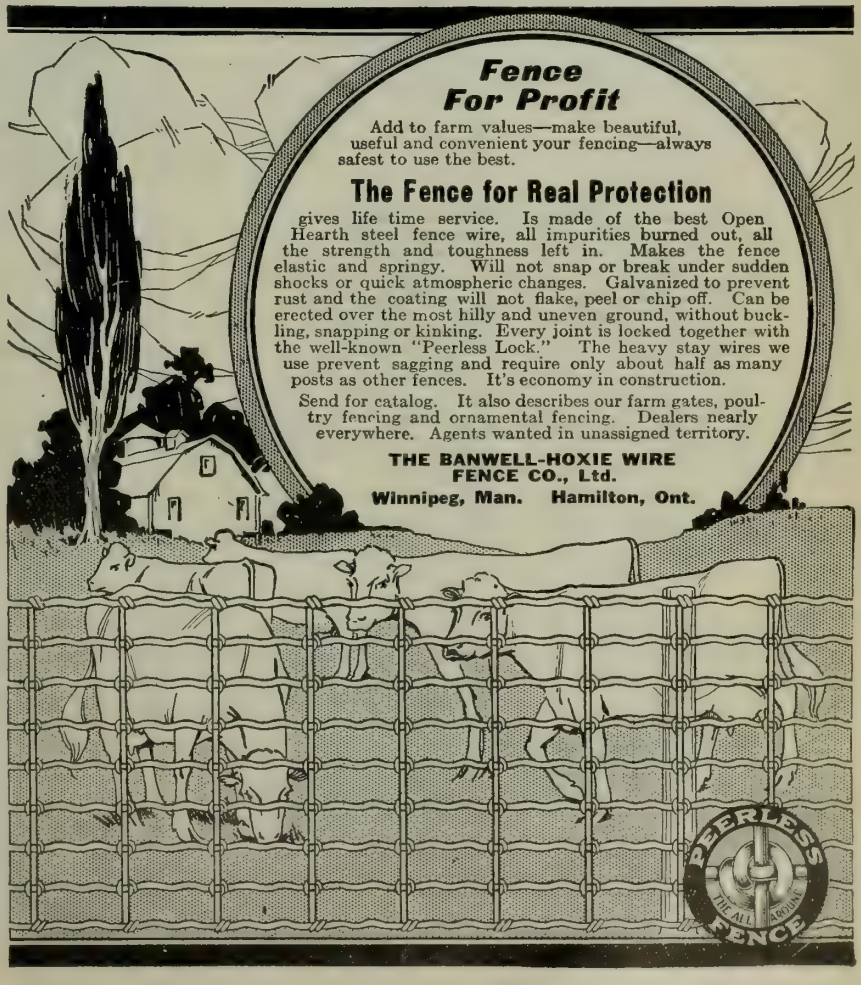
***Try It Out.***

**Hardware and Metal**

***Classified Advertising Section***

143-153 University Ave., Toronto

**Have You Received Hardware and Metal Stock Electro Catalog?**



# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — B.B. Caps, 10%; C.B. Caps, 5%; 22 short, black, 22 long, black, 22 long, smokeless, 5%; 22 short lesmok or 22 long lesmok, 5%; 22 short, smokeless, 15%; 22 long rifle, black, 22 long rifle, smokeless, add 10—2½%; other rim fire, add 10%; centre fire pistol, add 62½% list; centre fire sporting, add 90%; shot cartridges, same as ball; brass shot shell, 5%; primers, add 62½% list; empty shot shells, add 15%; blanks, add 50%; bullets, add 67½%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells, "Crown" Black Power, 32½% on list "Sovereign" Bulk Smokeless Powder, 20%; "Regal" Dense Smokeless Powder, 20%; "Canuck" Shells, Smokeless, 20%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver.
Ford's Auger Bits.
Gilmour Auger Bits.
Gilmour Car Bits.
Gilmour Eye Augers.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz. | | 20 00 |
| No. 3, doz. | | 22 50 |
| No. 4, doz. | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | Dozen |
|---|---|
| No. 1 | $ 9 60 |
| No. 2 | 12 00 |
| No. 3 | 9 60 |
| No. 4, 4 ft. high | 12 00 |
| No. 5, 5 ft. high | 14 00 |
| No. 6, 6 ft. high | 16 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $ 4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1 | $21 00 |
| No. 31 | ..... |
| No. 32 | ..... |
| No. 35 | 32 00 |
| No. 36 | 36 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 65%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 41 |
| Rods, base ½ to 1 in., round | 0 39 |
| Tubing, seamless, base | 0 46 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 80 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%.
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in. | 10.75 | 13.50 |
| ½ in. | 10.35 | ..... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | ..... | |
| ⅞ in. | ..... | |
| 1 in. | ..... | |

F.O.B. Toronto.

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in. | 10.25 | ..... |
| ⅜ in. | ..... | |
| 7-16 in. | ..... | |
| ½ in. | ..... | |
| ⅝ in. | ..... | |
| ¾ in. | ..... | |

F.O.B. Toronto, Montreal.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 85c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $27.00; No. 1, $32.40; No. 2, $38.90; No. 3, $51.85.

F.o.b. Montreal, Toronto.

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 40 | 0 42 |
| Soft sheets, base 16 oz. and heavier | 0 40 | 0 43 |
| Tubing, lb. | 0 45 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 0 80 |
| No. 7, lb. | 0 79 |
| Nos. 8, 9, 10, 12 | 0 78 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto.

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 35 |
| Do., 60 shetes | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC. 20x28 base | $20 00 | $20 50 |
| IX. 20x28 base | 23 00 | 23 50 |
| IXX, 20x28 base | 26 00 | 26 50 |
| IXXX, 20x28 base | 28 00 | 28 50 |

**TERNE PLATES**

IC, 20x28, 112 sheets $20 00
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWARE MEN OF CANADA

## GIVE SATISFACTION BY SELLING



W. G. HARRIS, President

## HARRIS HEAVY PRESSURE
**BEARING METAL**
Best all round Babbitt Metal.

## ALUMINOID BABBITT METAL
For light work.

## IMPERIAL GENUINE
For High Speed Engine work.

## SOLDER in WIRE, BAR or BLOCK

## We Make LEAD PIPE
## We Make SHEET LEAD

We can serve you anywhere in Canada.

## THE CANADA METAL CO.,
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

---




Manufactured by

**J. J. TURNER & SONS, LIMITED, Peterborough, Ont.**

---

# LIBERTY WASHER

## IS A FAST SELLER

The simplicity, high quality, and low price of the Liberty Washer are the reasons a hardware store can sell them quickly. Everybody demands simplicity—the Liberty has it—everybody wants a price as low as is consistent with a good product—the

**LIBERTY WASHER**

sells at nearly $50 less than any other machine in the same class. Our advertising will bring customers to your store. Write us to-day for particulars and prices. A display of Liberty Washers will pay well, for they are something your customer will know, when they see, that they require one.

**A. R. LUNDY**

249 King St. W. TORONTO

---

# Dealer Praises

## *Automobile* SKATES

The Skate with Aluminum Tops

Dear Sirs:—

We would like to get your Automobile Skate to sell this season. ———— sold your skate, but as he is out of business we thought we might get them, as we consider them the real skate on the market. Please let us know, and oblige,

Yours truly,

This is a copy of a letter recently received by us. It speaks for itself. Are you acquainted with this famous selling line? If not, write for particulars.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

**Canada Cycle & Motor Co. Limited**

Montreal, WESTON, Toronto, Winnipeg, Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 25 |

F.O.B. Montreal, Toronto, Hamilton.

| | |
|---|---|
| Good Morning, each | 1 30 |
| Lookout | 1 75 |
| Sleepmeter | 1 84 |

Hamilton

**CROWBARS, $9.60 per 100 lbs.**

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¾ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Canada | 12 50 |
| Hatch | 12 75 |
| National | 14 50 |
| America | 16 50 |
| Great West | 30 00 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap | Tee |
|---|---|---|
| | Doz. | pairs. |
| 4-inch | $ 3 00 | $ 2 55 |
| 5-inch | 3 70 | 3 20 |
| 6-inch | 4 00 | 3 60 |
| 8-inch | 5 40 | 4 40 |
| 10-inch | 9 60 | 7 30 |
| 12-inch | 11 90 | 11 60 |
| 14-inch | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch | $1 00 | $1 00 |
| 4-inch | 1 20 | 1 10 |
| 5-inch | 1 40 | 1 30 |
| 6-inch | 1 70 | 1 50 |
| 8-inch | .... | .... |
| 10-inch | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| **HOES, Grub** | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | .... .... |
| Barden Patent | 6 25 | .... .... |

English

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 00 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CALKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross. F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons—Style A | $4 35 |
| Style B | 4 72 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only | $0 37 |
| Hercules, 4 to 10 ft. | 0 39 |
| Hercules, 12 to 14 ft. | 0 44 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 8 ft. only | 0 27 |
| Gardner, No. 1 | 0 24 |
| Do., No. 2, bolted | 0 27 |
| Dominion, No. 3 | 0 28 |
| Do., No. 4, bolted | 0 31 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

| Roped and Straight Extension Ladders | Per ft. |
|---|---|
| 20 to 32 ft. | $0 27 |
| 36 to 40 ft. | 0 30 |
| 44 ft. | 0 33 |
| Over 44 ft. | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 50 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 18 50 |
| Champion | 18 50 |
| New Excell-All | 16 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 8, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.05.

Sault Ste. Marie, Port Arthur Fort William, $5.30 base, f.o.b. factory: no freight allowance

# Glidden Has Made Paint for Nearly 50 Years

Paints for marine uses, paints for floors, paints for agricultural implements, are some of the kinds of paint that have served Glidden users during the last half century.

So it was a simple step when the Glidden Company announced the addition of Glidden Endurance Paint to its line of products. The Glidden reputation for paint making was immediately associated with the new product.

Here, then, is a new product with an established reputation. It is worthy of your immediate investigation. Write for complete data.

**The Glidden Company, Limited, Toronto, Canada**

*Branch Office and Warehouse at Montreal, Quebec*






**Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.**

**Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.**

Cut Nails—Montreal, $.... base; Toronto, $5.00 base; London, $5.00 Hamilton, $5.00; no equalization of freights.

Roofing Nails—American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

### NAILS (HORSE)

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

### NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 16%.

1 inch mesh, 10%.

**Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.**

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

**Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.**

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

### OAKUM

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 19 25 |

F.o.b. Montreal, Toronto.

### OILS

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, list | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08 |
| Fuel oil, tank cars, net... | 0 07 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

### OLD MATERIALS

See weekly report.

### PACKING

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

### PAPER

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 78 | |
| "Stag" Sheathing | 0 73 | |
| Tarred felt, per cwt.— 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

### PASTE

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

### PICKS

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

### PINS, CLOTHES

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 4 in. | 1 75 |

F.o.b. Montreal and Toronto.

### WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 52 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 08 | 99 19 | 80 98 | 110 00 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 in.. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

### WROUGHT NIPPLES

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 77½% | 75% |
| 4½" and larger | 67½% | 65% |

4 and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

### PIPE (Conductor)

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

### PIPE, LEAD

See weekly report.

### PIPE (SOIL)

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

### PIPE (STOVE)

See prices under Wares, etc.

### PITCH

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

### PLANTERS, CORN

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

### POLISH (O-Cedar)

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

### POLISH, METAL

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

### PUMPS

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

### RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

### ROOFING

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 60 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 25 | |

F.o.b. Toronto and Montreal.

### ROPE

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application. | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

### RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

### TAPES, MEASURING (LUFKIN)—

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 108, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

### SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

### SCALES

| Champion— | Scale List | Stamping extra |
|---|---|---|
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

### SCYTHES

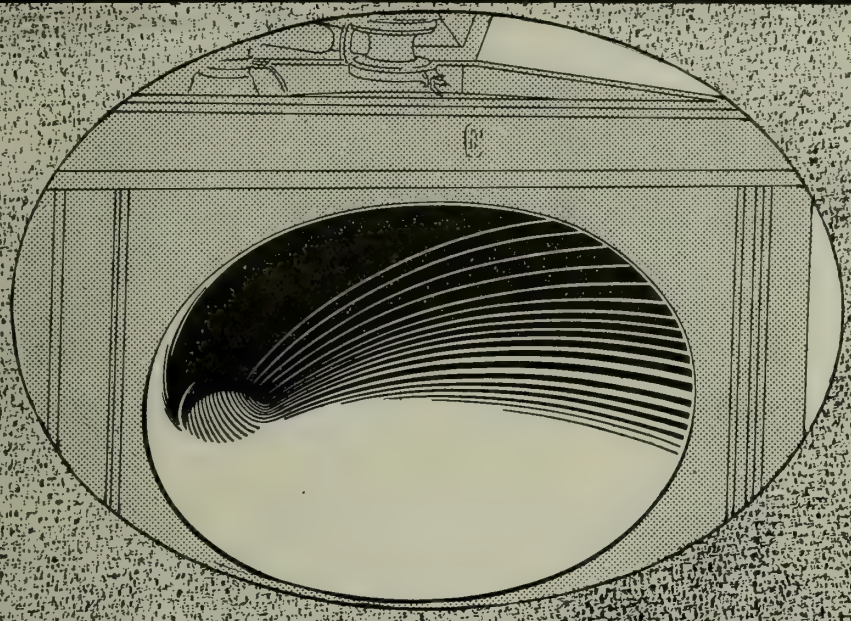
| | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# Have you noticed the Brunswick Horn Ads. in the Papers?

The Brunswick

ALL PHONOGRAPHS IN ONE



## What Shape IS A Horn?

They sing INTO a round horn, and the Brunswick sends it OUT in a round horn.

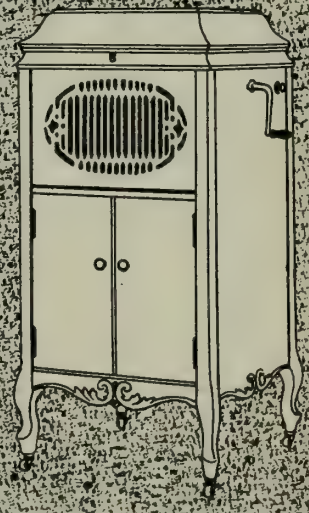
That's a simple "secret," isn't it. And yet no one has ever made a round WOOD horn before—and more than that, no one else ever will, because this is one of the exclusive patented features of the Brunswick.

Another exclusive patented Brunswick feature is the All-record, All-needle Ultona. It is not an attachment. It plays every make of record without taking anything off or putting anything on. No needles to change. A twist of the wrist and it is ready for anything.

These facts—and others—are being forcefully advertised to phonograph buyers, creating good business for Brunswick dealers.

Write us for details of our dealer proposition.

Write TO-NIGHT!



## The Musical Merchandise Sales Company

SOLE CANADIAN DISTRIBUTORS, 819 YONGE STREET, TORONTO

EASTERN OFFICE, 582 ST. CATHERINE ST. W., MONTREAL. WESTERN OFFICE, 143 PORTAGE AVE. E., WINNIPEG

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright .....77½%
Wood, R.H., bright.....75 %
Wood, O.H., bright.....75 %
Wood, F.H., brass.....55 %
Wood, R.H., brass.....52½%
Wood, O.H., brass.....52½%
Wood, F.H., bronze.....50 %
Wood, R.H., bronze.....47½%
Wood, O.H., bronze.....47½%
Square cap ..... 20
Hexagon cap ..... 20

**Wooden Bench Screws**
Dozen ..... $7 30

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. .. | 8 90 | 9 75 | 8 25 | 9 50 |
| U.S. 28 ... | 9 30 | 10 15 | 7 85 | 8 80 |
| U.S. 26 ... | 7 90 | 8 75 | 7 55 | 8 45 |
| 22 and 24.. | 7 70 | 8 15 | 7 40 | 8 25 |
| 18 and 20.. | 7 50 | 7 95 | 7 25 | 8 05 |
| 16 ..... | 7 25 | 7 75 | 7 10 | 7 85 |
| 12 and 14.. | 7 05 | 7 50 | 6 95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. ..... | $9 50 | $9 00 |
| 26 ga. ..... | 9 25 | 8 75 |
| 24 ga. ..... | 8 65 | 8 35 |
| 22 ga. ..... | .... | 8 30 |
| 20 ga. ..... | .... | 8 10 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized .....$10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 59c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M.....$13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net..... | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net..... | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each ..... | $ 7 00 |
| No. 530, each ..... | 8 25 |
| No. 630, each ..... | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. ..... | $34 50 |
| No. 98, per doz. ..... | 18 50 |
| No. 99, per doz. ..... | 23 00 |
| Star, No. 1, doz. ..... | 21 00 |
| Star, No. 2, doz. ..... | 24 00 |
| Adjustable Pin, No. 44, doz.. | 34 50 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. ..... | $2 60 |
| Sampson, doz. ..... | 7 50 |

**TACKS** Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 35
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 15 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**
Hatch Trolley, per ft..... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. ..... 0 12

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb..... 0 80
Cones, 3-ply, lb. ..... 0 76½
Do., 4-ply, lb. ..... 0 80½

**WOOD TUBS**
No. 0, per dozen .....$20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard.... 28
High grade ..... 24
Fuller work, standard..... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 ..... 23
Bath cocks, compression..... 30
Flat top and waste cocks, standard ..... 32
Roundway stop and waste cocks, standard ..... 32
Brass gas cocks standard..Net list
Radiator valves, standard..... 15
Do., removable seat..... 10
Globe, angle and check valves, standard ..... 5-9%
Gate or Straightway.....Net
Jenkins Gate Valve.....10%
Jenkins Globe .....Net
Standard Gate .....Net
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC**
Scotch Grey Ware, 50 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, 10%.
Canada Ware, 10%.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned 45%.
Copper Bottoms, plus 10%.
Tinners' Trimmings, 50%
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, tinned, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.D., list, plus 50%.
Spiders, steel, net list off; east iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper-lined Boards, 30%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list, plus 25%.
Nickel-plated Ware, 50%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00, ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs.... | $3.75 | $4.00 | $4.00 |
| Section, ½ lb., per 100 lbs.... | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs per cwt. .... | 2.75 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 ..... | $5 80 |
| No. 10 ..... | 5 90 |
| No. 11 ..... | 5 95 |
| No. 12 ..... | 6 05 |
| No. 13 ..... | 6 15 |
| No. 13½ ..... | 6 20 |
| No. 14 ..... | 6 35 |
| No. 15 ..... | 6 50 |
| No. 16 ..... | 6 65 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 ..... | 8 25 |
| No. 19 ..... | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base ..... 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 50 |
| 36 | in., doz. | 81 00 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 64 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. ..... | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. ..... | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings ..... | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled.....$124 | 00 |
| Household, japanned ..... 110 | 00 |
| Superba, nickeled ..... 140 | 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame ..... | $36 40 |
| Aluminum frame ..... | 43 00 |
| Attachments, set ..... | 8 25 |

F.O.B. Toronto, Hamilton, London.




## ANNOUNCEMENT

to

**Retail and Wholesale Hardwaremen Everywhere**

We are about to place our products before the public. We are ready to negotiate with you on prices—discounts—and exclusive territory with you.

**Write us for particulars.**

**ARMY & NAVY MFG. PRODUCTS (Reg'd)**
**26 Juror Street, Montreal, Canada**
**(A full line of Polishes, Blackings, Dressings, etc.)**



## SHEFFIELD CUTLERY

**H.R.S & Co.**
Regd. Trade-Mark

**Henry Rogers, Sons & Co., Ltd.**
Estab'd. 113 Years
**SHEFFIELD** AND WOLVERHAMPTON **ENGLAND**

## THE SPECO AIR MOISTENER



**SELLS RAPIDLY,**

as it promotes health, reduces coal bills, prevents furniture drying out.

Consumers know its value.

*Write for circular and prices.*

**THE SPECIALTY MFG. CO.**
2370 University Ave.
St, Paul, Minnesota




*The Shingle Stain*

## Soligum

WOOD PRESERVATIVE & STAIN

Made by Major & Co. Hull, Eng.

**Prices on application**

*Send For Agents' Terms*

Distributors:

**STURGEONS LIMITED**
**TORONTO**



Our Moulding Shop, Chelsea Green, London, Ont., owned by Beatty Bros. employees.

# Beatty Bros. Limited Bulletin

The photo above shows our Chelsea Green Moulding Shop where the grey iron castings for the BT Goods are made. The employees of this firm from their own pockets provided most of the funds to build this up-to-date shop.

### Twice as many Pumps Sold

Twice as many BT pumps have been sold in the first two months of our fiscal year (September and October) as in same time last year. The Ready-to-Ship line is immensely popular with hardware dealers. You'll find R.T.S. pumps in every agricultural community of Canada from coast to coast.



No. 5 Ready-to-Ship Stock Pump



**MR. M. J. BEATTY**
**General Sales Manager**

Mr. M. J. Beatty, who has been in the West for some time visiting our Western branches, finds business splendid. The crops turned out better than expected and our Western branches show large increases in sales.

### No. 5 Ready-to-Ship Stock Pump

Mr. Anderson, of Swan Lake, Manitoba, used one of our No. 5 pumps in a 40' well all last winter. He watered 60 head of stock of his own and some days as many as three tanks of water were drawn away by the neighbours. He says it is the largest and best capacity stock pump he ever saw and it never was frozen up once during the whole winter, although there was no pump house over it.

For large capacity and easy pumping the No. 5 is the best stock pump in the world.

### Red Stars and Time Savers Sell as Fast as we Can Make Them

Our washer sales for the first two months of our fiscal year are four times as great as in September and October of last year. Our highest salesman for October is Mr. Banville, Quebec Territory, whose sales were mostly washers.

*Push washers for Christmas presents. We'll help you with plenty of advertising material.*

## BEATTY BROS. LIMITED

**Winnipeg, Man. Edmonton, Alta. Fergus, Ont. London, Ont. Montreal, Que. St. John, N.B.**

**16 HOLBORN VIADUCT, LONDON, E.C.1., ENGLAND**

Washers, Churns, Pumps, Hay Carriers, Barn Door Track, Sanitary Steel Stalls, Steel Horse Stable Fittings, Manure Carriers, Water Bowls, Steel Hog Pens, Hog Troughs, Tanks, Grain Grinders, Trucks, Factory and Farm Conveyors, Butter Workers, Wringers.

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 12c | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-.. |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright. | 04-0. |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs. | 0 .. |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

| COLORS IN OIL, PURE | |
|---|---|
| 1 lb. tins— | |
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 30 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS | Single Thick | Double Thick |
|---|---|---|
| Per 100 ft. | | |
| Under 25 ..... | $19 90 | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.

F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each .... | 80 |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each .... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each .. | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE (Ground in oil).**

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure ..... | $17 00 | $16 35 |
| Crown Diamond .... | 17 00 | 16 35 |
| Crown, Pure ..... | 17 00 | 16 35 |
| Green Seal ..... | 17 00 | 16 35 |
| Ramsay's Pure ..... | 17 35 | 16 70 |
| Moore's Pure ..... | 17 00 | 16 35 |
| Tiger, Pure ..... | 17 00 | 16 35 |
| O.P.W. Dec. Pure... | 16 25 | 16 60 |
| Red Seal ..... | 17 00 | 16 35 |
| O.P.W. English .... | 16 20 | 16 55 |
| Elephant Genuine .. | 17 50 | 16 85 |

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt.. | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |
| F.o.b. Montreal, Toronto. | | |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00. F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white ..... | $4 95 |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Fresconette, white..... | 5 80 |
| B.-H. Fresconette, colors..... | 5 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 5s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal..... | 0 85 |
| Case (12 1's) ..... | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ½ bbls., gal.... | 0 90 |
| Carbonota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal. ..... | 0 70 |
| 1s (case 12 gallons) case... | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

| PAINT AND VARNISH REMOVER | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 88 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 84 |
| Kyanize Spar .. ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg .. | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... | 8 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy ... | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 33 |
| O.P.W. Lion Brand .... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... ..... ..... | 0 54 |
| Crown Diamond .. ..... | 0 46 |

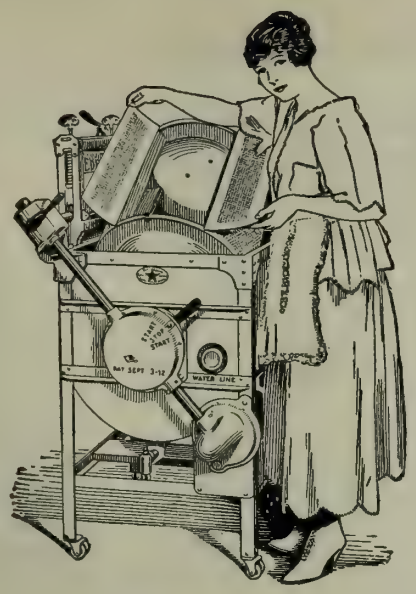
F.o.b. Montreal and Toronto.

**WHITING**

Plain, in bbls. .....$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.....$3 00

| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

**The Eden**

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

**The Eden IS THE MACHINE FOR THE LIVE DEALER**

## GREAT WEST ELECTRIC COMPANY, LTD.

WINNIPEG

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

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**S**

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

## THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

---

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.




INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.00; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $21 50 |
| Double Bit | 20 00 | 21 50 |
| Broad Axes | 32 00 | 35 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin .....Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 44 |
| 3 x 3 in. | 45 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 58 |
| 4½ x 4½ in. | 86 |
| 5 x 5 in. | 105 |

Wrought Steel—

| | |
|---|---|
| No. 840 | 15% on list |
| No. 800 | 25% on list |
| No. 838 | 12½% on list |
| No. 804 | Net list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 60 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

Globe .....Discount 50%

Nicholson Gen. .....Discount 30%

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, 7½% on list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.45; 6, $3.10; 8, $5.00; 10, $7.65; 12, $11.90.

Corrugated Tee Hinges—4, $2.15; 5, $3.00; 6, $3.65; 8, $6.10; 10, $9.10; 12, $13.25.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED "Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 70 |
| 28 Am. or 26 Eng. | 9 30 |
| 26 Am. or 26 Eng. | 9 00 |
| 24 | 8 85 |
| 22 | 8 85 |
| 18 and 20 | 8 70 |
| 16 | 8 55 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set.....$2 25

Mrs. Pott's No. 50, set..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 60 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | |
| New Century B | |
| New Idea | |
| Snowball | |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

Wm. Penn motor oil, $1.18; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, [illegible] gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 26 20 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# One Fact Sells Silkstone—Economy!




## Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| **B. & A.—** | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

10% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $6 80 |
| 12 gauge | 6 85 |
| 14 gauge | 6 90 |
| 16 gauge | 7 00 |
| 18-20 gauge | 7 60 |
| 22-24 gauge | 7 65 |
| 26 gauge | 7 70 |
| 28 gauge | 7 80 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $22 50 |
| 20 x 28 I.X. box | 26 00 |
| 20 x 33 I.C. box | 27 00 |
| 20 x 33 I.X. box | 31 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 75 |
| Cotton, 3-ply, balls | 0 78 |
| Cotton, 4-ply, cones | 0 80 |
| Cotton, 4-ply, balls | 0 82 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, 42%.
Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

### WASTE

| | |
|---|---|
| Cream, Polishing | $0 23 |

### WHITE

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17⅛ |
| X Press | 0 16 |

### COLORED

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.00 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.75; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 18 00 |
| 10 inch | 22 00 |
| 12 inch | 28 00 |
| 15 inch | 38 00 |
| 18 inch | 40 00 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| **Trimo—** | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Ese, $62.55 per dozen, Reliance

# 1869 1919

# Golden Jubilee

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

*The Trade Mark Largest Wholesale*

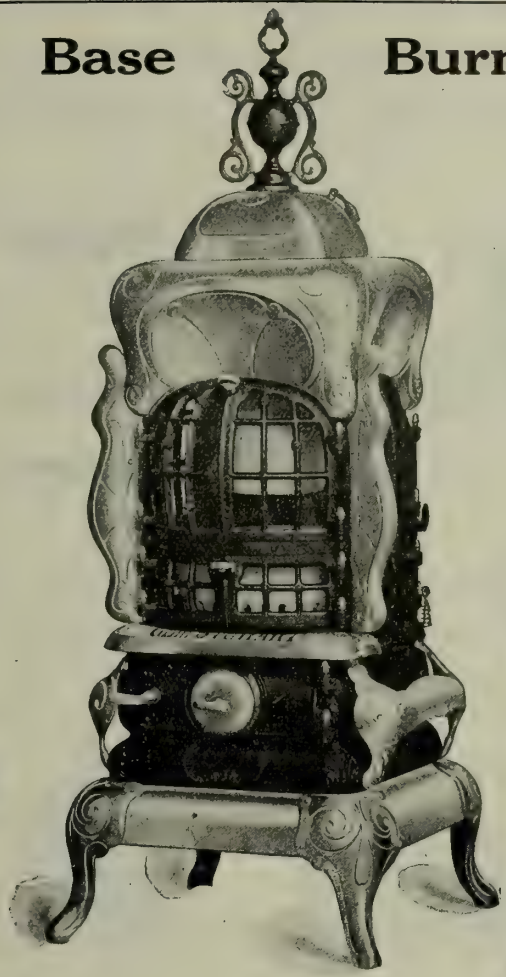
*Behind Canada's Hardware House*

## Base Burners

### No. 14. Leader

The Leader has easily renewable fire pot, duplex grates and shaking ring. A heater of marvellous heating capacity due to a two-flue construction. It includes direct and check dampers for perfect control, a large, roomy magazine with handsomely nickel-plated cover. The large ash pit is provided with a generous ash pan with an ever cool handle.





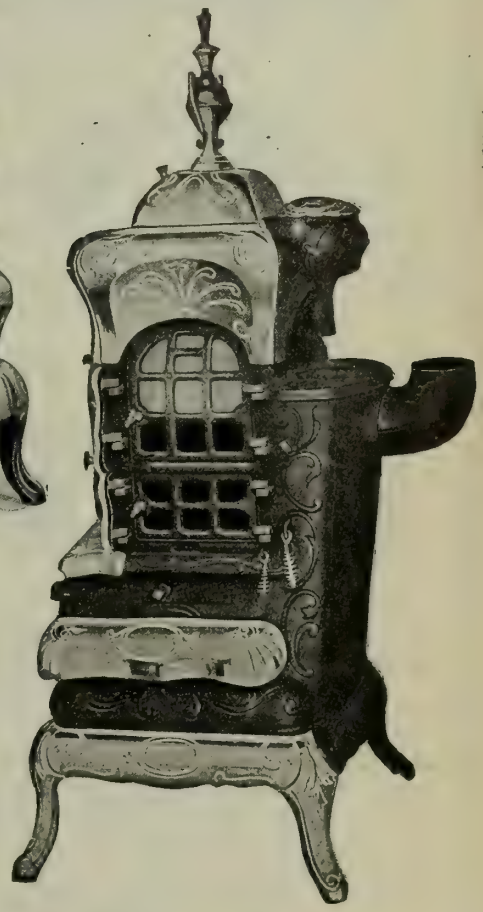
### Gem Stewart

This handy heater has a large coal magazine, tea-kettle top at rear, base flue cleanout, heavy, cast-iron pipe elbow, strong-bailed, extra large, steel ashpan, double heater attachment with hot air pipe collar, system of fire travel which gives full base circulation, perfect system of tight dampers gives absolute control of fire and saves fuel. Beautifully finished in nickel plate.

### No. 16. Leader

is greatly improved by the additional feature of a double heating attachment which enables hot air to be carried to other rooms by pipe. This greatly increases the usefulness of the heater as it warms other parts of the house.

Both heaters are equipped with a shelf at the back with removable lid suitable for boiling kettles, etc.



## The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

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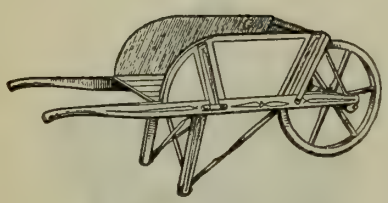

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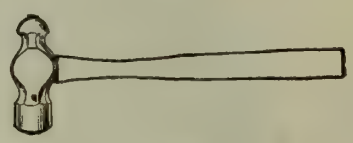


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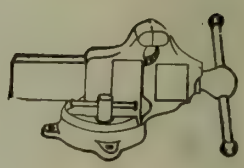

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## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

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We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

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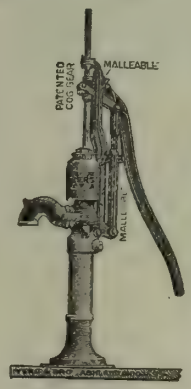
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**BAR IRON and STEEL: Rounds, Squares and Flats**

**Also Twisted Steel Bars for Reinforcing**

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"HONOR-BILT"

**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service. The aggressive dealer handles the MYERS—Ask your jobber or write us.

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No. 65 Orange St. ASHLAND, OHIO

# Ask The Man Who Uses

our goods, why he always prefers

# London Bar Iron

and he will tell you that
it is built with

**QUALITY RIGHT THROUGH**

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*Manufacturers of*

**FERRONA PIG IRON**

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**OPEN HEARTH STEEL**

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Burrowes Mfg. Co., Toronto.
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M. H. Merchant Corporation, Syracuse, N.Y.
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Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
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**Automobile Signals**
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**Awls, Sewing**
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**Axes**
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Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

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Stratford Mfg. Co., Ltd., Stratford, Ont.
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**Barrels, Steel**
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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Genlron Mfg. Co., Ltd., Toronto.
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**Bends, Brass, Iron and Lead**
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**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
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The United Brassfounders, Ltd., Manchester, Eng.

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Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
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A. C. Leslie & Co., Montreal.
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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.




*You can sell*

# Galt Couch Hammocks

## *Sales Have Increased 150%*

Sell them at prices your competitor can't touch. The sales increased 150% over 1918, and dealers handling them made good profits. If you missed it last year be prepared for 1920. Our salesmen are out now and will show the exclusive designs that pull big sales.

While labor conditions and supply of material are still difficult, *we guarantee deliveries as usual.*

## The Galt Robe Company

**Galt, Ontario**

# THE BUYERS' GUIDE

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffafflo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Waksite Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto,

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Cookers, Steam**
Louis MacLain Co., Ltd., Winnipeg, Man.

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 360 Sorauren Ave., Toronto.
A. R. Whitall Can Co., Ltd., Montreal Que.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brained Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.

The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co. Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hesseo Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesseo Electric Mfg Co., Toronto, Ont.
Munderloh & Co. Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London.

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Munderloh & Co., Ltd., Montreal, Que.**
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.
The Nesbo Electric Mfg. Co., Toronto.

**Fuses, Electric Refillable**
Northern Electric Co., Ltd., Montreal.
Packard Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Pois.**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

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**Heavy Hardware Specialties**
Williams & Wilson, Ltd., Montreal, Que.
**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.
**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.
**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont
**Hoes**
Ward & Payne, Sheffield, Eng.
**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.
**Horse Slingers**
Collins Mfg. Co., Toronto.
**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.
**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.
**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.
**Household Pails**
E. B. Eddy Co., Hull, Que.
**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.
**Incubators**
Collins Mfg. Co., Toronto.
**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.
**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.
**Iron, Corrugated**
Canada Metal Co., Toronto.
**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.
**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.
**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.
**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.
**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.
**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.
**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.
**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.
**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.
**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.
**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.
**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.
**Lamp Chimneys**
Walter Woods & Co., Hamilton.
**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.
**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal,
**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.
**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.
**Lamps, Portable, Electric**
McDonald & Willcox, Ltd., Toronto.
**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal
**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co. Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.
**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal.
**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.
**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Lathes**
Williams & Wilson, Ltd., Montreal, Que.
**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.
**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
**Lawn Swings**
J. E. Beauchamp & Co., Montreal.
**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Woolverton Mfg. Co., Ltd., Hamilton, Ont.
**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.
**Lead, Black**
John Oakey & Sons, London, Eng.
**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.
**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.
**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.
**Lead Washers**
Canada Metal Co., Ltd., Toronto.
**Leather**
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.
**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.
**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass
**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.
**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.
**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.
**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London
**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Lugs, Malleable Iron Bands**
The International Malleable Iron Co., Ltd., Guelph, Ont.
**Lubricants**
Canadian Asbestos Co., Montreal, Que.
**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.
**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shuniy Co., Ltd., St. Catharines, Ont.
**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Machinery Supplies**
Williams & Wilson, Ltd., Montreal, Que.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.
**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.
**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.
**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.
**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.
**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.
**Marine Supplies**
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
**Matches**
E. B. Eddy Co., Hull, Que.
**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.
**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# THE BUYERS' GUIDE

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng
**Metal Stamping**
Contamers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.
**Mica**
Mica Co. of Canada, Ltd., Hull, Que.
**Meters**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starret Co., Athol, Mass.
**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.
**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.
**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.
**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
**Motors**
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.
**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
**Motor Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.
**Nails, Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.
**Neatsfoot Oil**
W. Harris & Co., Toronto.
**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Great Mfg. Co., Ltd., Winnipeg, Man.
**Nipples**
Steel Co. of Canada, Ltd., Hamilton.
**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.
**Nuts, Thumb**
H. Williams & Co., Brooklyn, N.Y.
**Oakum**
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.
**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.
**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.
**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.
**Oil Hole Covers**
Canadian Winkley Co., Windsor.
**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
**Oil, Neatsfoot**
W. Harris & Co., Toronto.
**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.
**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.
**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.
**Oil Storage and Distributing Systems**
S. F. Bowser Co., Ltd., Toronto, Can.
**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.
**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
**Orange Derinders**
J. E. Beauchamp & Co., Montreal.
**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.
**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto
**Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.
**Paint and Varnish Remover**
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
**Paint Oil Storage and Handling Systems**
S. F. Bowser Co., Ltd., Toronto, Can.
**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.
**Paris Green**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Waller Woods & Co., Hamilton.
**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.
**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
**Packings**
The Canadian Asbestos Co., Montreal, Que.
**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.
**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.
**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.
**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto.
**Pick Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.
**Piston Rod Packing**
Dunlop Tire & Rubber Co., Ltd., Toronto.
**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.
**Pitch**
Scythes & Co., Ltd., Toronto, Ont.
**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.
**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)
**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.
**Pipe Cutters**
The Borden Canadian Co., Toronto.
**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.
**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.
**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.
**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plowshares**
D. Ackland & Son, Winnipeg.
**Plugs, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
**Plyers**
E. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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HAMILTON, CANADA

# THE BUYERS' GUIDE

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Floor**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed.

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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In every community—wherever paint and varnish is used—there is a big, insistent demand for the Sherwin-Williams lines.

People know Sherwin-Williams Products. Quality and aggressive consumer advertising have created for them a degree of goodwill that makes the Sherwin-Williams agency a source of better paint and varnish profits for every S-W dealer.

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PAINT, VARNISH AND COLOR MAKERS
LINSEED OIL CRUSHERS

Factories, MONTREAL TORONTO, WINNIPEG, LONDON, ENG.

Offices and Warehouses, MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

# THE BUYERS' GUIDE

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Landlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

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**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridegport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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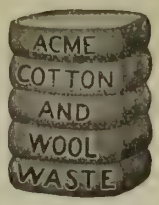
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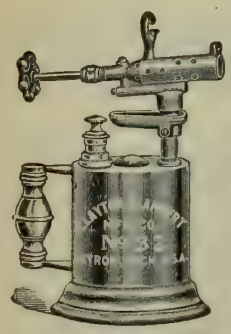
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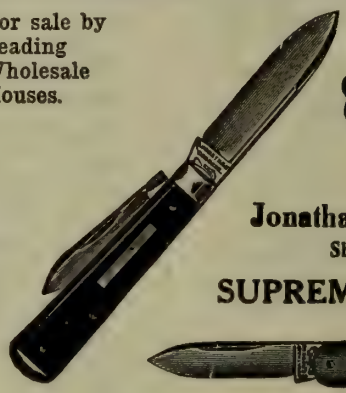
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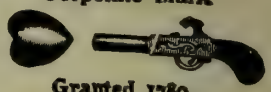
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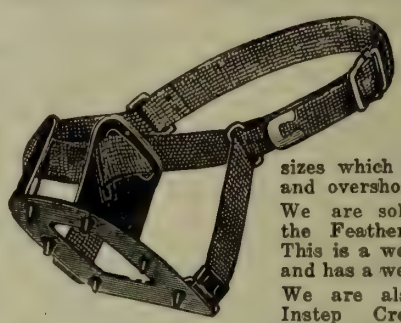


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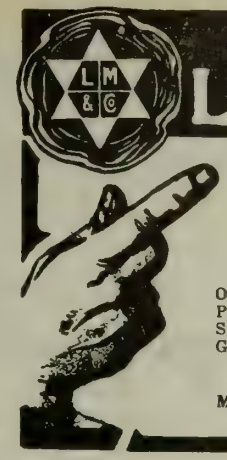
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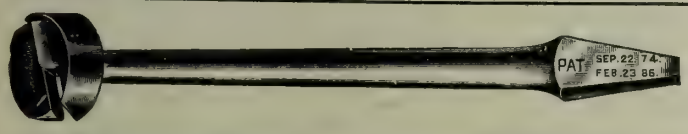
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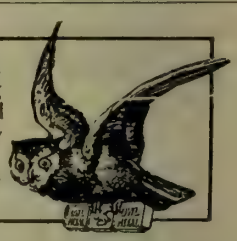




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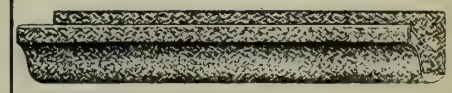
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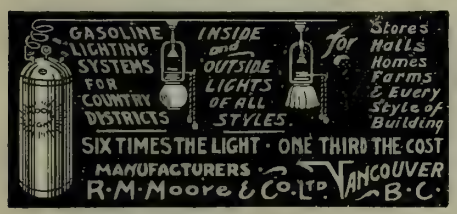
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HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

## Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

## PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

## ALLEN-FLUX

**Send Us a Postal Card**

and get free samples of Allen Non-Acid Sodering Sticks, Paste, Liquid Salts. Solves other people's sodering problems (including aluminum). Why not yours?

**A Sodered Joint is No Stronger Than Its Flux.**

BISSETT & WEBB, LTD.
126 Lombard St., Winnipeg, Canada

## TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM




$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

## BEAR BRAND LAMP BLACKS

*A Germantown of quality that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*




## EUREKA Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.
The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**
GALT BUILDING, WINNIPEG

---



## Metal Stampings, Metal Caps and Small Metal Containers

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

"It will pay you to consult us."

**Containers Limited** 350 Sorauren Avenue **Toronto, Ont.**

---

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

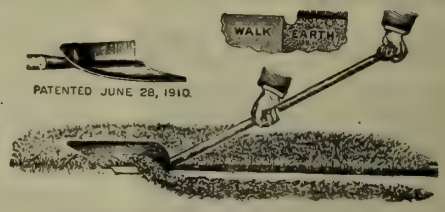
***Prices on Application.*** ***Immediate Shipment.***

## JAMES HUTTON & CO.

**706 Shaughnessy Building - MONTREAL**

---

## Imperial Lawn Edge Trimmer




**THEY BUY IT AS SOON AS SEEN**

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

**Imperial Bit and Snap Co.,** Racine, Wis.

---




## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*
**Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.**
**Wellington Mills, London, S.E.1., Eng.**

*Agents:*
Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

---



Opening the Strap

## Adjustable Taper Stove Pipe

This is a quick seller that helps the merchant economize storage space. No large assortment of taper pipes is necessary. This handy patent permits adjustment to fit any stove collar with a smoke-tight joint.

**O-Rib-O Manufacturing Co.**
**Winnipeg, Manitoba**

---

## Our Step-Ladder Chairs are Winners



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.



**Otterville Mfg. Co., Limited**
OTTERVILLE, ONT.

---



## The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

**Write us for prices.**

**Owen Sound Steel Press Works, - Owen Sound, Ont.**

# Wanted

## POSITIONS WANTED

YOUNG MAN WITH NINE YEARS' HARDware experience wishes responsible position; A1 stock-keeper and capable of taking full charge; best references. State salary. Box 535, Hardware and Metal.

YOUNG EXPERIENCED MAN WANTING position as hardware clerk in Alberta or Saskatchewan. Box 532, Hardware and Metal.

## HELP WANTED

WANTED AT ONCE — AN EXPERIENCED hardware clerk; state age, experience and salary expected. Married man preferred. Apply to Box 562, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE MAN at once, one who has had experience in country store; good opportunity for advancement for right man. Apply stating salary, age and experience to Lougheed Hardware Co., Lougheed, Alta.

WANTED — AT ONCE — BRIGHT, SNAPPY young hardware man. The Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

## HELP WANTED

HARDWARE CLERK—EXPERIENCED STOCK keeper, window dresser and salesman. Must have references. Good position with large up-to-date firm and good opportunity for advancement. Give all personal particulars. Box 560, Hardware and Metal.

WANTED — HARDWARE CLERK, STEADY job to the right man. Apply in own handwriting, giving age, experience and salary required to the Saskatoon Hardware Co., Ltd., Saskatoon, Sask.

## AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

## FOR SALE

AGENCY AND JOBBING BUSINESS, HANDling hardware specialties and auto accessories. Located on Pacific Coast. Established trade and profitable agencies. An opportunity for a couple of live ones. Require about $25,000. Box 550, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

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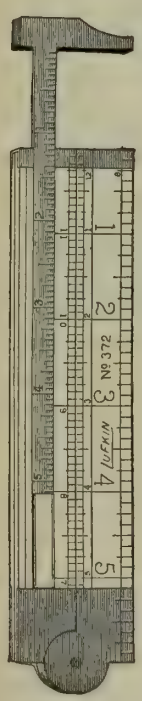
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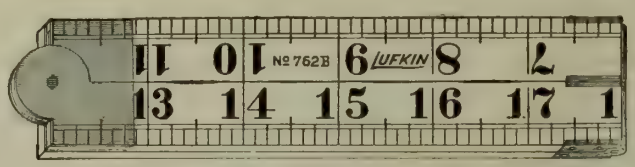


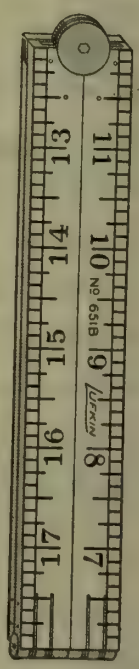



LUFKIN RELIABLE BOXWOOD RULES

**Will meet your customers' every requirement well.**

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.




A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

*ASK FOR CATALOGUE*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# Economy of *Ford* Service

WEAR is unavoidable even in the best car, but certain parts wear out more quickly than others. There is no need of scrapping your car because the piston rings have seen their day, because the platinum points of the vibrators are worn out. Probably the rest of the car is as good as new.

Medical men agree that the human body is renewed, cell by cell, every seven years. You can do the same with your Ford Car and prolong its life at minimum cost by replacing worn parts from time to time.

Ford service has been the means of doubling the lives of hundreds of Ford Cars, and cutting down the cost of motoring. The fact that a Ford Touring Car, which costs $690, f.o.b. Ford, Ont., can be purchased part by part separately for $917 is ample proof of the economy of driving a Ford Car.

It will pay you to have your car overhauled during the winter months. 700 Canadian Dealers and over 2,000 Service Garages supply genuine Ford parts and prompt repair service.

When buying, choose a Ford, and take advantage of the economy of Ford service. 135

**Ford Motor Company of Canada, Limited**

**Ford - Ontario**

# COMMUNITY PLATE



*Made in Canada*

*The GIFT of QUALITY*

*Teaspoons Set of Six $3.50*

© O.C.L.

WDT

# HARDWARE AND METAL

Vol. XXXI
No. 48

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

NOVEMBER 29
1919





Dip your hands into our Treasure Chest

The B-H Chest of advertising material is a veritable "treasure chest." It contains the most complete assortment of sales helps ever offered the Canadian Paint Dealer.

Let us give you more complete details of our agency proposition. It will place you under no obligation.

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

# *Be Enthusiastic---IT PAYS!*

On the shelves of the hardware store, there is no product more worthy of the merchant's enthusiasm than O-Cedar Polish.

If you are not enthusiastic about the merits of this product, it must be because you do not really *know* O-Cedar.

A trial of it in your own home—on your own furniture — or to polish your motor car will arouse your enthusiasm to that degree which is needed to make the O-Cedar sales you *should* make.

**O-Cedar Polish**

The hardware merchants who are making real money out of O-Cedar sales are the merchants who know this product through the experience of their wives and themselves. Their confidence in O-Cedar is such that they give this product a place of prominence in their stores—they "play it up" in their advertising—they tell of its merits whenever opportunity offers. The result is that their customers — having noted the claims we make for O-Cedar in our own newspaper advertising—make their first trial purchase of our polish in the stores of these enthusiasts—and they go back to those same stores for "more O-Cedar" after being convinced of its worth.

O-Cedar products—the polish and the mop —sell freely in every store that handles them. But in one block there will often be two merchants, one selling an average quantity of O-Cedar, and the other selling nearly double the amount of his neighbor. The one merely hands out O-Cedar products when asked for them. The other, having *experienced* the satisfaction of using O-Cedar, just cannot help featuring it, and so gets the lion's share of the O-Cedar trade in his neighborhood.

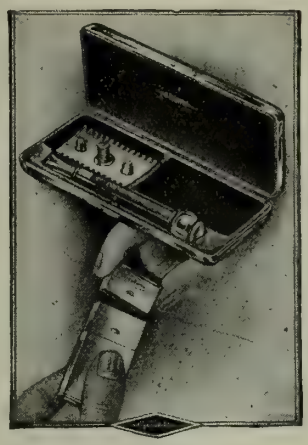
## CHANNELL CHEMICAL COMPANY, LIMITED
### TORONTO

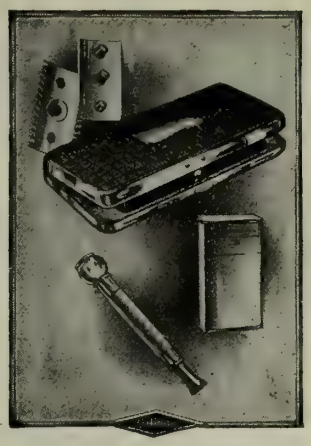


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# Suggest Safety Razors *for* Xmas





**ALL STYLES**




***Gillette Safety Razors***






Every day from now until Christmas will see much buying of articles suitable as gifts—gifts for mother, father, sister, brother—gifts for the individual, gifts for the home.

The hardware store is gaining in popularity with Christmas shoppers and will continue to attract so long as dealers stock lines suitable as gifts and keep them to the fore at this season of the year.

We suggest that you emphasize safety razors in your window and store displays. They offer splendid gift suggestions.

**Don't wait for the "Rice Lewis" man, write for a few lines to sort your stock.**

## Rice Lewis & Son, Limited

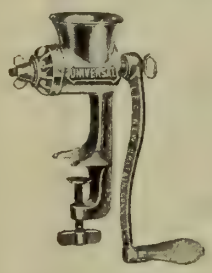
VICTORIA ST., TORONTO

*Established 1847*

# UNIVERSAL HOME NEEDS



Universal Coffee Percolator.
No. 476.



Universal Food Chopper.
No. 0.




Universal Bread Maker.
No. 4.

## Prepare Now For Xmas Trade

No gifts will be more sought or looked for than UNIVERSAL Home Needs. Especially this Christmas when economy and utility in purchasing gifts is most needed will these goods be in great demand.

Connect your store with our Fall advertising. Use our sales helps, cut-outs, booklets, etc. Send for them to-day.

Now is the time to prepare for the big business that will come to every UNIVERSAL dealer.

Order through our Canadian Representative
A. MACFARLANE & CO., LTD.
Montreal The Trade Mark Known Quebec

**UNIVERSAL**
in Every Home



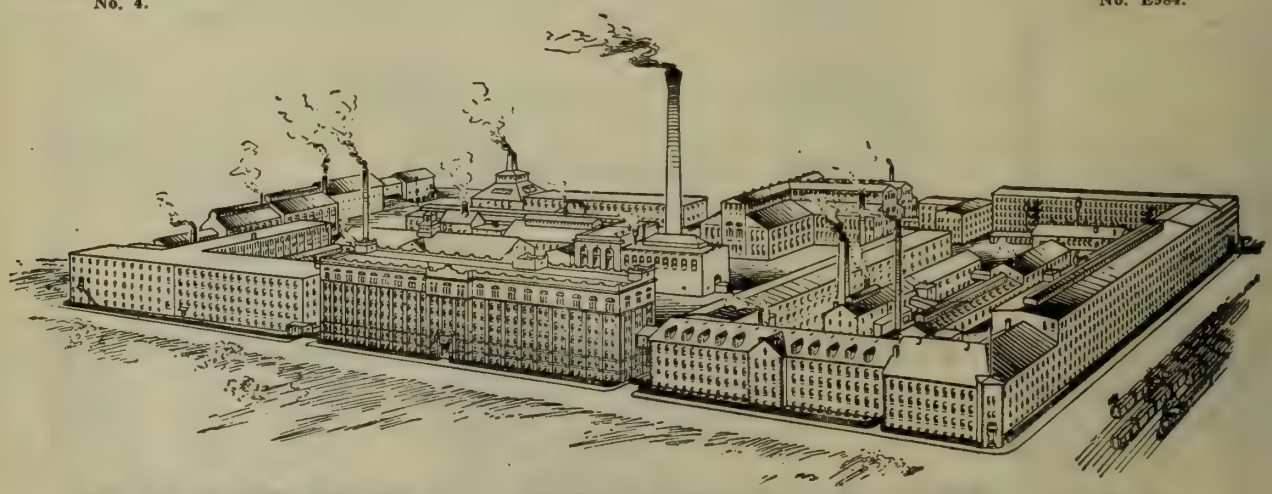
Universal Casserole.
No. 75288.



Universal Vacuum Bottle.
No. 591 Pint.
No. 592 Quart.



Universal Four Heat Electric Grill.
No. E984.



# LANDERS, FRARY & CLARK

New Britain Connecticut

# 19 FORESIGHT 20

## Post Yourself So You Get Your Share of the Auto Supply Business

# YOU HARDWARE MEN!

## What are YOU going to do about it - - - - ?

**YOU no doubt have often thought of adding automobile supplies to your hardware line, but for the lack of knowledge you have felt a hesitancy in doing so.**

**We now offer you the opportunity to take up this profitable line.**

**Write us for our proposition. We guarantee to start you right and not land you with a lot of dead stock.**

### OUR SALES MANAGER SAYS:

If accessory dealers are able to secure what they require to meet the trade needs of 1920 they will be very fortunate. This is a plain fact borne out by the actual conditions surrounding manufacturers today.

In an interview with John A. Frazer, sales manager of Lewis Bros., Ltd., Montreal, HARDWARE AND METAL was informed that the outlook is one of great encouragement as far as actual business possibilities are concerned. When it comes to anticipating the procuring of stock, however, the situation commands close and special attention.

### ONE DEALER SAYS:

"We started in a very small way as we wanted to make sure before we went ahead. Right from the first we have had a steadily increasing call for accessories, and we are planning to considerably enlarge our present department as we find car owners continually asking for things which we have not yet in stock. We are developing a nice business in accessories, and I am expecting it to develop into one of our best departments."

**These clippings were taken from "HARDWARE AND METAL," dated November 15th, 1919, pages 59 and 63, and should be interesting to hardware merchants who expect to add automobile supplies to their line.**

## Here's the Place to Buy!

***The Pioneers of Speedy Shipping***

## LEWIS BROS., LIMITED
## MONTREAL

# *The foreman says.*

"I suppose it's because I used them myself when I was at the bench, but it does seem as though the best men in the shop have a preference for Starrett Tools.

"Of course, most of them sort of got into the habit of relying on Starrett for fine work when they were apprentices and journeymen.

"Speaking of apprentices — that little red book there, 'The Starrett Book for Machinists' Apprentices,' has saved me more time and helped more young fellows to learn how to do things right than anything else in the shop.

"When a young lad asks me how to do this or that, I usually tell him or show him, and then ask him if he has one of those books. I've noticed that as soon as he gets one of them he doesn't have half so many questions to ask.

"Starrett gets out another book, 'The Machinists' Data Book,' that's just about as big a help to the experienced machinist. It's got all the tables and formulas and so on that he ever needs, and it isn't cluttered up with a lot of engineers' stuff that he doesn't use.

"Yes, I bought one of each of the books down at the hardware store, as soon as they came out. They cost me seventy-five cents each, but they're worth it."



**Starrett Tools**




## The L. S. STARRETT COMPANY

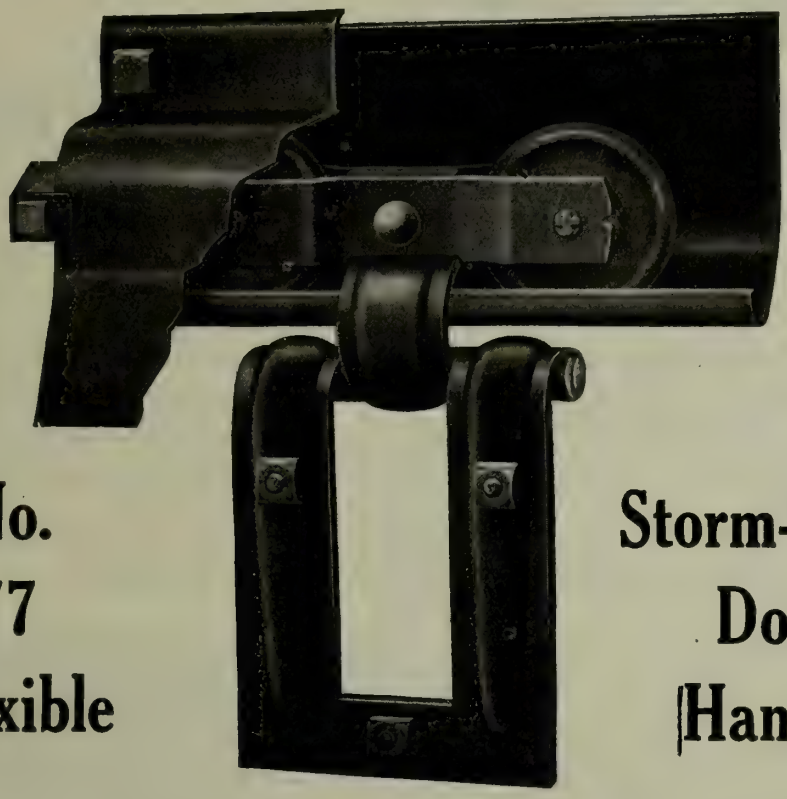
THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Machinists the world over have put their faith in the accuracy of Starrett Tools for thirty-nine years. Write for illustrated Catalog No. 21 "MA."

42-989



# No. 77 Flexible Storm-Proof Door Hanger

This strong useful hanger combines the good features of the No. 66 Storm Proof Hanger, and in addition a flexible hinge joint. When the door occupies its normal position there is no vibration in the hanger yet it is free to swing before a bump that displaces the door. This feature partly accounts for its popularity with the trade.

The connecting-strap and drop-strap are heavily embossed, increasing the already great strength of the Hanger. The method of attaching connecting-strap to truck permits the free action of the equalizing-pin, and holds the truck firmly in an upright position. The steel used in drop-strap and connecting-strap is 3/16-inch thick.

Oil-holes for bearings are also provided.

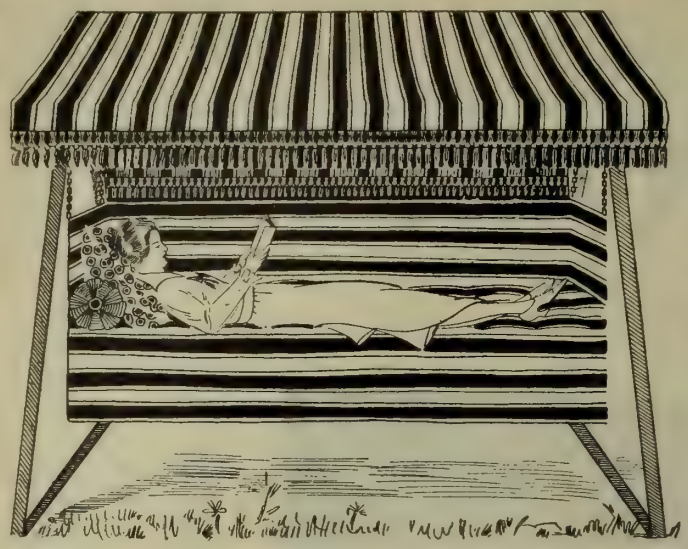
Packed one pair in a box, with bolts, for attaching the Hangers to door; also lag-screws and end-stops for the rail. Each box contains, also, a set of illustrated directions for attaching the Hangers and rail.

**Packed one dozen pairs in a case. Weight, per dozen pairs, 95 pounds.**

*Packed the Unusual National Way*

*Manufacturers of all that's Best in Builders' Hardware*

**National Manufacturing Company Sterling, Ill.**



# Galt Couch Hammock

## Exclusive Designs

that your competitors cannot imitate, nor approach in price, are a pulling feature of Galt Hammocks—one of the pulling points that increased Galt Hammock sales 150% over 1918. Dealers that had them made handsome profits. If you weren't in last year, be prepared for the 1920 season.

## Guaranteed Deliveries

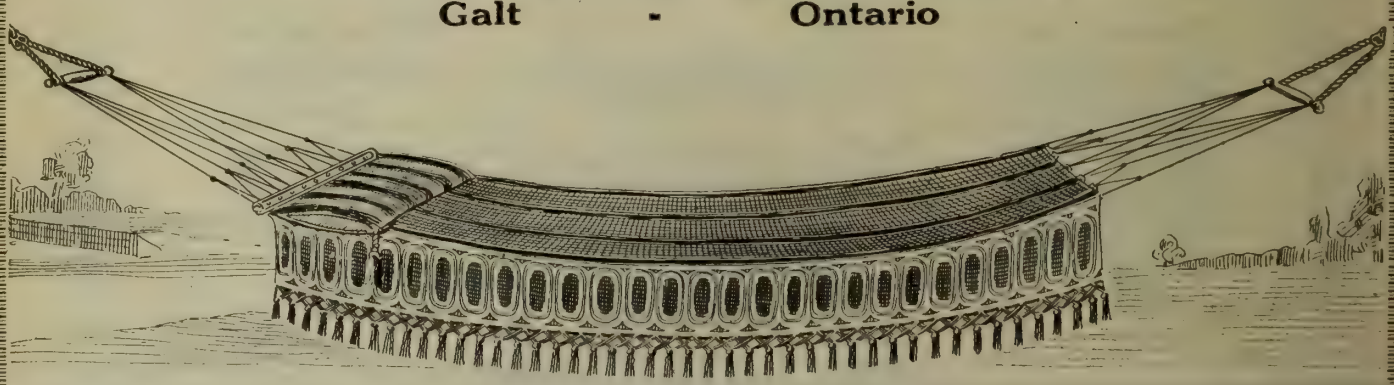
Labor conditions and the supply of raw material are still difficult, but ***we guarantee deliveries as usual.***

Our salesmen are out now. Let them show you the exclusive, attractive designs in Hammocks or Couch Hammocks. Let them explain the special price inducements that give you a marked advantage over competitors.

This swift-selling line goes to you direct from the factory — we share profits with you.

## Galt Robe Company

**Galt - Ontario**



# WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

—**THEY ARE TOOLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

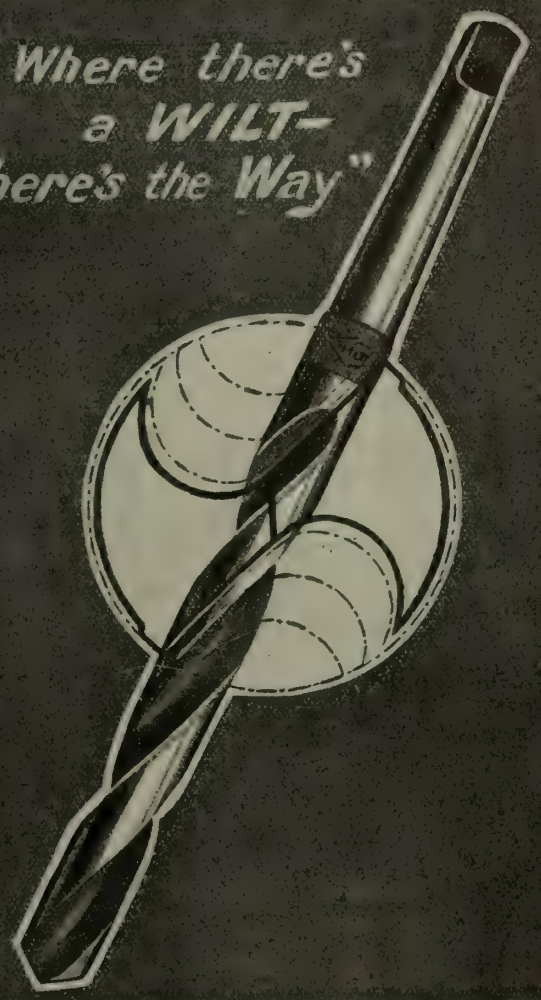
—**THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—**THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—**THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

**SELL WILT PRODUCTS**

*"Where there's a WILT— there's the Way"*



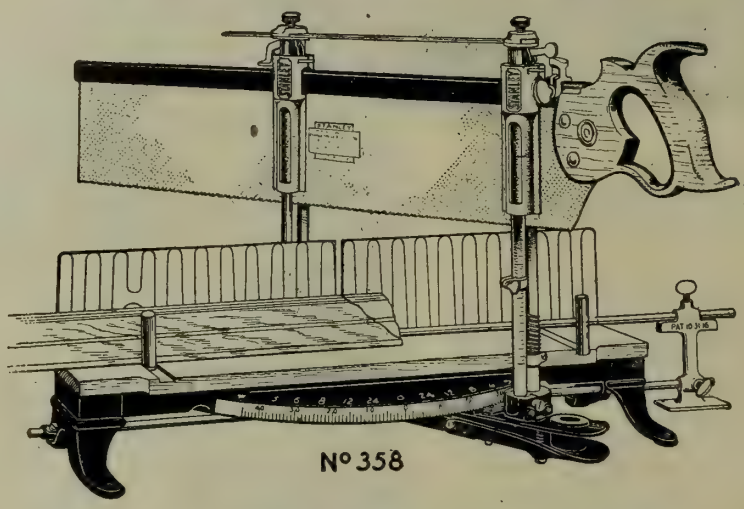
## HIGH SPEED AND CARBON TWIST DRILLS

## WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

**London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England**

# Stanley Tools




# Stanley Mitre Boxes

## STRONG—DURABLE—ACCURATE

**A FEW STRIKING FEATURES:**

Saw is held above work when not in use.

Swivel is automatically locked at any angle.

Two sockets in swivel for use of long or short saw.

Narrow opening in back of frame, especially adapted for small work.

Steel rod uprights for saw guides.

Uprights adjustable for saws of varying thickness and for those that run out of true.

Stock guides for holding work in place.

Extra wide range of work—will saw an angle of 30 degrees.

One-piece frame with detachable malleable iron legs.

Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.

Quickly and easily put together or taken apart for carrying.

Note the patented "Length Gauge," a new and particularly useful device.

**A specially made back saw furnished with each box.**

Every mechanic that visits your store will be interested in this up-to-date mitre box.

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

*Canadian Representative:*

**A. Macfarlane & Co., Ltd. - Montreal, P.Q.**

By Product Coke

Hamilton Pig Iron

Open Hearth Steel Billets

Steel and Iron Bars

Open Hearth Steel Sheets

Drop Forgings

Quality

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

Service

Railway Fastenings

Wrought Pipe

Pole Line Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products




# This Advertising is Creating Business for You

A NATION-WIDE appeal to the men and women of Canada is being made in the leading daily papers to make this a **Practical** Christmas by making it an **Electrical** Christmas.

Christmas shoppers throughout the entire country are being shown why Northern Electric Household Appliances make ideal, practical and sensible gifts.

In addition to creating a demand, we have prepared a most artistic folder printed in four colors—green, red, black and gold. This folder on your display counter or sent out to a selected list of customers will help to clinch many a sale.

See that you have ample stocks of Northern Electric irons, toasters, percolators, air heaters, vacuum cleaners or sewing machines. Our nearest house is at your service. Wire at our expense to-day.

*Northern Electric Company*
LIMITED

| | | | |
|---|---|---|---|
| **Montreal** | **Toronto** | **Winnipeg** | **Calgary** |
| **Halifax** | **London** | **Regina** | **Edmonton** |
| **Ottawa** | | | **Vancouver** |

# Easily Operated



## Easy to Sell
## HATCH
## Garage Door Outfit

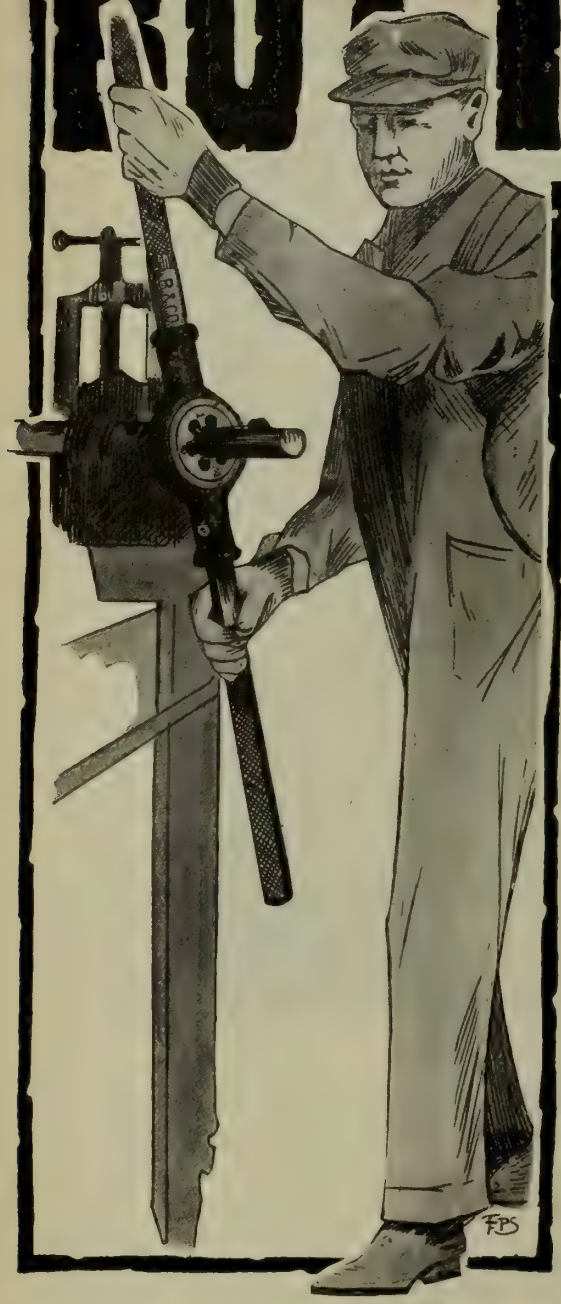
Can be operated by a child and is designed so that snow and ice cannot interfere with its action. Your customers appreciate the convenience of the swinging section—the garage can be entered without opening the whole set of doors. With each set you get:

3—Special Swivel Door Rollers.
22—Ft. of Track.
3—Pairs Special Garage Door Hinges.
3—Stay-Rollers (Floor Guides).
2—Ext. Heavy Garage Door Handles.
1—Safety Hasp (for fastening doors outside).
1—Hook and Eye (for hooking back Swinging Section inside).

The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box.

**Canada Steel Goods Co., Limited**
**Hamilton :: :: Canada**

# BUTTERFIELD



## Stocks and Dies

***Made under rigid inspection—***

Butterfield dies and screw plates are made under the careful shop methods that insure dependable tools—the kind you can sell more than once.

A one-time profit on inaccurate tools gets you nothing; sell Butterfield's and have a growing circle of customers.

The adjustable features and various standards meet all requirements.

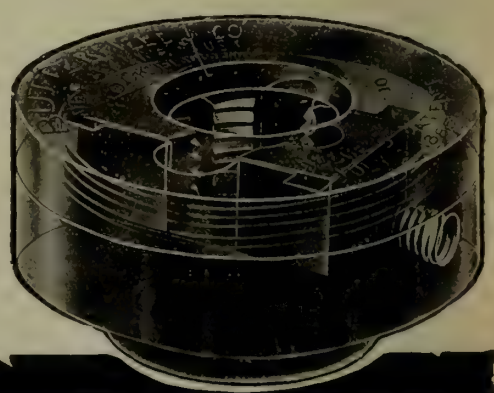
Butterfield's broad policies and generous co-operation with the hardware trade are distinctive as ever, after—

***39 Years service to the trade***

## Butterfield & Co., Inc.

**Rock Island**

**Quebec**



*Every Car at Your Door a Prospect*

# Clark Indestructible Steel Heaters

## Put the "Win" in Winter for Dealers



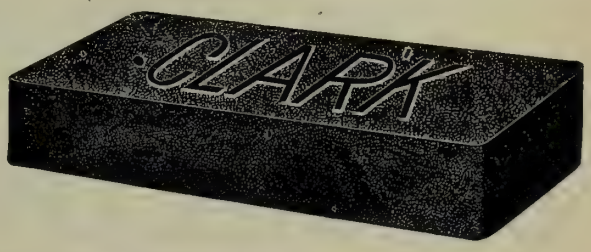

**The Swift-Selling No. 7-D**

This well-liked heater is well known and very generally used. It is suitable for any conveyance and is of fine appearance. 14 inches long. It is handsomely covered with rich, dark green Brussels carpet. No. 7D has side and end controls with slanting top. It is a swift, steady seller and a general favorite.

*Costs one-half cent per hour to operate*

## The Wonderful Heat Giving Fuel

Clark Carbon concentrates maximum heat-giving qualities in the smallest volume by being densely compressed.
Placed in any fire or flame until red, then placed in the fuel drawer, Clark Carbon gives its maximum heat at once—you may start immediately with continuous, satisfying heat for all day.



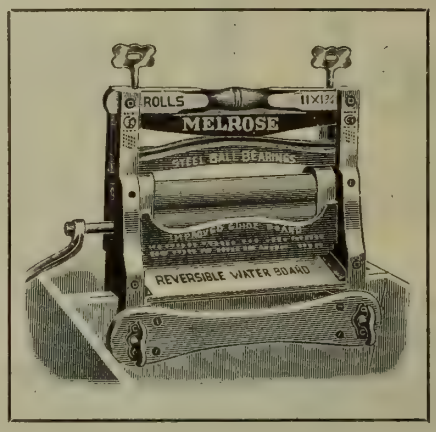

***There are several styles of Clark Heaters—all good. Your jobber has them. Send him your order now.***

# Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue** **Chicago, Illinois**

# Wringers for Stationary Tubs

## Are Rapidly Increasing in Demand




Fitted with reversible drip board, the water may be shed either way, so that clothes are wrung into either tub without changing the position of the wringer.

The "MELROSE" carries the ARROW BRAND and is our best grade. It has 11-in. rolls guaranteed for 5 years in family use, covered cogs and ball bearings.

With reasonable care it will last much longer than the period of warranty.

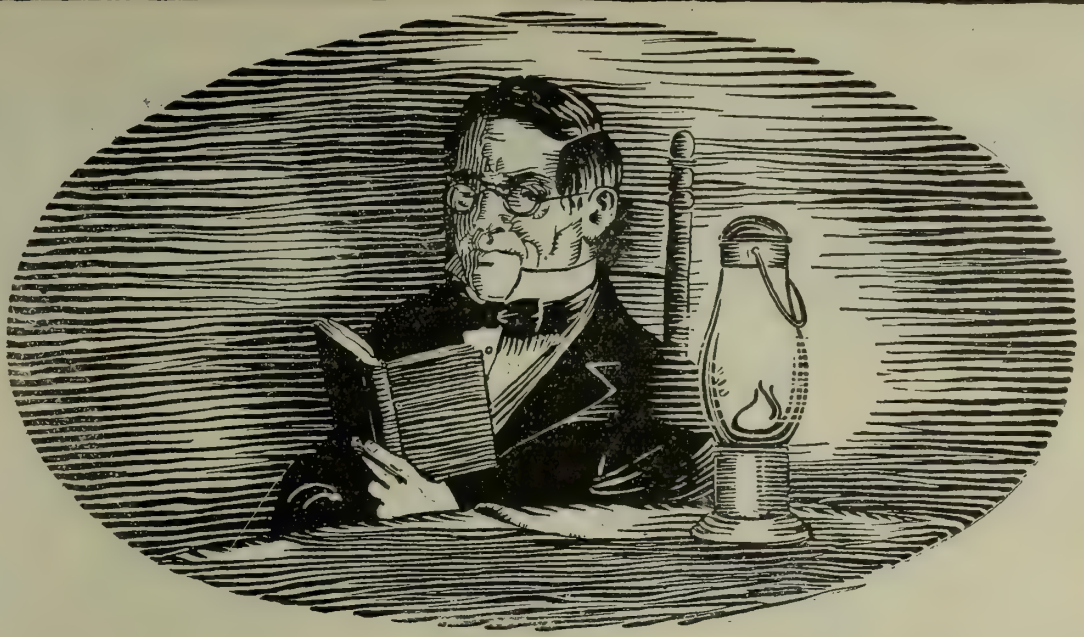
## DOWSWELL, LEES & CO., LIMITED

**HAMILTON, CANADA**

**Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers**

*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.



# WHEN GRANDFATHER FIRST READ BY THE KEROSENE LAMP

ONE evening in 1826, Grandfather removed the candlestick and waxed taper from the table and lighted a new "contraption" which he called a kerosene lamp. But it was not until nearly thirty years later that mineral oil lamps, improved and perfected, began generally to displace the wax tapers and the lamps which produced light from animal oils.

Two years before the first kerosene lamp was lighted, nearly forty years before the discovery of petroleum in America, the workers at Plymouth began making rope—rope so good that when the demand came for drilling cables to open up the vast stores of petroleum beneath the earth's surface, Plymouth was ready, and for sixty years Plymouth Drilling Cables have played a very important part in the production of petroleum.

For every rope and cable use Plymouth delivers full value and more.

# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 3

# IMPERIAL BRAND HARNESS




Do you have trouble selling harness? Is it necessary to talk, talk, talk to make a sale? Your customers know Imperial Brand—have used it, or have heard about it. Stock Imperial Brand and sales will come easy.

Advertising is appearing in all the leading farm papers. More Farmers will be asking for Imperial Brand than ever before. Are you ready to get your share of this business?

Delighted customers are assured if you sell Imperial Brand. Every user is a booster. Gain the good-will of your community by selling the old reliable Imperial Brand Harness.

***Display Imperial Brand in Your Windows***

**Samuel Trees & Co., Limited**
**42 Wellington St. E., Toronto**

## Robes for Winter Driving

You'll have to hurry for these. Cold weather is here and a good comfortable robe will be required by every farmer. These will sell on sight. Better drop us a card to-day.

**We have Served the Hardware Trade for 53 Years**

# PARTRIDGE TIRES

Farmers own more cars and buy more tires than any other class. Do you carry Partridge Tires? If not, you are losing many sales. Farmers prefer Partridge Tires to any other make.

Extensive advertising is being done for your benefit as much as ours. Our success depends upon your success. Get busy and secure the tire business of your locality. Decide to-day to boost your tire sales, and send your orders through us. We are Distributors and make adjustments for all disputes and cases of under mileage.

Each Partridge Tire you sell will be an agent working for you to secure new and repeat orders. The "good word" of Partridge Tires is being passed along from motorist to motorist.

***Partridge Tires Make an Attractive Display***

**Samuel Trees & Co., Limited**
**42 Wellington St. E., Toronto**

# A Source of Profit

ARE you overlooking the demand that exists among owners of horses, teamsters, etc., for a pad that will ease the pressure, that will take the torture out of ill-fitting collars.

TRADE MARK **Ventiplex** PADS

are carefully and thoughtfully made. They help a horse to do its full day's work without the risk of getting sore neck or galls.

Recommended to your customers, they will enable you to make quick sales and good profits.

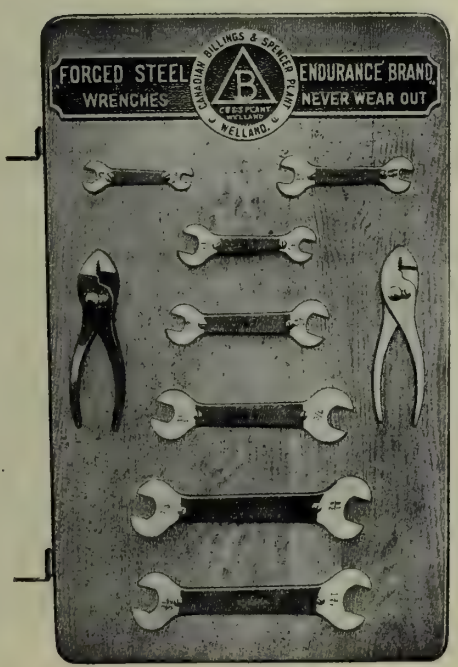
**The Burlington-Windsor Blanket Co., Limited**
**Toronto, Canada**



CANADA
FOUNDRIES & FORGINGS
LIMITED

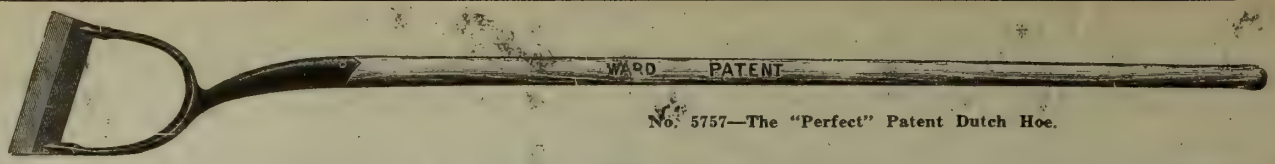
# Solving the Wrench Board Problem

## Sell from the Board Deliver from the Shelf




WRENCHES ARE FASTENED TO THIS BOARD
THEY DO NOT SLIP AWAY IN THE MANNER COMMON TO LOOSE WRENCHES
THINK IT OVER AND SEE YOUR JOBBER

**James Smart Plant**
BROCKVILLE, CANADA




No. 5757—The "Perfect" Patent Dutch Hoe.

# WARD & PAYNE W P SHEFFIELD

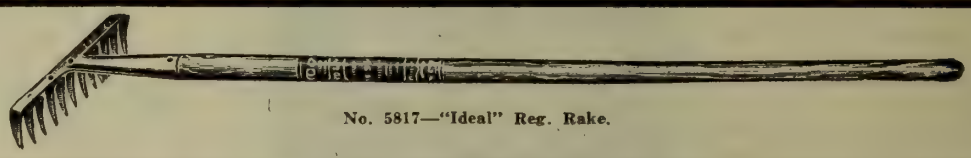
These garden tools are now off the list of "restricted exports" and we are thus able to supply and ship them in any quantities. The Ward & Payne line embraces a varied line of high quality fast selling garden tools. Write our nearest Canadian Agent if your jobber cannot supply you.

**The Unbreakable "Perfect" Dutch Hoe.** This is the only genuine Solid Dutch Hoe on the market. It is not welded, but from tip of blade to end of shank is one solid piece of steel. No more broken sockets or shanks as with a welded tool. Your customer will be perfectly satisfied.

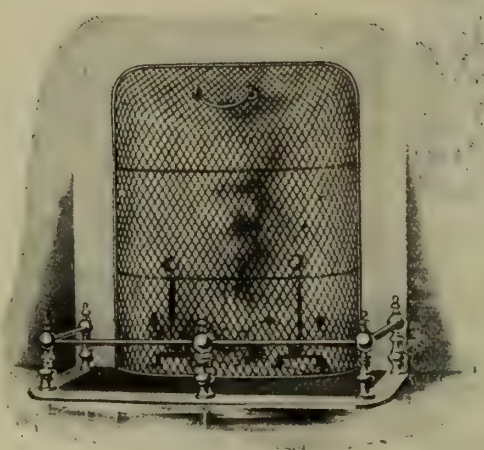
**The "Ideal" Rake for any Soil.** This is a strong, practically unbreakable tool that will work in either light or heavy soils. Its specially-shaped teeth prevent clogging and break the soil up with less labor. It is a popular seller.

CANADIAN AGENTS:

Sherman F. Ainslie, 62 Temperance St., Toronto. Anthony Ferguson, Ltd., 1150 Hamilton St., Vancouver, B.C. Alexander Gibb, 3 St. Nicholas St., Montreal.



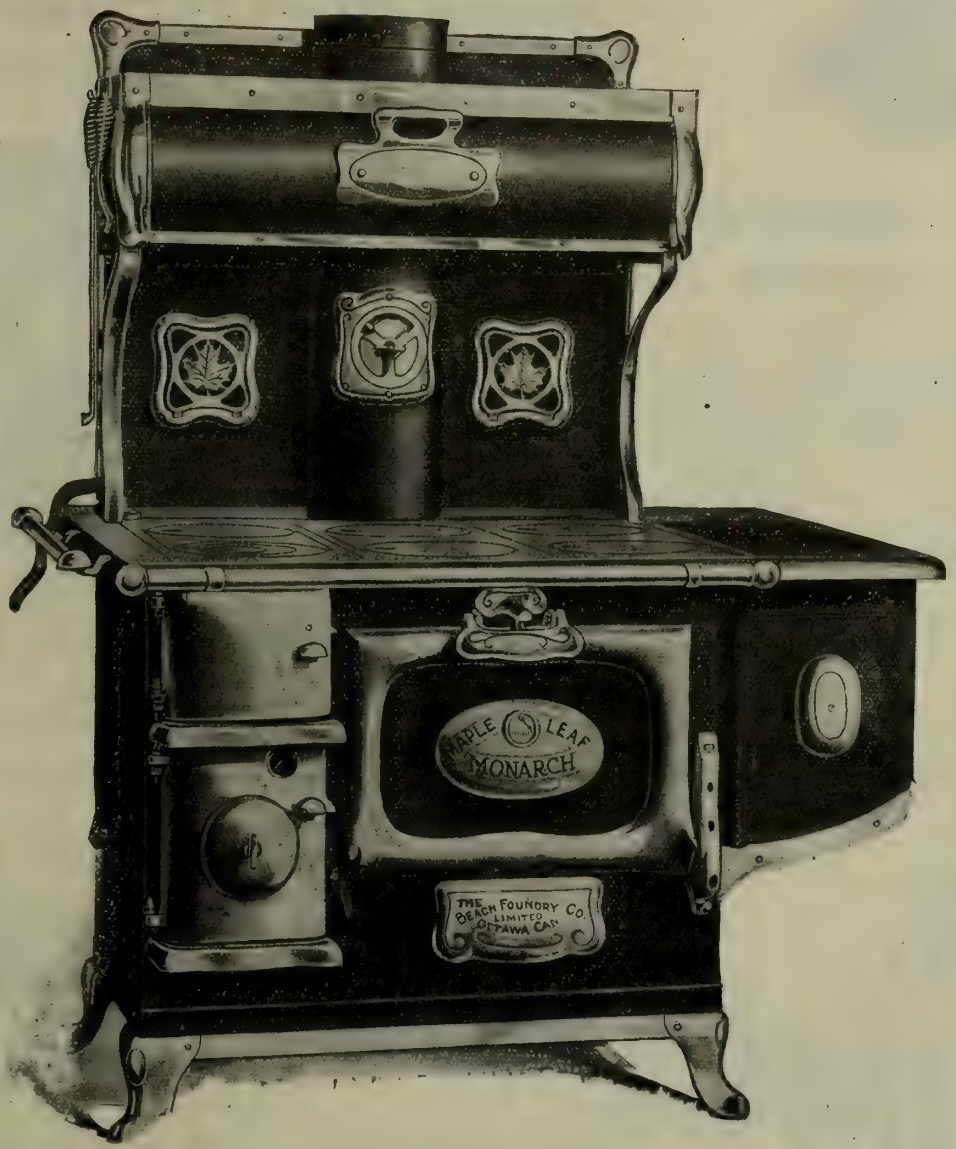
No. 5817—"Ideal" Reg. Rake.



# Fire-place Screens
# Wire Cloth
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
for tool-rooms and stock-rooms
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

# Increase Your Sales by Handling the Maple Leaf Line




## THE MAPLE LEAF MONARCH

### *A "National" Advertised Range*

For months people have been told about this handsome Monarch Range. To-day they know that the Maple Leaf Monarch Range stands for quality, lasting service, honest value and workmanship. You don't have to convince people of its value. They know that. But you do have to have the Monarch on your sales floor so they can see its many new features, plain, handsome design and its convenience as a baking and cooking range. It is made by the best skilled workmen and they have packed into it the very features and honest value people want. Watch sales grow with the Monarch.

**Write for Catalogue and Prices.**

**Manufactured by**

**THE BEACH FOUNDRY COMPANY, LIMITED**

OTTAWA -:- CANADA

***Western Distributors:—The Canadian Supply Company, Limited, Saskatoon, Sask.***

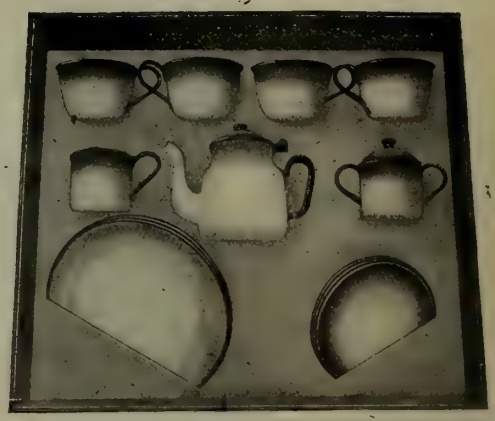


# A Davidson

## *Suggestion for quick Christmas turnover*

## Humming Tops
## Child's Tea Sets

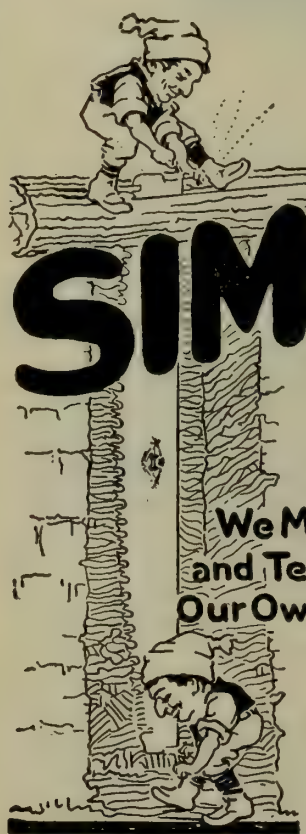
Mechanical Humming Tops finished in bright, attractive colors. A child's popular toy suitable for quick, profitable turnover.
Child's Tea Sets in Crown and Crescent enamelware. Set consists of fifteen pieces—tea pot, four tea-cups, one pitcher, four saucers, one sugar bowl and four plates.
Only a part of the Davidson quickly moving Christmas lines.



Crown Cut.

## The Thomas Davidson Mfg. Company, Limited

**Toronto** **Montreal** **Winnipeg**




# SIMONDS

*"The Saw Makers"*

## CRESCENT GROUND CROSS-CUT SAWS

Are absolutely guaranteed. They are made of high grade steel, produced in our own Steel Mill, which is the only steel we are sure will take a temper to hold a cutting edge longer than the ordinary saw. A Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber in less time and with less labor than any other make of saw, and still it costs no more than other good saws. Hardware dealers know the value of Simonds Saws as trade promoters, because a Simonds Saw when sold means a satisfied customer.

**Write for prices and discounts.**

## SIMONDS CANADA SAW CO. LIMITED

St. Remi St. and Acorn Ave.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.

**LOGAN IRON AND STEEL COMPANY**

MAKERS OF IRON AND STEEL BARS, ANGLES AND SPECIAL SHAPES

THIS LETTER IS SUBJECT TO THE TERMS PRINTED ON THE BACK HEREOF

BURNHAM, MIFFLIN CO., PA. July 7", 1919

The Stark Rolling Mill Co.,
Canton, Ohio

Gentlemen:-

We are in receipt of your favor of the 30th ultimo with regard to the service we have been getting from Toncan Metal, and in reply would say that about twelve years ago we roofed a part of our plant with Toncan Metal Sheets.

They are still in use and appear to be as good as when first put on, which we regard as highly satisfactory service.

Yours truly,

*David Thomas*
General Manager.

B/DT

# In Good Condition After Twelve Years

It is a significant fact that a great many manufacturers of Metal and Metal Products are large users of Toncan Metal for their own buildings.

Another big Steel Company recently used more than sixty carloads largely in Roofing and Siding.

These are men who know metal.

They know that where corrosive conditions exist, Toncan Metal is by far the best and most economical sheet metal to use.

For Roofing, Cornice, Conductor Pipe, Refrigeration and every severe sheet metal service, it will pay you, and your customer, every way, to use Toncan Metal.

CANADIAN DISTRIBUTORS:

## The Pedlar People Ltd., Oshawa, Ont.

*Branch Offices at Montreal, Ottawa, Toronto, Winnipeg, Vancouver*

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

*"Corrosion—The Cause—The Effect—The Remedy" is a book of library size containing much valuable sheet metal information. Your request brings it promptly.*

**TONCAN METAL**
*Resists Corrosion*

# How We Carry the Disston Message To All Classes of Tool Users

CONSIDER the different people to whom you sell saws and tools. There is the carpenter and mechanic—the professional tool-user. There is the home-owner who has a set of tools for use around the house. There is the farmer who is his own carpenter. There is the business man who spends spare hours at a work-bench. There is the boy who has learned to make things at the manual-training school.

There are any number of these men, particularly the older men, to whom seeing a Disston advertisement is like reading an item of news about an old friend. But there are also every year new purchasers of tools.

Disston advertising seeks to quicken the friendship of the old and to make the acquaintance of the new. It is so planned as to reach every one of the different classes of tool-users mentioned above.

In future pages of this magazine we will discuss in detail how we reach each of these various classes and the effectiveness of this work in helping your sales of good saws and tools.

**HENRY DISSTON & SONS, LTD.**
TORONTO, CANADA
Branch: Vancouver, B.C.

**DISSTON**

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**
The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 100
Baseboard Register

Cast Iron, Semi-Steel and all Steel.
REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES
In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES

**TUTTLE & BAILEY MFG. CO. OF CANADA**
BRIDGEBURG, ONT. : : : : : : 259 STANLEY ST., WINNIPEG, MAN.

# BARCALO "S" ADJUSTABLE WRENCH

GUARANTEED




ALL PARTS
WORK SMOOTHLY
NO BINDING
OR SHAKING
ADJUSTMENTS CLEAN.
PERFECT GRIP.

BARCALO MANUFACTURING CO.
BUFFALO, N.Y., U.S.A.

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

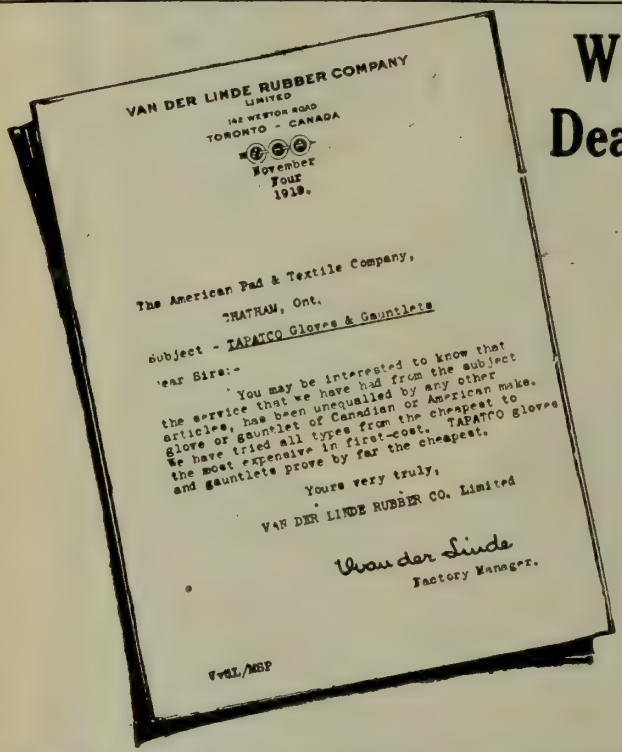
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**


VAN DER LINDE RUBBER COMPANY
LIMITED
142 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,

CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs:-

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

Yours very truly,

VAN DER LINDE RUBBER CO. Limited

Van der Linde
Factory Manager.

VvdL/MSP

## When Users Give Such Praise Dealers Cannot Hesitate to Stock

MERCHANTS find a ready sale for Tapatco line—netting them splendid profits. Are you doing the business you should do in work gloves? Many dealers report immediate increase in glove sales after introducing these goods to their customers.

**TAPATCO**
REGISTERED BRAND TRADE MARK

## GLOVES and MITTS

**"Months of Wear in Every Pair"**

**Styles**—Gauntlet, Knit Wrist and Band Top.
**Weight**—Heavy, Medium and Light.

**Material**—Leather Tip, Leather Faced, Jersey.
**Gloves and Mitts in Tan, Slate or Oxfords.**

***The American Pad & Textile Company, Chatham, Ont.***




TRADE MARK G&B

Established 1865

## YOU CAN INCREASE YOUR PROFITS

with a Gilbert & Barker T-235 Quick Return Pump at your curb combined with suitable Underground Storage Tank. This will enable you to sell your present customers their gasoline and it will also attract additional customers.

A T-230-L Outfit will care for their oil needs.

There is a steadily increasing demand for filling stations.

***LET US TELL YOU MORE ABOUT IT. JUST SEND FOR BULLETIN 52.***

# IMPERIAL OIL LIMITED

*Canadian Distributors.* ∴ *Branches in all Cities*

**Gilbert & Barker Manufacturing Company**

23 Union Street, Springfield, Mass., U.S.A.

# American Felt Large Head Roofing Nails

## "DOMSTEEL SPECIAL"

**Are Made in Canada by**

## DOMINION IRON & STEEL CO., LIMITED

***Style and Quality Perfect***

**When ordering from your Jobber insist on getting**

## LARGE HEAD ROOFING NAILS "MADE IN CANADA"

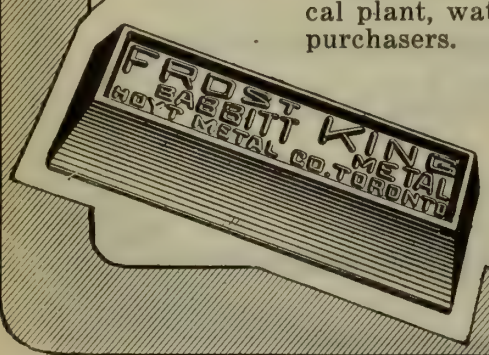
HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.

# HOYT METALS

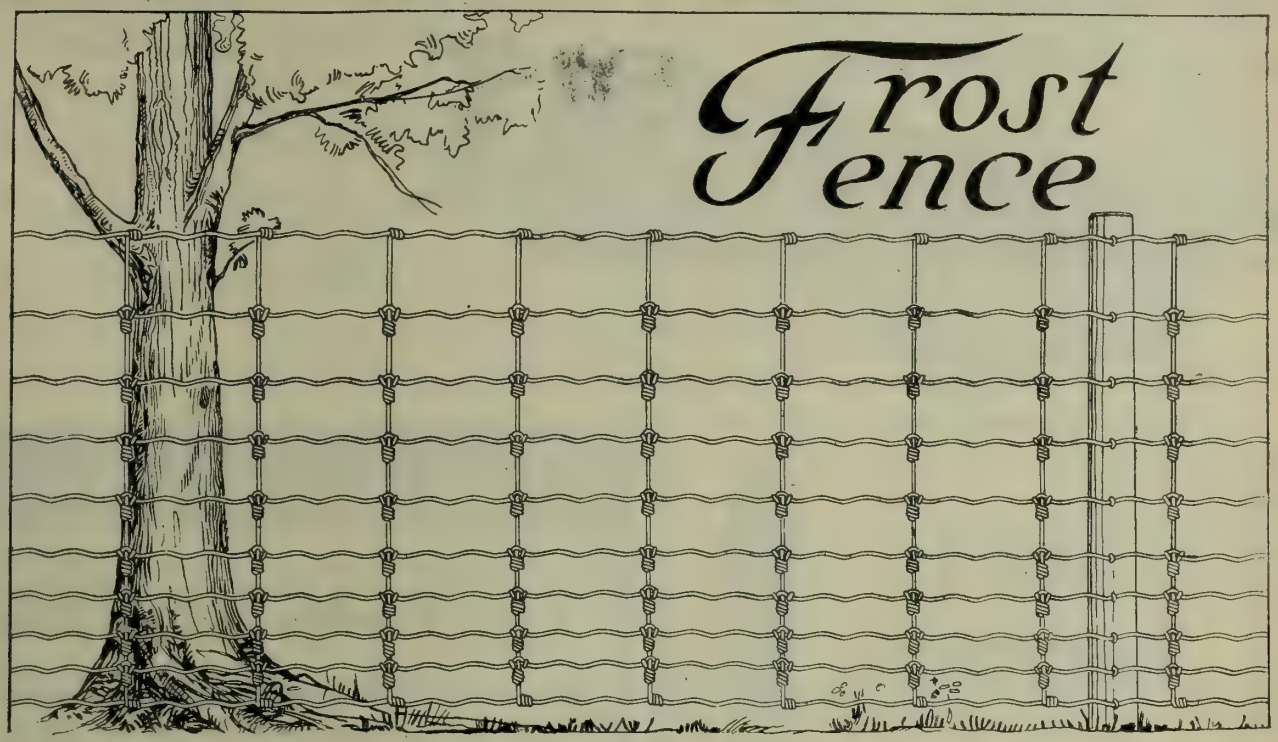
## Trojan Frost King
## Nickel Genuine

Here are babbitts with sales as great as their renown. Every engineer and mechanic knows and likes Hoyt Metals. Every industry in your locality is a prospect—every factory, electrical plant, water works, machine shop and the like are quick purchasers.




## Hoyt Metal Co., Toronto

**New York, N.Y., London, Eng., St. Louis, Mo.**




# STRENGTH - APPEARANCE - ECONOMY

When a man comes into your store to buy fence, he expects it to measure up to these qualities. The fence you sell must have them, or you will have a dissatisfied customer on your hands. The fence must be strong,—it must wear. It must look neat, stretch straight. It must have value for the money invested. All fences have these qualities to some extent, but the question is, which has the **most.**

FROST TIGHT-LOCK FENCE is a proven fence. Its users have compared it with others and will tell the result. To the dealer who has the **best** goes the business. FROST FENCE is self-selling because it is preferred by men to whom you make its qualities known.

## Frost Steel and Wire Co., Limited

### Hamilton, Canada

# MAPLE LEAF HAND SAWS

## are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

**Unbreakable Handle**

Our saws are made on a high standard basis that wins satisfactory sales for the dealer. You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

**Shurly-Dietrich Co.,**
LIMITED
GALT CANADA

---



CANDY

# Cooking Thermometers



BAKING

When a magazine like "Good Housekeeping" devotes many pages to articles on Thermometer Cooking there must be something in it.

WILDER

Accurate Thermometers for home cooking have been tested and approved by Good Housekeeping Institute and are an inspiration to housekeepers everywhere.

**THE WILDER-PIKE THERMOMETER CO., Inc.**
Fulton Street : : : : TROY, N.Y., U.S.A.

---

# TRADE MARK Red Devil Tools

## Give Double Satisfaction

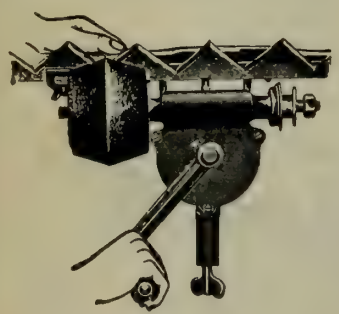
BECAUSE "Red Devil" Tools are honestly designed, made and tested to give every proof of quality your customers may demand, and—

BECAUSE you can always depend upon them to give the user the kind of satisfaction that brings him back to you for more. "Red Devil" Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the world.

*Write To-day for Prices and Complete Catalog*

**Smith & Hemenway Co., Inc.**
**89 Coit Street Irvington, N.J.**

---



# Perfection Grinders

**Series 19 to 27**

These efficient, neatly finished grinders are equipped with cut gears—cut from solid blanks—thus eliminating rattling and lost motion. Parts subject to breakage are of malleable iron. A very superior machine, not classed as a cheap line. They sell readily and give great satisfaction.



**Star Specialty Manufacturing Company**
**227-233 West Erie Street Chicago, Illinois**

# Morrison Gauges




comprise a line that covers every requirement. You always have the right goods to close a sale with Morrison Products.

They include gauges for every conceivable purpose—for indicating, or indicating and recording—pressure, temperature, altitude, revolutions, etc.

The trade find them good sellers and mechanical men everywhere look upon them as a standard.

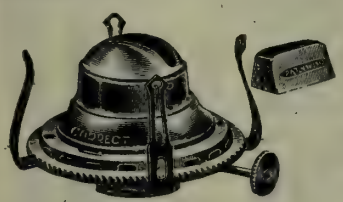
The Morrison name helps your business and the salability of Morrison Products helps your pocket-book. A full guarantee of satisfaction.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

## The James Morrison Brass Mfg. Co.

Limited

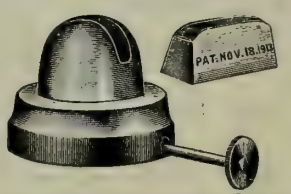
**93-97 Adelaide St. W., Toronto, Ontario**



A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

**(Flame Spreader Type)**




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

## The Schultz Manufacturing Company

LIMITED

**HAMILTON, CANADA**

***Give us your Wholesaler's name and we will send you a sample***



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

***May we send you catalogue and prices?***

Canadian Sales Representatives:
A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

## UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

# UNIMECO WROUGHT WASHERS



We manufacture a wide range of **wrought washers of every description.** Round and square in plain and galvanized.

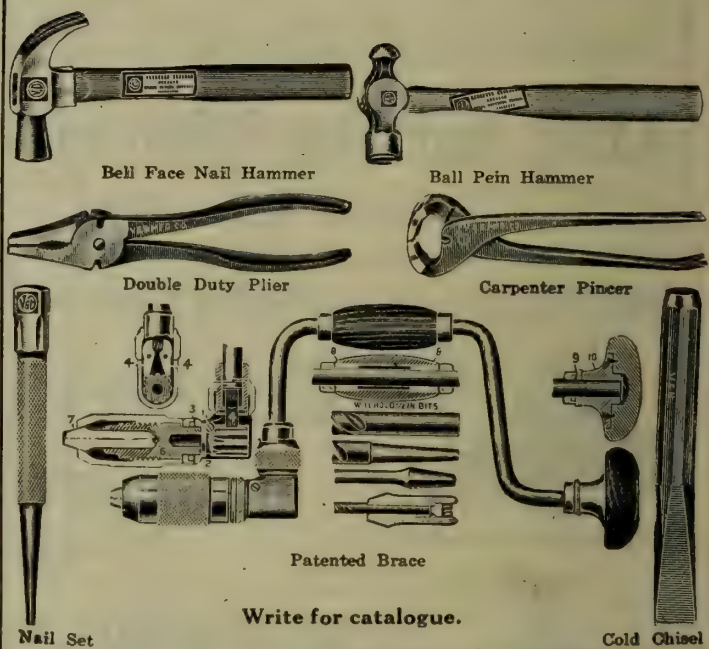
"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

# V & B TOOLS

**Individually Tempered and Tested**




**Write for catalogue.**

## VAUGHAN & BUSHNELL MFG. CO.

*Makers of Fine Tools*
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.

# WROUGHT PIPE

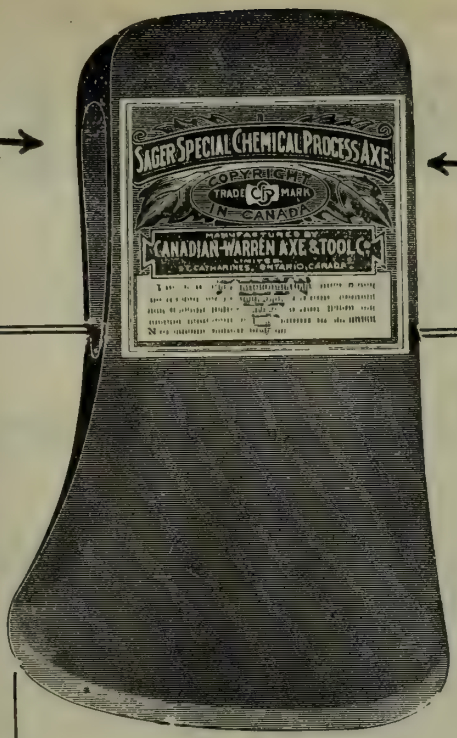
**BLACK and GALVANIZED SIZES, 1/8 IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of WroughtPipe*

## CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

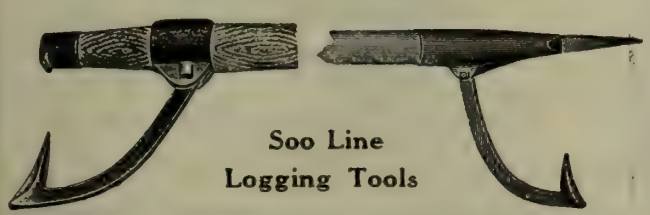



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

**"SAGER AXES"**
**AND**
**"SOO LINE" LOGGING TOOLS?**

GET THE HABIT.
(AND THE PROFIT)

**Canadian-Warren Axe & Tool Co.,**
**LIMITED**
**ST. CATHARINES, ONT.**



Soo Line
Logging Tools

# Files with a Reputation that promotes Sales

It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

**Made in Canada by**



# Announcing—




WILLIAMS' "Vulcan" Forged-Cutter Tool Holders give unequaled service to those who prefer the solid, forged-type of cutting tool. Each Holder, by the mere insertion of small High Speed Forged-Cutters, is adapted to the heaviest service on Lathe, Planer, etc.

The economy and convenience of this line, when installed as standard shop equipment, is at once apparent, as all blacksmith work, to say nothing of the very considerable investment necessitated by heavy, solid forged-tools of costly High Speed Steel, is eliminated.

Absolutely simple in construction, yet possessing all the advantages of the solid tool without its expense.

Cutters, drop-forged from the finest grade of High Speed Steel, in stock in a great variety of sizes and types, finished and hardened ready for use.

*Ask for descriptive booklet*

J. H. Williams & Co.
30 Richards St., Brooklyn, N.Y.

---

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Alberta, Saskatchewan and British Columbia

**Williams' "Vulcan" Forged - Cutter Tool Holders**

# BROOMS

We are pleased to advise the trade that we can now supply our

## Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

**Walter Woods & Co.**
**Hamilton and Winnipeg**

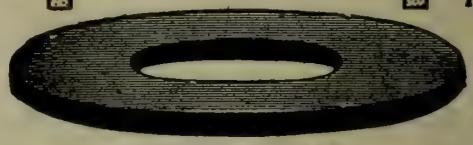
**Wrought and Steel Plate**

# WASHERS

**OF ALL DESCRIPTIONS**

**ROUND AND SQUARE**

**PLAIN OR GALVANIZED**



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

**We Guarantee Quality and Service.**

---

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**

# THE APPROACH OF CHRISTMAS



always brings up the **Gift Question.** Every dealer will find profit and satisfaction in encouraging the purchase of **KRIBS** Washers as most welcome, useful and appropriate Christmas gifts.

**There is a KRIBS to suit the need and purse of every type of customer.**

The beautiful Electric is unsurpassed in efficiency and marks a high standard in washer manufacture.

Where electric current is not available, the **Gasoline Motor** machine is a winner.

The **Water Motor** machine fills a very proud position and relieves from hours of toil, doing excellent work.

The **Hand Power** machines win praise everywhere for the splendid results they give, for easy action and fine appearance.

## Kribs Washing Machines are "Different"

The wood, the construction, the unshrinkable tubs, the cut gears and general "classy" appearance make them a splendid selling line. **They add distinction to the dealer's stock** and buyers of KRIBS machines learn to regard the KRIBS dealer as a man who sells **Quality** goods.

If not familiar with all the reasons, write us at once, or ask your jobber. Information and prices gladly and quickly furnished.

# Wm. A. Kribs Co.

Limited

**Hespeler - Ontario**

**Makers of Freight-Handling Trucks of All Kinds**

# ANNOUNCEMENT

## TO THE HARDWARE TRADE OF CANADA

On and after November 1st, 1919, all shipments made by

**Allith Manufacturing Co., Limited**

**Safety Door Hanger Co., Limited**

**Acme Stamping & Tool Works, Limited**

will be invoiced under our new name of

## SLATER & BARNARD, LIMITED

**HAMILTON, ONTARIO**

who own and operate these three companies.

HAMILTON, October 27th, 1919 SLATER & BARNARD, LIMITED



Detroit

# TREE PRUNERS

### The Fall of the Leaf is Your Hint to Stock This Line—NOW

Anticipate the needs of your trade by displaying goods in advance of their particular season—Tree Pruners and Snips, for instance, will soon be needed. By having these goods in stock you can make ready sales and quick turnover. We illustrate herewith the Kansas Patent Pruner, 7 ft. Orchard King, 31½ inches over all, and Detroit 6 ft. to 16 ft. lengths, three well known and very dependable lines. We stock also for immediate shipment Snips in lengths 10 in., 12 in. and 14 in.

**Write us for prices and other details.**

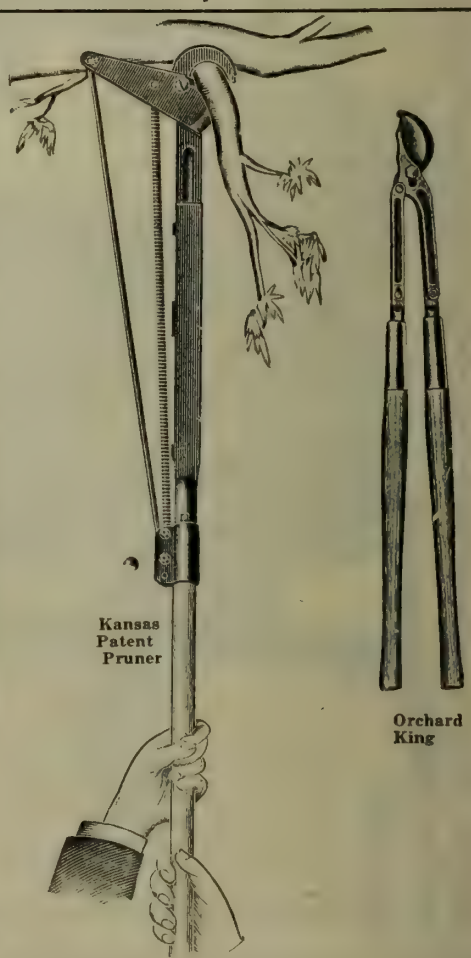
## Taylor-Forbes Company, Limited

*The Largest Manufacturers of Hardware in Canada*

Head Office and Works

**Guelph, Ont.**

TAYLOR-FORBES CO., LTD., 246 Craig St. W., Montreal.
H. C. ROGERS, LTD., 147 Prince William St., St. John, N.B.
TAYLOR-FORBES CO., LTD., 1070 Homer Street, Vancouver.
H. F. MOULDEN & SON, 314 Confederation Life Bldg., Winnipeg.



Kansas Patent Pruner

Orchard King

# B·S·A

## RIFLES AND SHOTGUNS



The New B.S.A. Hammerless 12 Bore Shot Gun

## SPECIFICATIONS

| | |
|---|---|
| **BARRELS** | 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with barrels. Right modified. Left full choke. |
| **ACTION.** | B. S. A. special pattern (Anson & Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock. The B. S. A. shotgun action is the strongest in the world. |
| **FORE-END** | Snap-on type. Nicely checkered. |
| **STOCK** | Straight hand or half pistol grip. Nicely checkered. Bend at heel 2 inches, at comb 1½ inches, length 14¼ inches. |
| **WEIGHT** | About 7¼ pounds. |
| **CHAMBERED** | For 2¾ inch shells. |
| **BALANCE AND TRIGGER PULL** | Specially attended to, to give this B. S. A. gun the superb handling qualities of the best hand-made gun. |
| **INTERCHANGEABILITY** | All parts will be strictly interchangeable. |
| **PROOF AND TESTS** | Every gun is nitro proved at the official proof house and is carefully tested. |

**Military Rifles, Target Match Rifles, B.S.A. Patent Rifle Sights.**
**High Velocity Sporting Rifles, B.S.A. Miniature Bolt Rifles,**
**Martini Miniature Rifles, B.S.A. Air Rifles.**

ORDER THROUGH YOUR WHOLESALER

CANADIAN AGENTS:

# FRASER COMPANY

**10 Hospital Street, - MONTREAL, CANADA**

**Stocks in Montreal—Write for Illustrated Catalogue and Rifle Booklet.**

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

*Hardware Exporters* **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

## Ash Sifting Season



### The Samuels Sifter Sells Because

it has so many good points to impress customers: the iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band around bottom, and general superiority of design. Convenient, clean and dustless.

**J. SAMUELS**

**275 QUEEN ST., W. - - TORONTO**

*"Business Follows Facilities"*



## This is the "W & W"

### A Real Winch with a Double Circuit

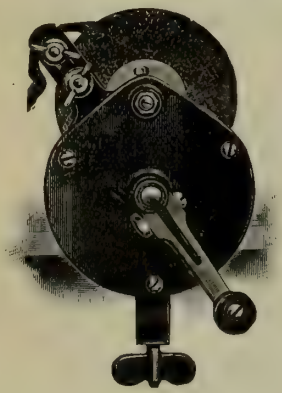
**ALONE** and with a single line one man can lift, and hold suspended, 500 lbs. The load will drop when the handle is turned—not before.

All contractors are prospective customers. Wear and good service are built into the "W & W."

**Write for Prices and Dealers' Discounts.**

**Williams & Wilson, Limited**

**84 Inspector Street, Montreal**



# Cool Kutter Grinders

## *Fill a Special Want*

They were placed on the market to supply the demand for a cheap grinder that's good, and they do. Best value ever offered to the trade. Wheels specially selected for cool, quick-cutting qualities.
Get Catalog No. 1. Write your jobber.

## Western Hardware Mfg. Co., Limited

**Milwaukee, Wisconsin**

"Made in America"

# American Flyer

"The Train with the Guarantee" Registered U.S. Patent Office

TURE RAILROADS




# Advertised To Millions

"American Flyer" toy trains have become the best known and most popular toy trains on the market. They are more often asked for than any other train. Millions of boys know and want them.

## Show "The American Flyer" In Your Window

The millions of boys and their parents who are reading our ads will know where to get "American Flyer" outfits if they see an "American Flyer" train displayed in your window. It is an immense attraction—draws crowds. Don't miss the opportunity to have an "American Flyer" window.

## Leading Magazines

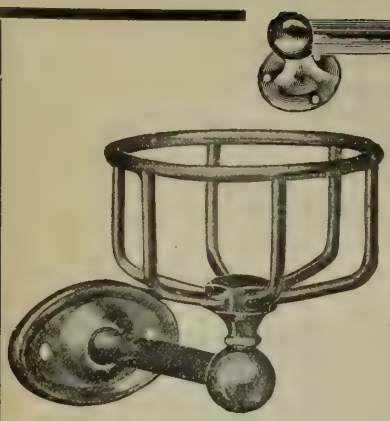
All the leading boys' magazines are carrying powerful "American Flyer" ads this season both in black and white and in colors, and mostly in page space. It is one of greatest toy campaigns ever put out. You will get the greatest profit from it if you display "American Flyers" prominently in your store and windows.

We presume you have "American Flyer" Mechanical and Electrical trains in stock. Most dealers have. If you haven't, write quick.

# AMERICAN FLYER MFG. CO.

**2239 So. Halsted St., Chicago, Ill.**

***Makers of a Complete Line of Mechanical and Electrical Trains***



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

## W. HARRIS & CO., Limited

MANUFACTURERS OF

# GLUES

**Flake, Ground or Sheet**

*Importers of*

## POTATO STARCH
## CORN DEXTRINE

***Your inquires solicited, giving name of your wholesale dealer***

**W. HARRIS & CO., Limited**
**994 Danforth Ave. TORONTO, Can.**

## P H

TRADE MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

## Ingersoll File Company Limited

INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors

**ASK YOUR JOBBER**

**IMPERIAL**

TRADE MARK

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

***Quick Sales***
***Big Profit***
***Satisfaction***

***Occupy But***
***Little Space***
***Sell Easy***

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

**Collette Mfg. Company, Collingwood, Ont.**

# CANADIAN ASBESTOS COMPANY

**MONTREAL** **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

**Asbestos Paper and Millboard** **Asbestos Pipe Covering**

**Asbestos Cements** **Blackote Rubber Roofing**

**Cotton Waste and Oakum**

*Sole Canadian Agents:*

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.




## Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd**
Manufacturers NEWMARKET, ONTARIO



## Warning

**Don't wait till the last minute and say "Rush" for we can't do it.**

**Order Now**
**for December delivery**

**Sidewalk**

# Ice Chopper

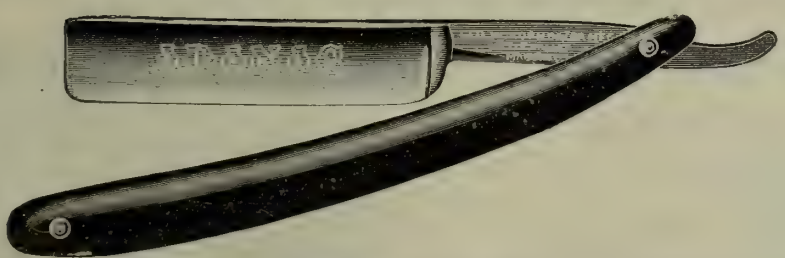
**Laid Steel**

***Made just like a chisel.***

***Every order means a re-order for they are a fast Seller. Good Profit too.***

**The L. & I. J. White Co.**
**55 Columbia St. Buffalo, N.Y.**

## A Reliable Razor for the User



## Guarantee for Every Razor

**Made from the finest Crucible Swedish Bar-Steel. Carefully tempered and concaved. Set ready for use.**

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.
Canada Office: 140 McGill Street, MONTREAL

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg




**4 Good Reasons --READ 'EM!**

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

MADE IN CANADA

**Blacksmith's**
**Boiler Makers'**
**Machinists'**
AND
**Pipe Fitters'**
**Tools** Write for Catalogue

**A B. Jardine & Co.**
LIMITED
HESPELER, ONT.

**Manufacturers**
OF
**WIRE**
HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

**LAIDLAW BALE TIE COMPANY, Limited**
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

**PINK'S LUMBERING TOOLS**

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

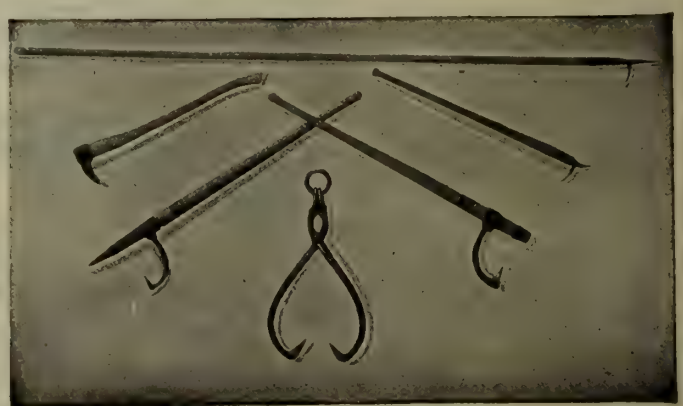
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**
Manufacturers of Lumber Tools
Pembroke Ontario



# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

# GERMANTOWN LAMPBLACKS

in

## ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

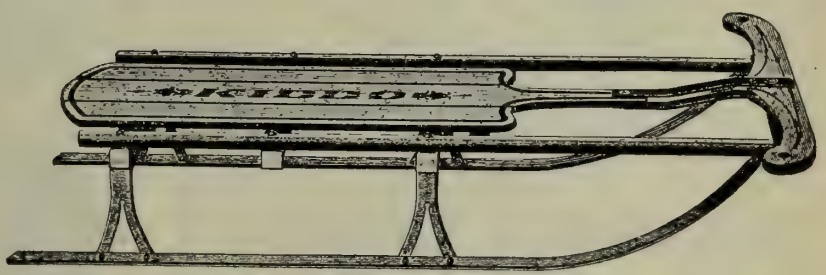
Suppliers of Bulk Blacks to the highest class Grinding Trade.

## THE L. MARTIN CO.

**Montreal Toronto**
**Philadelphia New York**
**Winnipeg**
**London, Eng.**

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

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Our range and stock of Children's Sleds is particularly complete and includes such saleable standbys as the well known Kiddo Flexible from 28-inch to 60-inch; a full line of Children's and Girls' Steel Sleds, a complete line with handles or hand-holds in the wooden variety with flat or round shoe in straight or turned-up runners; Bob sleds in wood or steel; and Baby Push Sleds in red, white or natural finish, in Quebec Burlow style or Reversible Handle style; a complete line of Baby Sleds with racks. A line from you will bring our catalog and price list.

MEHASCO

**Merchants Hardware Specialties,** Limited
CALGARY



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*Jobbers, have you catalogued?* *Retailers, have you ordered?*

**Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps**

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes—we imprint them, too.

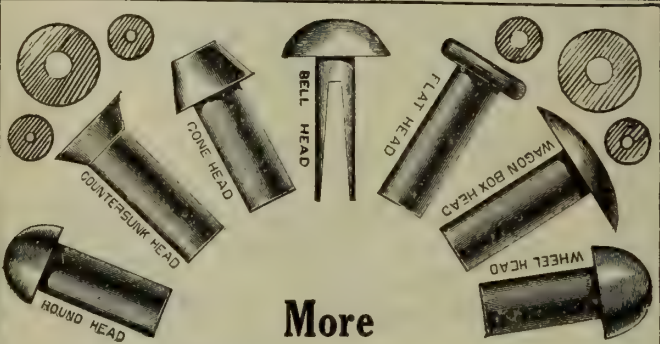
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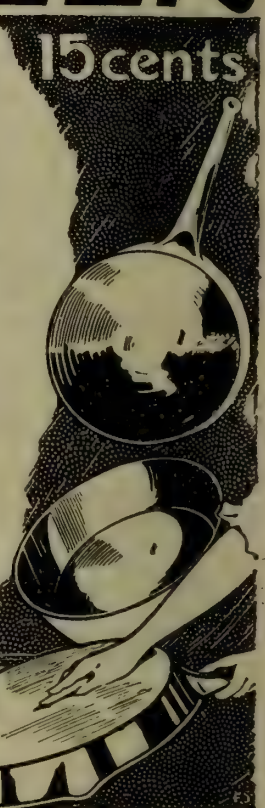
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**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
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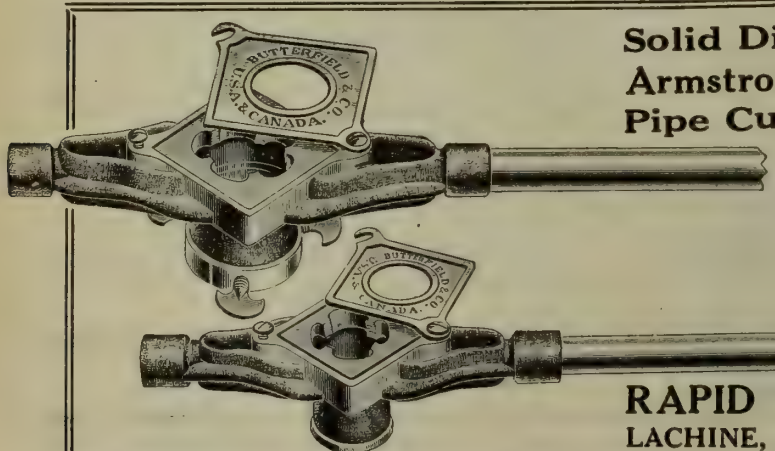
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**Solid Die Plates**
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**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

**Write for our complete catalogue and price list.**

**RAPID TOOL & MACHINE CO., LTD.**
LACHINE, QUE. Branch: IBERVILLE, QUE.

# Casement Fastener

## No. 200



Casement windows grow in popularity.

They are features in all the newest houses going up.

For "built in" cupboards, bookcases, and all similar door and window sets, Casement Fasteners fill a need.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass Company,**
**Limited**

# ARROWHEAD SAWS

## *Vanadium Steel*



Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company**
**Limited**
**St. Catharines**
**Ontario**

# Those Hard-To-Get-At Nuts




In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically h treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

**The Keystone Manufacturing Co.**
**Buffalo, N.Y.**
**POSTAL STATION B**

# QUALITY FIRST IN Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**
**ST. THOMAS . - ONTARIO**

# RALPH CONNOR

## *On "The New Canada and Its Needs"*

RALPH CONNOR, the famous Canadian novelist, who served for several years at the front and saw the war from many angles, is convinced that Canada must be prepared to make important changes if she is to profit by the lessons of the war. He has written a series of articles embodying his views and calling vigorously on patriotic Canadians to awake to the needs of the hour. The articles, which deal with economic, social and Imperial topics, were written for MACLEAN'S MAGAZINE and the first appears in the November issue, under the title: "The New Canada and Its Needs."

## Every Mother Who Lost a Son at the Front

will read with deepest feeling Nellie McClung's wonderful story, "Men and Money," which also appears in November MACLEAN'S. Mrs. McClung wrote this story with a purpose—to show the ease with which the world forgets the contribution these mothers made. But it is also a very fine story—real, human and gripping.

## "The Idle Hands at Ottawa"

*By J. K. MUNRO*

The recent session of the Dominion House was in many respects an idle one. There was not a great deal done, so the members had a lot of time to stir up things, and the result was some hugely interesting political situations. All of which J. K. Munro tells about in his usual unsparing and tersely humorous way.

## *Remarkable Features of a Remarkable Number*

The November MACLEAN'S is cram full of other big features—famous writers on vital subjects and everything Canadian. Look over this list:

**Baroness Orczy.**—The author of "The Scarlet Pimpernel," best seller of best sellers, is represented by a serial story, "His Majesty's Well Beloved."

**Robert W. Service.**—The great poet of the Yukon and the battlefront contributes a strong poem, "The Outlaw."

**Basil King.**—This great novelist who lives abroad contributes an interesting discussion on "Why I Remain a Canadian."

**Janey Canuck.**—An article on Mrs. Murphy's experiences as the first woman magistrate in the whole of Canada.

**Camilla Kenyon.**—A new novelist who promises to become a great favorite, tells a humorous story of adventure, and treasure, "Spanish Doubloons."

**Stephen Leacock.**—A humorous sketch entitled, "My Memories and Miseries as a School Master."

**"Two Men and an Idea That Grew and Grew and Grew."**—By Charles Christopher Jenkins.—A sketch of two remarkable and practically unknown Western Millionaires.

**"A Little Bit of Chicken Feed."**—By Allen C. Shore. A bright story combining love and business themes.

**"The Rainbow Death,"**—By Madge Macbeth. An intensely interesting detective story.

**"The Search for Missing Men."**—By Gertrude Arnold. An article on hospital experiences at the front by a young Canadian V.A.D.

# MACLEAN'S will be Twice-A-Month

starting February 1st, next year. An important point to remember. If you want to keep up with things **nationally Canadian**, you'll have to get the MACLEAN'S Twice-A-Month habit.

*Over 70,000 Canadian Families Buy*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

## *NOVEMBER ISSUE* *Now On Sale At All News Dealers* *20c*

**If there are no newsdealers in your town, of if your newsdealer cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada**

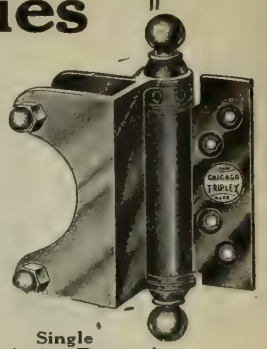
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**CHICAGO SPRING HINGES**

TRADE CSB CO MARK

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A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.




Single Acting Type No. 2242

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CHICAGO NEW YORK
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**The Line that takes little Space, a Small Investment, And gives Quick Turnover**

## For Dealer's Profit



The Crescent Company's line of Small Tools and Hardware Specialties is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.

*At All Good Jobbers*





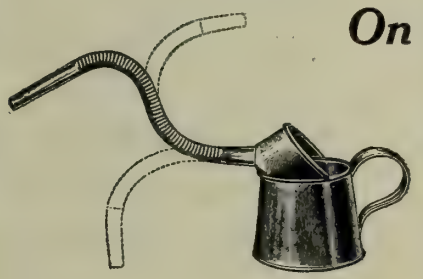
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The Crescent Company, Meriden, Conn.
Remember "Crescent" for Trade Building

*Saves 50%*

*On Oil*

*Bills*



# Combination Funnel and Filler

Beside the economy inducement, your customers are struck by the convenience of the flexible spout that reaches the difficult places without spilling oil. The Special Cleaning Device makes it always ready for use. Four sizes.

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**The All-Way Oiler Mfg. Company**
196 King St. West Toronto, Ont.



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THE
**Barton-Netting Co.**
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**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

*OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY*

# The Moose

—the season is on and you should be getting your share of the big game ammunition sales—your share of the profits from the big game hunter's purchases.

The Moose Hunter demands the best obtainable in ammunition —the cartridge with velocity, accuracy and shocking power.

That is why the man who knows always demands



# DOMINION Ammunition

Be sure your stock includes Dominion 30-30's—with the yellow label on the box. They insure sales.

**Dominion Cartridge Co.**
Limited
Montreal, Canada



*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, NOVEMBER 29, 1919 No. 48

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

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*"When you shake hands with a man, you like a firm, generous grip. You get that same friendly feeling when you walk up to a door equipped with a Stanley extra heavy thumb latch,"*




# STANLEY

## Extra Heavy Latches

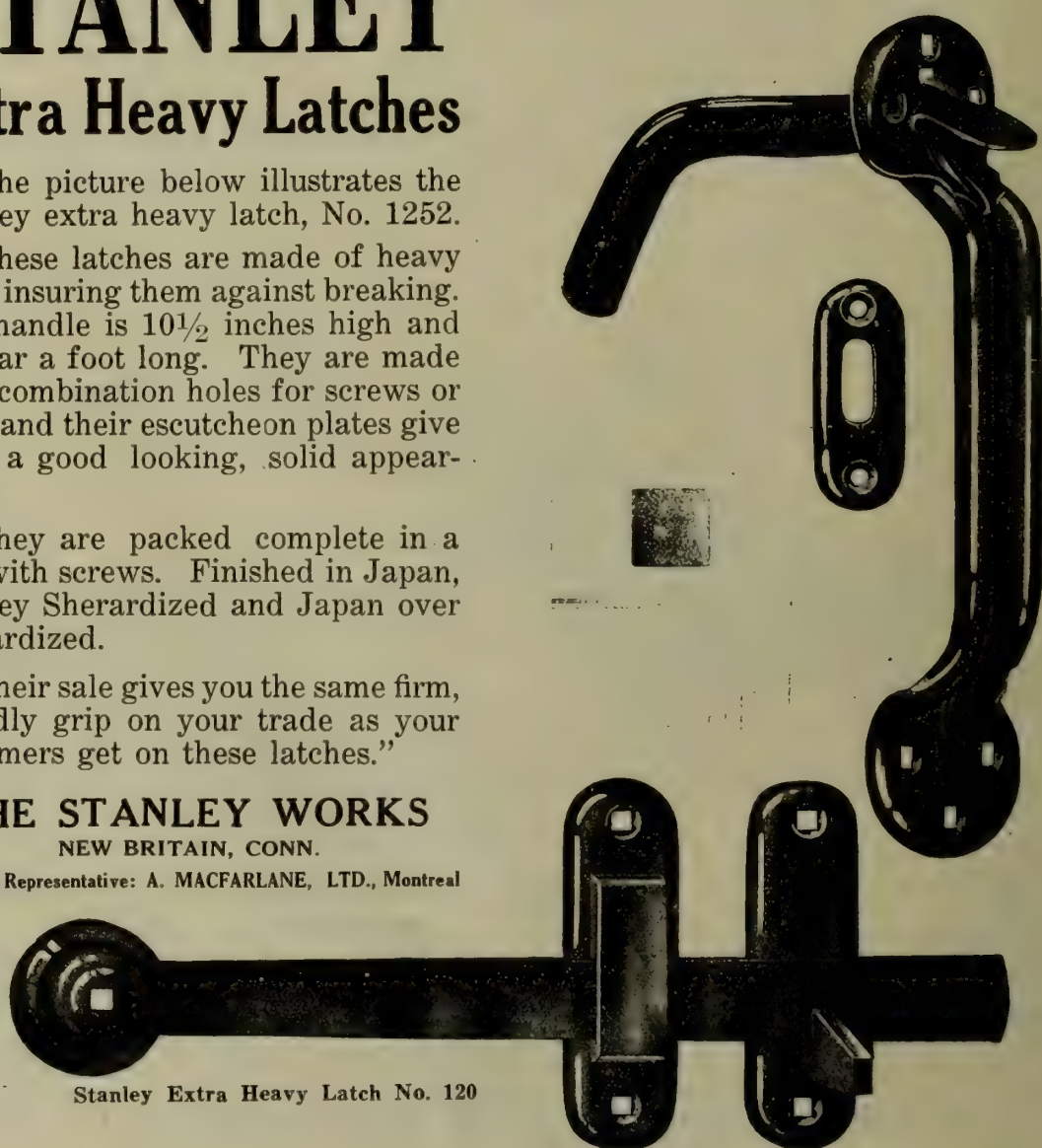
"The picture below illustrates the Stanley extra heavy latch, No. 1252.

"These latches are made of heavy steel, insuring them against breaking. The handle is 10½ inches high and the bar a foot long. They are made with combination holes for screws or bolts and their escutcheon plates give them a good looking, solid appearance.

"They are packed complete in a box with screws. Finished in Japan, Stanley Sherardized and Japan over Sherardized.

"Their sale gives you the same firm, friendly grip on your trade as your customers get on these latches."

**THE STANLEY WORKS**
NEW BRITAIN, CONN.
Canadian Representative: A. MACFARLANE, LTD., Montreal



Stanley Extra Heavy Latch No. 120

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, NOVEMBER 29 1919 No. 48

# Accessories for Christmas Presents

## Hardware Merchants Have a Chance to Make Some Splendid Profits and Help Many People Select a Gift That Will be Greatly Appreciated by Any Car Owner—Suggestion for a Seasonable Ad Along This Line

FEWER cars will be laid up this winter than ever before," said A. M. Bottcher, of Hyslop Bros., Ltd., Toronto, in discussing with HARDWARE AND METAL opportunities for the sale of automobile accessories during the winter months.

The automobile is an established economic factor in the industrial life of every community. Hardware merchants who handle automobile accessories have not been slow to realize this and they have added considerably to the volume of the year's business by dealing in them. But they have not always, perhaps, been as quick to realize that the automobile is increasing its use for a greater part of the year than it did when it was first used.

### Use Cars All Winter

So many accessories have been introduced and such improvements have been made from year to year that cars can now be used almost with as much comfort during the average winter months as any other time of the year. In the articles and devices that have been placed upon the market, there is a big field of profit for the hardware merchant. Automobile accessories for winter months make excellent Christmas presents. The Marshall Field Co. of Chicago, this Christmas, is making a special display of accessories for Christmas buyers and featuring them for those who are looking for something away from the customary lines of Christmas gifts.

"Prior to the war," said Mr. Bottcher to HARDWARE AND METAL, in discussing the whole matter, "a tendency had already developed, where motor car owners in northern climates were becom-




*Note how effectively the wall and window displays shown in the illustration combine. They have produced excellent results says George A. Elliott, of Brantford, Ont. He also puts in window displays of auto accessories regularly and backs up the entire display by attractive newspaper advertising.*

ing more and more inclined to lengthen the operating period of their car, to increase the number being used all the year round. It was during the war, however, that automobiles, trucks and motor ambulances proved their absolute independence of weather and road conditions, whether abroad or at home, and demonstrated conclusively their reliability, expediency and even comfort when in operation during the cold winter months.

**Driving in Comfort**

"Fewer cars will be laid up this winter than ever before. Even the ordinary touring car can provide travelling in luxurious comfort during the cold weather. With the top enclosed or any of the convertible types of enclosed tops mounted on an open touring body, it keeps out the cold air, rain or snow. A good heater deriving heat from the exhaust may be installed at a nominal sum, and it is suitable for passenger cars or trucks. Warm lap robes and wool-lined gauntlets add to the comfort of the driver or occupants. Tire chains enable the car to be propelled along slippery streets and through deep snow with perfect ease and safety. Anti-freeze solutions and engine hood covers obviate the injury from motor freezing trouble.

**An All-Year Proposition**

"Against this array of facts there can be no logical reason why a car should be put in storage for the winter. The time has come when motoring in all its phases can be considered an all-the-year proposition.

"Car dealers this fall and winter will receive a far larger quota of automobiles than during any previous corresponding season. They will be mighty glad to get them, after manner in which cars have been doled out to dealers this summer, and with customers anxiously waiting for deliveries—many for several months.

**Record Business**

"With a record volume of fall and winter business in new cars it behooves the manufacturer, jobber and dealer of automobile equipment to be prepared to take care of the demand for equipment and supplies for same. Such goods are required when automobiles are delivered in the spring and summer, and they will be needed just as much when cars will be out on the roads during the cold weather, with the added advantage of making sales of specialties peculiar to the season to insure comfort and safety in operating the car."

Hyslop Bros. are making a special effort themselves, to promote the sales of winter accessories to automobiles. In addition to their usual large catalogue, they have issued a fall and winter bulletin which is especially adapted to the requirements of the season. It contains many useful suggestions for Christmas presents.

**Window Displays Help**

If the hardware merchant who is in the habit of handling accessories makes a special display window of them, he might be surprised to find how they promote Christmas trade. There are many useful and inexpensive articles that make attractive Christmas displays. Some of these are non-freezing liquid freezometer, combination radiator and engine hood cover for various makes of cars, driving gauntlets or fur gauntlet mitts, foot warmers, engine heaters, fur motor robes. And there are many others along the same lines that have special use in cold weather.

A Western Ontario dealer this week had this advertisement in the newspapers as an introduction to a long list of auto accessories:

**WHAT ARE YOU GOING TO GET FOR DAD?**

"'Dad' is a hard chap to buy presents for. Generally, he has about everything you can think of. Why not make it a different Christmas for him this year and buy something for his car? How about a new tire, a spot light, a robe, a pair of gloves, or something of that sort?"

There is no present more appreciated by a motorist than something useful for the automobile. Hardware men have a rare field of opportunity in the handling of automobile accessories, and with prospects for a bumper Christmas trade never better, it should be a most profitable one as well.

## DECISION GIVEN AT OTTAWA IN SCRAP CASE

Ottawa.—In the Supreme Court, the case of the Canada Cycle & Motor Company vs. J. Mehr & Son was taken up. The parties signed an agreement as follows:—

"J. Mehr & Son hereby agree to take the accumulation of scrap from the Canada Cycle & Motor Company, for a period of one year, the prices to be as follows:"

Prices were then set out for different kinds of steel. It was signed by the company, and signed "Accepted," by Mehr & Son.

This agreement was acted on for some months, when Mehr & Son were notified that the company had no more accumulations to deliver, and, having to buy scrap from other parties, brought action for the difference between the prices paid and those payable under the agreement.

The only question to be decided, is whether or not the company was bound to deliver all its scrap to respondents during the year, or if its only obligation was to accept the prices named, if it chose to deliver it. The Trial Judge and the Appellate Division held that it was the former.

## FORM CUTLERY ASSOCIATION

ATLANTIC CITY.—The cutlery industry of the nation will soon be organized. Men representing 80 per cent. of the production of cutlery in the entire country are in closed session here to organize. The ground work for a national association was laid, and an executive committee, of which Charles Rothwell, of Meriden, Conn., of the Miller Bros. Pocket Cutlery Company, was named chairman, and elected to perfect details.

A nation-wide advertising campaign in periodicals, newspapers and trade publications to acquaint the people of the United States with the desirability of using American made cutlery will be started shortly.

# Paint and Varnish Prices Expected to Remain on Present Basis Until June

## Manufacturers at Meeting in Montreal on Thursday Discuss the Situation and See No Likelihood of Any Immediate Reduction

At a meeting of members of the Canadian Paint, Oil and Varnish Association, held in Montreal Thursday, it was decided that prices of paints and varnishes will hold on the present basis until June 1, 1920, unless conditions in the meantime warrant revision. The opinion was generally expressed that markets are expected to be very firm.

One commodity has held higher than expected—that of linseed oil. It was expected, a while ago, that this would have reached the $2 mark by this date. Seed shipments have been tardy, and the trend of price downward has been deferred. Deliveries are now a little improved over those ruling a couple of weeks ago. It is also understood that Argentine seed is arriving from the South.

Then, again, pig lead has been creeping higher, and the market has settled down to a fairly steady level on a high basis. Some expect that it will continue to hold on this level for some time. Others again look for advances of price. Labor is still high and wage increases have totalled much higher than ever before. Of course there has been an increased production of many products, and the demand has been big this year. With such continued prosperity and with staffs fully employed, the overhead charges to the manufacturer would be more favorable than would be possible if there had been a big slump in orders. All reports indicate that the fall business has exceeded the turnover of previous years, and at present there is great activity.

It seems probable that there will be no reduction of prices at this time, probably none for some time to come.

# Seasonable Window Suggestions



*Window display of silverware is always attractive and if shown now will bring many of the early Christmas shoppers into your store as purchasers. Note the simple but effective background in the above arrangement and the display of prices. This is always an important matter, but during the holiday season when people are trying to make their gift appropriations go as far as possible, it is especially essential.*



*The above window display which was used during Christmas week last season, by the Aikenhead Hardware of Toronto, proved a big business getter. With so much building in sight for the spring, sales of tools are likely to be more brisk than ever and by letting the people see what you have in stock, increased turnover will result.*

# Will Sell Tires Only to Dealers

## Manufacturers Endeavoring to Straighten Out the Problems Which Have Developed Through the Taking On of Commercial Accounts—Black Ball List is Now in Force in England

BY leaps and bounds, the sale of automobile tires in Canada has progressed, and the manufacture of these tires has gone on in exact proportion. With the development of this business, there have developed, also, a number of problems with regard to the handling of them from the time they are a marketable article in the hands of the manufacturer until they reach the hands of the consumer. At heart, many men are free-traders, in that they will buy an article where they can get it the cheapest. Should, therefore, the consumer be permitted to buy his tires from the manufacturer, either directly or through a friend, or should he be obliged to purchase them through a dealer entitled to a legitimate profit? If the manufacturer sells direct to the consumer, can he reasonably expect that the retailer will give the best attention to those tires, if he has been deprived of the profit of sale? On the other hand, will the dealer equip his store with an up-to-date vulcanizing outfit to prolong the life of the tires which he mends, if he has no immediate interest (because he has made no profit on sales) in maintaining the good reputation of the tires which he handles?

### Refuse the Accounts

These are some of the problems which have developed with the business, and which, in all probability, will continue to develop for some time to come. So far as HARDWARE and METAL is able to find out, the largest rubber companies are gradually refusing commercial accounts, that is, accounts with the man who wants to buy tires, either for himself or a friend, because he sells hot water bags, rubber coats, rubber shoes, etc.

With corporations having at their disposal a fleet of cars ranging from ten upwards, they do not follow this policy, nor, so far as we can discover, does the dealer want them to hand over these accounts to him. But the dealer has insistently demanded that the manufacturer refuse to sell tires to small commercial accounts, such as those mentioned.

### Black-Ball List

In England, a black-ball list is compiled of manufacturers who violate this principle of trade; but in Canada, the law would not permit, as yet, of such treatment. And the tendency of the big rubber companies seems to be to refuse commercial accounts. There will be, from time to time, manufacturers of new kinds of tires who, to market their goods, will violate this principle of trade; but the dealers seem to have organized so strongly in this country that it would not be worth their while to pursue this policy for any considerable length of time.

The manufacturer wants the dealer to get his legitimate profit, and he wants the trade all through to either make the sale of tires a legitimate business, with standard profits, or leave it alone altogether. The man who buys a set of tires for a friend, because he happens to be dealing in some kind of rubber wares is, so standard manufacturers say, throwing a monkey wrench in the machinery, and causing a lot of unnecessary trouble.

### Working Out the Problem

It seems that the whole matter will very soon have reached a satisfactory conclusion. It has been before the Retail Merchants' Association for some time, and exchanges of views seem to have about determined that harmony shall prevail. The dealer wants to handle the tires as a legitimate accessory to his trade, with legitimate profits, and the standard manufacturer seems willing that he should.

According to W. H. Wilkinson, chairman of the Toronto Branch of the Retail Automobile, Garage and Accessory Dealers' section of the Retail Merchants' Association of Canada, the outcome of the present struggle between manufacturers and dealers will profoundly affect the latter's yearly business. He admits that there are a number of commercial accounts which the dealer can not hope to get, such as the account of a large corporation, be it either civic or private. But he firmly believes that it should stop there. Because, for instance, some man may be working in the office of a corporation, is no reason why he should secure auto tires from the manufacturer at the same price that the dealer has to pay for them, through the office of the corporation for which he may be working. He figures it out that the dealer is being robbed of the very cream of the business that is legitimately his, namely, the sale of tires. He says he is selling about $5,000 worth of tires per month, and he ought to sell $25,000 worth

### Same Conditions

The same conditions apply to other dealers, so Mr. Wilkinson believes. He feels certain that not more than a dozen garages in the city of Toronto are really paying the owners more than a fairly decent salary a week. Repair work, unless conducted on a very narrow and scientific basis, does not pay.

Not only is the garage dealer robbed of the cream of the business, according to Mr. Wilkinson, but such accounts as do come to the dealers for the sale of tires are the poorest accounts.

### Get Poor Accounts

"We get the poor accounts," said Mr. Wilkinson, "and the manufacturer gets the cash accounts." In other words, if a man has the cash to pay for tires, he goes to the manufacturer; if he hasn't, he buys them from the dealer, who has to carry the account for months.

Mr. Wilkinson is hopeful that the dealers will win out in the struggle. One firm, he says, already refuses to sell to other than the dealers, and others say they are going to fall into line. All over the province, dealers are taking up this question, and he feels that the manufacturers will, ultimately, comply with dealers' requests, that tires be sold through the dealers and not direct to commercial accounts.

## WESTERN MAN URGES CLOSER TRADE CO-OPERATION

L. A. Guertin, of Vancouver, B.C., was the speaker at a meeting last week of the Montreal Chambre de Commerce. As a former French-Canadian, who had made good in the Western Provinces, he was given a hearty reception by the Montreal body of Canadian business men and spoke regarding the development of closer trade relations between the East and the West.

Mr. Guertin pleaded for the development of closer trade relations between the province of his birth and the one with which he has chosen to associate himself in his business life. He particularly pointed to the fact that United States firms control nearly all the Western trade, and the possibilities of which, he said, apparently have been overlooked by the eastern part of Canada. He deplored the fact that capitalization of various promising industries of his adopted province, Eastern Canada, and particularly Quebec, holding a metropolis, has not taken the initiative, but has left it to the interests of the United States. As a means of opening the eyes of the Eastern manufacturers to the possibilities in the West, the speaker suggested that an excursion to that city be taken.

In expressing his appreciation for the address of Mr. Guertin, Jos. Quintal, president of the Chambre de Commerce, voiced his hope that trade development between the two provinces would improve and hoped that this matter would be studied.

# Your Christmas Window Display

A LITTLE more than three weeks remains for Christmas shopping. Hardware men, as well as all other merchants, are looking for the biggest Christmas trade of history. The year has been a prosperous one, and the phenomenal success of the Victory Loan campaign indicates that there is an abundance of ready money in the country.

### An Efficient Salesman

One of the most effective salesmen in the organization of any merchant is his window. At this time of the year, Christmas shoppers are eagerly scanning window displays for the purpose of getting ideas for suitable and useful Christmas presents. No merchant has more useful and durable or attractive Christmas gifts than the hardware merchant, gifts which will give years of service and are ornamental as well. The Christmas windows should be a cash-producing proposition; and the experience among most hardware men is that they have been. The present year is an exceptional one so far as this opportunity is concerned.

### Win a Cash Prize

Not only can the window be made to be the medium of a big turnover of stock and a large return of profits, but it may win a cash prize at the same time from HARDWARE AND METAL. The annual competition for the best window display has only one condition attached to it, that is, the goods there displayed must be for the Christmas trade. It is open to hardware merchants from coast to coast. These windows are already being planned by merchants who realize the full value of the well-dressed window as a promoter of big sales.

### Keep This in Mind

When planning them keep in mind the cash prizes offered by HARDWARE AND METAL. Make your ingenuity and skill of double value, because of what it can sell for you and for what it can bring you in the nature of a cash prize for successful window display. Keep in mind the usefulness of your window as a stock-seller as well as an attraction. Your window may look pretty enough without bringing you much business. In the trade, there are scores of suitable Christmas gifts; and the attractive display of such in a window that acts as a salesman twenty-four hours of the day will help to make Christmas 1919 a record-breaker.

# Do You Keep Accounts Cleaned Up?

## Collection is One of the Most Important Features of Conducting a Successful Business —Some Suggestions for Getting After Any Delinquents You May Have

EVIDENCE steadily accumulates that the days of unrestricted credit to customers, especially in the rural districts, are past. Recent statistics show that more and more of the country's business is being done on a cash basis. Many hardware merchants, of course, have accounts with factories, contractors or others where immediate settlement for goods ordered through workmen or others is impossible, but in such cases there is a regular time set for payment and they see that it is not overrun.

People are able to pay and will pay if the retailer lets it be understood that his business is conducted on a system that is more or less strictly cash.

### Causes of Failures

More failures have been caused through carelessness on the part of the retailer with regard to his accounts than by faulty methods of doing business. And there are still some customers who defer payment of their legitimate accounts. These are the people the retailer wants to get after, and there is no better time to get after them than right now. The phenomenal success of the recent Victory Loan is an indication that there is an abundance of ready money in circulation; and the retailer is entitled to the account which is due him. If he does not get it, the fault is, possibly, equally between the retailer and the customer.

### Afraid to Collect

Many merchants are poor collectors because they dislike "boning" people for money; on the other hand, there are many customers who only need a reminder that an account is due to pay it. But there are also a number of customers who are "hard pay" and with such more strenuous methods have to be adopted.

### Personal Touch

A number of methods have been adopted by various merchants throughout the country. Some have inserted advertisements in local papers; others send out letters, while still others make calls for their accounts. In conversation with the credit manager of one of the largest wholesale hardware houses in Ontario, HARDWARE AND METAL was advised that a good policy to follow was to, if possible, give a personal touch to such letters. The merchant, being on intimate terms with his customer, will, in all probability, know some grounds on which he can interject in his letter this personal touch.

### Seasonable Appeals

Still another method to follow is to make the letter seasonable. If it is in the spring of the year, state to your creditor, for instance, that it is the beginning of your year's business, that you have many accounts to clear away and that you would appreciate an early attention to the matter. If it is in the fall, you might say to him that the harvest has been garnered, that the result of the year's effort has been gathered and that you would appreciate his co-operation in cleaning old accounts off your books. This might be carried through the four seasons of the year.

Other methods to be followed are suggested in the following letters. Here is a letter inserted by a Western Ontario merchant on the front page of his home weekly. It is straight to the point and should not give offence to anyone

**IT IS DISAGREEABLE**

to send or receive an account with a footnote on it such as "Please," "Your kind attention is requested," "Please favor us," etc., etc. Our accounts are never rendered unless they are due. Our terms are, and have been for some time, strictly 30 days (the large Toronto stores do not give one day). Conditions in trade have changed greatly. It now requires nearly double the capital to swing a business. Goods are scarce and difficult to procure. Formerly

manufacturers and wholesalers were more lenient in their terms—now the majority of them ask for payment in ten days after the merchandise is shipped (actually before the goods are received, if they are routed by freight). Any thinking person can see the necessity of prompt payment. We ask it in the same courteous manner that we solicit your esteemed trade; both are necessary for our success.

This week upwards of six hundred (600) accounts, running from $3.00 to $300, will be sent out from our office, every one of them due and payable. Many of them are rendered for the first time, many have been rendered many times before. Our experience in rendering the above number of accounts is that abouty fifty (50) of them will be paid promptly—the remainder will have about as much effect as water on a duck's back. It is expected that all accounts leaving our office this week will be paid on or before November 23rd.

We would like very much to carry these four or five hundred accounts for several months if we were strong enough—but we are not.

**A Gentle Reminder**

Some people only need a reminder in the shape of a letter to bring them into the store with the cash. A politely worded note something like the following will very often suffice:

Dear Mr. ———

Your account is quite a bit past due. We are in need of additional funds and ask, therefore, that you drop in and make some arrangements for paying your account now or as soon as possible.

We do not like to write a letter of this kind to any patron of our store, that you know. We, however, buy for cash and sell on that basis, in order that we may make prices to our patrons that are right. We did to you.

Come in and see us so that we may make some arrangements to settle this account. We will greatly appreciate your doing so.

May we look for you some time this present week? Thank you.

Yours very truly,

**A Little Stronger**

If this does not bring them in try something a little stronger. Keep right after them. Persistency pays in cases of this kind. Here is a follow-up letter to be sent a week after the first one went out:

Dear Mr. ———

It seems a bit strange to us that so far you have paid no attention to our recent letter asking you to call and settle your past due account.

Our policy has been to buy on a basis of spot cash and sell the same way. We made you prices accordingly, as you know. In other words, we gave you the benefit of spot cash prices and agreed to wait for our "spot cash."

Now, we think you owe it to yourself and us to come in and settle up. We really are in need of the money, as all retailers are at this particular time.

If you are unable to pay in full, we will be glad to have you pay some on account and give us an understanding as to when the balance will be taken care of.

Come in, then, to-morrow or next day, and make arrangements to settle this. Do not disappoint us this time. We shall look for you soon.

We wish to remain,

Yours very truly,

**Need the Money**

Before taking any drastic action merchants sometimes find it advisable to send a third letter, in which it is intimated that if the party cannot pay the account in full he should come in and at least reduce it. Many of those owing fair-sized accounts will respond to this appeal. A third letter may be worded as follows:

Dear Mr. ———

Here we have asked you twice to come in and make some sort of payment on your old account.

We believe the reason you delayed doing so was because you lacked ready money. So do we.

We need money to carry on our business, and we must, by all means, get it in.

We never like to make trouble of any kind for a patron of our store. When it becomes necessary to do so, he generally loses more than we do. He loses the advantage of cash prices on the goods he gets here, and also loses money and local repute by the law course. We do not want to take such a step now. We say this in all fairness.

Can we, then, depend upon you to square up the old account by the first of the week? Pay at least something on it.

In the hope that you will so favor us, we are,

Yours very truly,

**Must Take Action**

If all these appeals prove fruitless it means that the party probably does not intend to pay. A fourth letter along the lines indicated below should be sent and the most important point in connection with this is in meaning what you say. It is useless to tell a delinquent you will take action and then never follow it up. It gives him the impression you are afraid. One of the most successful collectors in the country to-day tried all methods of persuasion and appeal before threatening action, but once he says he is going to take the case to the courts he always does so. In this way he has established a reputation for himself that goes a long way with "slow pays." Once they know that R—— has been given the account to collect, they know he means business, and is prepared to go the limit. They also know that if they are temporarily hard up and show by their attitude that they are willing to do the best they can and are honest and will pay a little at a time, he will give them every consideration.

The final letter to be sent out before taking legal action may be worded as follows:

Dear Mr. ———

This makes the fourth letter we have written you, asking that you make some kind of settlement of your long past due account.

So far you have not paid any attention whatever. Do you think this course on your part is right? Place yourself in our shoes and see how you would like it.

Unless some arrangement is made to pay this account by the 10th of this month, we shall consider it our duty to hand same to the attorneys.

We have enjoyed doing business with you, and believe you have found us fair and square. But ignoring us as you have does not help one bit.

So please step in and pay up the account, or a part of it, before the 10th. Save us and yourself expense, and we shall be glad to continue with you as formerly. There is no personal feeling in this letter at all; we simply need the money due us.

Thanking you in advance for the courtesy of a settlement by the date mentioned, we are,

Yours very truly,

# Sees Active Building Year in the West in 1920

INTERVIEWED in regard to the business outlook in Western Canada, A. E. Dykes, manager of the wholesale department of the J. H. Ashdown Hardware Co., Winnipeg, expresses the opinion that business in the Western Provinces of Canada will continue good throughout the year 1920.

"Business has been very brisk and promises to continue so," says Mr. Dykes. "The demand for goods is keen all through the West, even in those districts where the crop yield was light. All classes of hardware are being bought and paid for to a large extent in cash. Collections are as good as at any time in the history of the company.

Referring to the future, Mr. Dykes anticipates much activity in the first six months of 1920, during which time building will be resumed all over the Western country and immigration will make itself felt.

"The returned soldiers will also add to the activity and the demand for goods. All business houses will be doing their utmost to secure goods to meet this demand," says Mr. Dykes.

"At the conclusion of the business of the spring and early summer in 1920 business men anticipate there will be a pause until there are some indications of the kind of crop we are to have. If the prospects are fairly favorable the fall trade will continue very active. For the balance of the present year it is only a question of getting goods. Merchants in all parts of the Prairie Provinces, with the exception of the areas where crops were the worst, report great activity."

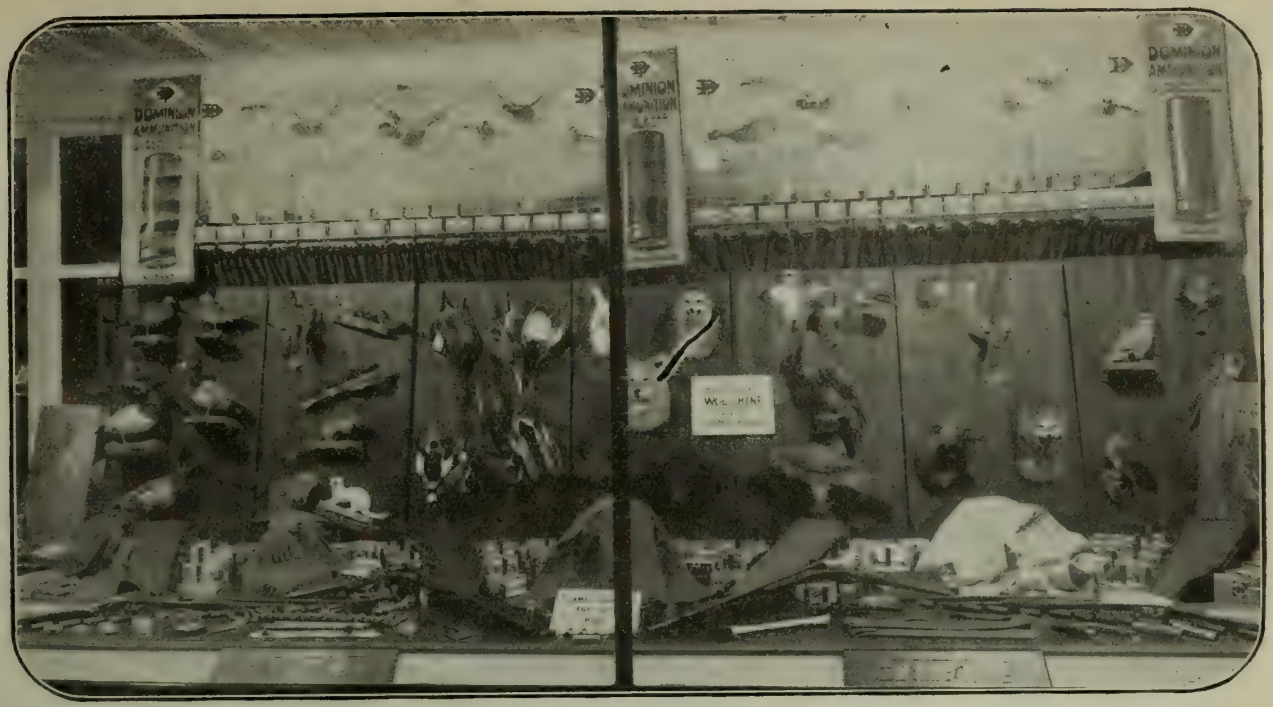
With reference to deliveries, Mr. Dykes stated that there had been more labor trouble in the United States than the Canadian people were aware, hence the protracted delay in securing manufactured goods. In some cases United States plants had been closed down for two months due to labor troubles.

# British Manufacturers Are Coming Back Strong

An Eastern jobber informed HARDWARE AND METAL this week that his firm was in receipt of several consignments of British-made goods, and that the shipments of these were increasing. He intimated that they were most welcome, and that, while an order had been placed for some of these about three years ago, and in the meantime goods covering this requirement had been bought elsewhere, they were taken right into stock. It was further anticipated that British cutlery was now arriving, and that shipments are expected to be more regular.

This is but one of the instances which HARDWARE AND METAL has been brought face to face with of late, indicating that goods formerly secured from British manufacturers are beginning to arrive on the Canadian market. There are evidences, on all sides, that Great Britain has not been idle, and that her manufacturers are coming back strong, and soon.

The Parsons Hawkeye Manufacturing Company of Newton, Iowa, will open a branch house at Calgary and stock a full line of thresher supplies and washing machines. Walter Gilson has been appointed manager for Alberta and British Columbia.



*This striking and attractive window display arranged by the Sommerville Hardware Co., Ltd., of Edmonton, shows originality and enterprise. There are suggestions here which any hardware merchant may adopt in arranging his own windows.*

# Profits in Metal Construction

## Action of the Government of Saskatchewan Will Open Up New Field Which Western Hardware Merchants May Develop to Advantage

THE action of the Government of Saskatchewan in advising farmers in the dry areas to erect supports covered with corrugated iron in order to catch as much precipitation of rain water, snow meltings, etc., as possible, suggests a new channel of trade which the hardware dealer of Western Canada might exploit to good advantage.

The dry areas referred to are very numerous in various parts of the West. The term has reference to those districts in which it is impossible to secure water by the sinking of wells, and which renders it necessary for the farmer so situated to make use of other natural resources available. The best of these is the use of rain water. This source of water supply has, of course, been used for some years by the customary method of placing a barrel under the eaves of the farmhouse and other farm buildings.

### Contained Impurities

In most cases these buildings had wooden shingle roofs and the result was that the water secured contained impurities. Another important factor was that shingle roofs did not shed the maximum amount of water due to absorption. The impurities in the water were increased at certain periods due to the fact that particles of sand and soil being carried on the wind easily lodged in the wooden shingles and later found their way to the water barrel.

### Iron or Metal Roofing

The logical deduction from the action of the Saskatchewan Government, and from the disadvantages connected with water supply under the circumstances described, is that the farmer should adopt corrugated iron roofing or metal shingles on his house and farm buildings in order to insure an increased supply of purer water than secured under the old conditions.

In this connection it is interesting to note that a sufficient supply of water can be secured from this source, from farm buildings offering 1,800 square feet of roof, to amply supply the average farm requirements. A heavy dew such as is found in many parts of the West in the early fall mornings, will produce half a barrel of water from a surface of 1,800 square feet, providing that surface consists of corrugated iron or metal shingles, and not wooden shingles.

### Immunity From Fire

The value of metal roofing is again exemplified in its immunity from fire caused by lightning. The importance of this factor is proved by the fact that in one province alone the monthly loss in barns destroyed by fire from lightning averages close to $100,000. This loss can be practically eliminated by the use of metal roofs on farm buildings. As a lightning arrester a metal roof cannot be improved upon, providing the four corners of the roof are connected with a ground wire.

In many of the dry areas in the Western Provinces farmers and ranchers dig holes in the ground into which the water from rain and snow meltings will run. This water is for the stock. Water secured in this manner is, of necessity, less pure than the water secured from the wooden shingle roofs of the farm buildings, and the practice is likely to result in harm to those using it.

### Offers Wide Scope

Having in mind the fact that a metal roof on the farm buildings will provide an ample supply of water for farm requirements, the improvement of the conditions as described offers a wide scope for effective salesmanship work on the part of the hardware dealer in those districts. In the past a good deal of this kind of business has gone to barn framers because the hardware dealer has not been sufficiently active in making suggestions along this line. Dealers situated in districts where this improvement could be adopted to advantage can get the first line on such business in an effective manner by broaching the subject to farmers when visiting the store

on other business. Better still for the hardware dealer to pay a personal visit to the farmer at his home and go into the details as affecting that particular case.

**Made Good Profits**

While it might appear to some dealers that the percentage of profit in this business has not been such as to make it profitable for them to devote time to it, an investigation of the subject reveals the fact that barn framers have been making a substantial profit in this kind of work. An important point to remember is that the goods are not brought into the store and kept on the shelves where their percentage of profit is being steadily consumed by overhead charges. In the case of metal roofing or siding business the material is shipped direct to the customer without any further handling by the dealer. Furthermore, when a farmer gives an order for such material it is not for any small shipment, but one which at the prevailing percentage gives the dealer a very fair profit for his work. This class of business can best be handled by the hardware dealer for his recommendation generally carries more weight with his farmer customers than that of any other trade.

# Not Looking For Any Reduction in Pipe Prices For Six Months

ACCORDING to information given to HARDWARE and METAL by the Page-Hersey Iron, Tube and Lead Company of Toronto, the heavy demands for steel, the shortage of the supply due to the big strike in the United States, and the uncertain deliveries resulting from strikes of various kinds across the border, are three factors affecting, to a considerable extent, the output and prices of pipe.

The steel strike, which commenced in the United States some weeks ago, has seriously affected a number of industries which have this as a basic product of their manufactured article; some of the units of this firm itself are idle because of lack of supplies with which to go on. In addition to this, there has been a dislocation of transportation facilities, and this is resulting in uncertain deliveries. Until these conditions right themselves, it is the belief of this firm that there cannot be any appreciable, if any, reduction at all of prices. They do not look for any reduction for, at least, six months.

**Are Paying Premiums**

As a matter of fact, so HARDWARE and METAL was informed, premiums are being paid, to a considerable extent, by consumers and contractors for deliveries. While it is the disposition of the manufacturers to hold the prices down, the reasons given above may result in some advances all along the line. This firm, however, does not look for anything in the nature of a runaway market, that is, judging from present conditions, which are affecting the market. The market is standing remarkably firm, and gives no indication of sharp fluctuations one way or the other.

**Obtain Supplies**

For the benefit of the trade in general, the firm advised that any retailers who are drawing up contracts for work, will do well to obtain their supplies as soon as possible. They do not hold out any inducement that pipes will be any cheaper for some months to come, because of the immediate effect of the steel strike on supplies and the aftermath of an incident that has so upset production all over the country.

Business is good, said this firm, and the prospects for the coming year are decidedly encouraging, if conditions will so settle down that raw materials are assured, and the general labor situation so improves that more dependence can be placed upon the regularity of output. Under such conditions, production would not only be greatly augmented, but there would be the possibility of a drop in prices.

# Non-Shipment of Coke May Cause Foundries to Close

## No Reserves in Stock and the Situation is Causing Considerable Anxiety in Many Quarters—Coal Shortage Not Causing Any Immediate Danger

IF the bituminous coal strike in the United States is prolonged for any length of time, there is grave danger that many of the foundries throughout Canada will be compelled to close down until the situation is relieved. The non-shipment of coke from the United States into Canada is aggravating this situation rather more than the scarcity of bituminous coal, as coke is largely used for mou'ding purposes. There are some foundries engaged largely in the turning out of car wheels, and large quantities of coke are used for this purpose.

**Coke Supplies Small**

Unfortunately, users of coke in Canada have been living on a hand-to-mouth policy, and they have practically no reserve of coke on hand. Manufacturers who use bituminous coal are more fortunately situated, though inquiries reaching the Manufacturers' Association and the Fuel Controller are multiplying from these sources in which some anxiety is expressed with regard to the future. No bituminous coal has come into Canada in any considerable quanties for over a month; and though many of the manufacturers seem to have sufficient supplies to do them for from one to three months, they are becoming somewhat apprehensive that their situation beyond that time may develop unfavorably if the strike on the other side of the line is not settled and production again commences on a large scale to make up for the time that has been lost.

**May be Released**

The coke situation, however, is threatening the foundries to a considerable extent. Word that 150 cars of coke are to be released for distribution in Canada is encouraging, and if this is done, there will be a temporary relief. It is believed that this coke will be distributed according to the immediate needs of the several foundries dependent upon coke for their output. Some time ago the Manufacturers' Association sent out a letter advising manufacturers how they could secure coal if it were absolutely necessary. Advantage has been taken of this assistance in the case of coal, and now that foundries have been threatened, at least one foundry has already applied for information which would help him to secure needful supplies.

On the whole, there is a growing anxiety over the situation, though there seems to be no immediate danger of a dislocation of industry on account of coal shortage.

## HARDWARE FIRM SOLVES THE HOUSING PROBLEM

One way of getting around the housing problem has been found by the Marshall-Wells Company. The Herald of Duluth, Minnesota, says:

"One of the most gigantic projects on record in the way of "moving a city" was announced by the Marshall-Wells Company yesterday, when the fact that the company intends to bring 100 houses to Duluth for the housing of its employees was made public. The houses are to come from Barksdale, the "Dupont powder village" near Washburn, Wis., where they were purchased by the Duluth firm. The project is gigantic, not so much because of the number and type of houses to be moved, but because of the distance they are to be brought. Another feature of the situation involving extraordinary possibilities lies in the announcement that the dwellings may be brought here on barges, Lake Superior being the transportation medium.

The dwellings were completed just before the signing of the armistice a year ago, and it is understood that few, if any, have ever been occupied. They will be placed on the Marshall-Wells property at Morley Heights, near Hunter's Park. It is believed that the housing shortage in the Hunter's Park section will be materially alleviated."

# Larger Stocks for Western Paint Trade

## Western Dealers Have Reduced Stocks to a Low Point and Already Buying Ahead—New Equipment Will Ensure Speedier Delivery During 1920, Says Managing-Director

THE Western Canada hardware dealer has made a good clean-up on his stocks of paint and painting material, and will be ready for newer and bigger stocks for 1920. This is the expressed feeling of Mr. W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited.

Interviewed by HARDWARE AND METAL on his return from a Western trip, Mr. Fallis was very much pleased with the prevailing business conditions there, and the outlook is very satisfactory for the future. In support of his observations, Mr. Fallis referred to a number of important things which indicate that the West is sound, and that conditions point to a continuation of the activity that has obtained, in a business way, for some time past.

The dealer has, in the first place, taken advantage of the good buying spirit of the consumer, and has cleared out his stock, reducing this to a small compass, and particularly with regard to odd lots that might have accumulated. With his shelves cleared of such accumulations, he is now in a position to order fresh supplies, and this he is doing.

### Will Carry More Stock

Mr. Fallis stated that his firm would so increase facilities as to afford their customers a ready and steady supply of paints and paint products. This will be done by installing new equipment in Montreal, Winnipeg and Vancouver, and the increased capacity will be materially greater than that of the present. Installation of new equipment and machinery will be undertaken at the above points, with a view to placing increased stocks at the disposal of the trade. If the present trade prospects develop, 1920 will be a heavy business year and increased production will be very definitely called for.

In referring to the dealer's position, with regard to stocks, Mr. Fallis stated that, while the value of an average stock might be greater, owing to the higher price of paint, his gallonage would not be materially greater, if any greater, than before. He had been selling his stock regularly, keeping it moved out from month to month.

### Great Activity—Collections

At the present time, Mr. Fallis states that the paint industry is very active, even more active than it generally is at this season of the year. From a comparative standpoint, material increases have been attained in all districts, and the figures for 1919 will be greater than for any previous year. It is usual, at this time of the year, for conditions to quiet down a great deal, but there was, as yet, little or no evidence of a cessation of orders. Stock orders, for instance, have been very heavy of late.

Referring to collections in the West, Mr. Fallis stated that they had been very satisfactory. The totals for 1919 will be just as large as those for 1918, it was pointed out, and this indicates that the Western merchant has been doing a healthy business, getting his money and selling a considerable quantity of goods for cash.



*W. S. FALLIS*

*Managing Director of the Sherwin-William Company of Canada, Limited.*

Altogether, the outlook for a big business in 1920, as suggested to Mr. Fallis on his Western trip, is a promising one. The farmers have been making money and have been buying freely. With much building likely to be undertaken, and for which there is a great need everywhere, the demand for materials makes the outlook for the dealer a satisfactory one.

### PROSPECTIVE IRON AND STEEL COSTS

"If wise and conservative counsels prevail in the iron and steel industry, prices in future are going to hinge chiefly upon production costs rather than upon the law of supply and demand," says the American Metal Market. "Some producers are ready to go even farther than that, there being steel interests willing to proceed on the basis of March 21st prices for steel products even though they have to absorb some increases in cost of manufacture. On the other hand there are some interests that are entitled to advances over prices ruling last summer on the basis that their products did not then command a fair price in relation to cost of manufacture.

"Starting with iron ore, it appears that the Lake Superior ore producers have no intention to seek advances, for the 1920 seasons, over prices lately ruling. If this philosophy is carried out it will mean that iron ore will not be higher, at Lake Erie dock, and may be a shade lower owing to possible reductions in freight rates from mine to Lake Erie ports."

### AUSTRALIA MIGHT GIVE CANADA PREFERENCE

H. S. Bare, of the Thermos Heating System, Ltd., delivered an address at the Montreal Weekly Electrical luncheon on his impressions of conditions in the Antipodes. In referring to the business conditions in that part of the world, Mr. Bare stated that labor troubles had been quite upsetting for a great many years and that difficulties continued to exist. Some of these are similar to those which Canada is at the present time herself passing. In referring to selling organization in Australia, the speaker stated that if the retailer wished to purchase anything he required to go direct to the manufacturer to obtain it. If he did not do so very little effort was made on the part of the latter to secure the business. While this, to an extent, or quite decidedly in some cases, eliminates the middleman or the jobber, Mr. Bare said that it did not seem to make the cost of living any less and that the standard of living there and its cost was about the same as in Canada.

The speaker thought that something might come of reciprocity, which is being much talked of in the Antipodes at the present time. If anything should come of this Mr. Bare believes that Canada will receive a preference.

### GIVES THE BOYS A CHANCE

J. A. McKenzie, Justice of the Peace at Kincardine, Ont., is adopting an original method in the correction of two boys who got into trouble recently. The boys appeared before him charged with stealing money from a cash register in the hardware store of Peter Shields. The J. P. ordered the boys to go to the public school regularly, attend Sunday School every Sunday and a service once a Sunday for a year. In case of violating these conditions they will appear again. Mr. McKenzie warned them that should this happen he would send them to the Reformatory.

# EDITORIAL COMMENT

WITH SO MUCH loafing going on the term "social unrest" seems to be a bit misleading.

* * *

DON'T keep any "shelf warmers." If you find you have a line that is not turning over as it should, replace it with something that will make money for you.

* * *

THE kinds of goods that keep moving are the kinds the public like and are the kinds that bring the profits. No merchant ever made any money out of shelf warmers.

## *REAL DEMAND IS YET TO COME*

SOME figures not only interesting but rather startling are given by Professor Melvin T. Copeland, Director of the Bureau of Business Research, Harvard University, who has been conducting a personal investigation into the cost of doing business. In his report, he says in part: "In practically every instance we found that the stores with a high rate of stock turn were operating at a substantially lower expense than the stores with a low stock turn. Furthermore, there is less loss through depreciation, shrinkage and obsolescence in stores which turn their stocks rapidly. We also found that many merchants do not know what it is costing them to do business. Frequently we had merchants tell us specifically that they did not know what their total expense was. In the retail grocery trade and in the retail drug trade I judge that probably fifty per cent. of the storekeepers do not take an annual inventory. As regards expenses, I am led to believe that an even larger proportion of retail merchants, have no accurate knowledge of their operating costs. An amusing instance was furnished by a retail grocer who returned the form we sent him with the following statement written across the face: I have no detailed records, but my cost of doing business is five per cent.' Even under present conditions when losses are far less frequent than in ordinary times owing to the demand for goods, there are still quite a number of retail stores that are being operated at a loss. We can look ahead to a period of great business prosperity. Yet before we realize that we will have to go through some adjustments. The active demand in retail trade that is now resulting from inflation is particularly unstable. This demand has risen largely from consumers who have enjoyed a sudden, rapid increase in their incomes. Workmen, for instance, are buying silk shirts and many other luxuries to which they were not previously accustomed. There is an accumulated demand for new homes, yet this demand is not being filled in a great many cases, because prices of building materials and labor are so high. In other words the great demand that we have witnessed in recent months is not primarily the demand that has accumulated during the war, but rather a new demand that has resulted from inflation. Sooner or later the accumulated demand of the last four or five years will have to be taken care of and eventually the process of deflation will help to bring this about."

## *STABILIZING THE DOLLAR*

THE appointment of a committee of bankers and business men in the United States to investigate and see what can be done to "stabilize the dollar" is timely. For a long time the decline in the purchasing power of money has been arresting the attention of business men. They realized thoroughly that the time must come when a stop would have to be made or serious disturbances in both economic and industrial relationships would occur. Obviously this condition has arrived. It is not nearly as acute in Canada as in the United States, but because of the close relationship between Canadian and American business men, Canada is very directly affected by conditions which obtain across the line. Investigations so far indicate that the situation has been brought about largely because a paper or credit dollar has driven both gold and silver practically off the monetary stage. Not only America, but practically the whole world, has got off the gold and silver basis and is working largely on paper. Added to this is the fact that throughout the world there is an acute shortage of goods. The problem the investigators have to solve is anything but an easy one in that they have to find means of granting credit and at the same time removing credit inflation. Having diagnosed the case some of the brainiest men in the commercial world of the United States are busy figuring out the best remedy to apply.

## *BIG DEVELOPMENTS COMING*

IT is said that straws show which way the wind blows and an indication of what business men are looking for in regard to the future of Canadian trade may be seen in the unusually large lists of incorpor-

ations of new companies which have been issued with great regularity of late. In addition to the new companies there is a long list of old-established firms who are asking permission to double or treble their capital in order to provide for plant extensions, installation of additional machinery or something else designed to take care of more business. All these are certainly very, very healthy signs. There is another one also and that is the great number of American firms who are locating branches at various points in Canada. Some of these firms are capitalized at many millions. It may be accepted as a fact that Canadian business men do not put their money into new companies and new factories just for the fun of investing. They see business ahead and they are preparing for it. The same is true of the American firms coming to this country. It seems to be the general opinion in the commercial world that Canada is just commencing a period of development and industrial expansion that will easily eclipse anything that has occurred in the past. No country in the world is richer in natural resources and in undeveloped farming territory and the eyes of hundreds of thousands of people all over the United States, England and the continent of Europe are on Canada. Sooner or later immigration is bound to be resumed and every new comer will be a customer for goods of one kind or another. In addition to what has been mentioned is the steadily growing export trade which Canada is building up. All of these things are factors in and account in one way or another for the new factories, the extensions and so on.

### *MEANS MILLIONS FOR FARMERS*

THE action of the United States Grain Corporation in lifting the important embargo on wheat means millions of dollars for Canadian farmers. While the States is only after No. 1 and No. 2 Northern hard wheat the lifting of the embargo will create a much wider field for the Ontario and Quebec product, and naturally higher prices. It is estimated that at least 5,000,000 bushels of wheat could be exported to the States, and as the prices over there are anywhere from 30 to 70 cents per bushel higher than in Canada, despite the fact that there is a fixed price, it means that the Canadians will benefit to an enormous amount. It also means that less wheat and more of the other grains will be used as feed. This will likely create firmer markets for oats and barley.

Consumers will have to pay a considerable sum more for bread. Already there has been a feeling created amongst city folk that an export embargo should be put on wheat, but as the Canada Wheat Board, through which all grain is sold, was brought into existence for the sole purpose of "getting the best world prices for the farmers" it is hardly likely that there will be any attempt on the part of the Government to make a change in the present programme.

### *SILVER'S LEVEL MAY HURT BUSINESS*

SILVER has now reached such high levels that some people are hoarding it and others are said to be melting it for bullion. While money can possibly be made in this way it speaks very poorly for business generally. In France at the present time there is a great scarcity of silver coin, and as a consequence trade is greatly handicapped. If Canadian coins find their way to the melting pot in any great numbers it is more than possible that business in small stuff will be placed in an embarrassing position. For instance, if there are only a few five, ten and twenty-five cent pieces, how are the grocer, the hardware man, the "five, ten and fifteen cent stores" and many others going to carry on business? It may create a position where the grocer will be forced to carry more accounts and other trades carry on business under different methods. In short, it is a serious question, and one which calls for attention.

### *AN EVER-INCREASING RADIUS*

SOME interesting figures were recently procured which show how the automobile has changed the merchandising methods of the farmer, and also the need for the retailer changing his methods if he is going to continue to get business. Four hundred farmers were asked to state how far they travelled in their cars to buy hardware, auto accessories, dry goods, musical instruments, and other things. The replies showed that these men travelled on an average in their cars 34 miles in order to buy the necessities and comforts of life they needed. Only 25 per cent. of the men purchased their clothing in the home town and only 23 per cent. of the women. These farmers were all comfortably off and well able to buy whatever they required. In order to get it they were willing to motor many miles, and pass many stores on the way in order to get what they considered either better goods or a larger selection to choose from. This shows that it is wisdom on the part of the merchant to carry the stock and also to let the people in his community know that he has it. If he does not, the farmer, by driving in his car for half an hour can reach some competing centre and do his shopping in a store that advertises and carries the stock. Just how important a matter this is may be seen from the enormous purchasing power of the farmers to-day. It has been said with a good deal of truth that the farmer to-day is the biggest and wealthiest purchasing agent in Canada. Figures show that the farmers are buying automobiles in thousands and all this means that every year will see prospective customers all over the rural districts in a position to reach shopping points within thirty-five miles of their home.

# EVENTS IN THE TRADE

## Business Changes

Toronto.—J. W. Hopkins succeeds Ingram & McMaster, hardware.

**Toronto, Ont.**—Dempsey Bros. have purchased the estate of Elias W. Chard, hardware.

**Tilbury, Ont.**—E. Rosenburgh & Son have purchased the hardware business of Mrs. Mary Stewart. Possession January 1.

Toronto.—H. N. Joy, who recently sold his hardware business at South Porcupine, has purchased the hardware of Frank A. Noden, 2894 Dundas Street W., Toronto, Ont.

## New Firms

Lauzon & Trudeau, hardware, has been registered at Montreal by Henri Lauzon and Joseph Trudeau.

Crocker Bros. have opened a new hardware store at Truro, Nova Scotia, at the corner of Prince and Waddell Streets.

Russell Beattie, of the Purdom Hardware Co., London, Ont., plans to open a new hardware store shortly on Richmond Street North.

## Personals

J. A. Henderson of Brampton, Ont., was in Toronto on business during the week.

## Trade Notes

The St. Lambert Hardware Co. of St. Lambert, Quebec, has been dissolved.

The Acme Hardware Co., of Toronto, has been dissolved, James H. Smith retiring.

Wood, Vallance & Company, Ltd., contemplate the erection at Regina, Sask., of a branch warehouse to cost $175,000.

The New Empire Wall Paper Company, Ltd., has been granted permission to change its name to Empire Wall Papers, Ltd.

## Montreal News

Geo. J. Shepherd, Montreal, president of the Canadian Pneumatic Tool Co. of Montreal, has been confined to the hospital from the effects of a stroke. His many friends hope for him a speedy recovery.

W. S. Fallis, managing director of the Sherwin-Williams Co. of Canada, Ltd., returned from a trip to Winnipeg.

B. C. Lewis, sales manager of T. S. Simms and Co., Ltd., St. John, N.B., left Montreal on Saturday last for the head office. Mr. Lewis has been in Montreal rearranging the sales staff, and spent two or three months here.

R. Bernier, Quebec representative for the Martin-Senour Company, Montreal, was on the train which collided with another, near Terrebonne, early this week. Beyond a few scratches, Mr. Bernier was none the worse for his experience. He attributes his lucky escape to being thoroughly "saturated" with "100 Per Cent. Pure."

A meeting of the Canadian Paint, Oil and Varnish Association was held in Montreal on Thursday of this week.

Fred Hadley, for many years connected with the sales staff of the James Walker Hardware Co., first as manager of the sporting goods department, and more lately in the auto accessories department, has resigned and is going with the Hall-Thompson Co., and who, it is stated, are about to operate a factory in Montreal.

J. O. Linteau, president of the Montreal Automobile Trade Association, returned from an extended trip to Europe, and where he visited France, England and Italy.

The Canada Metal Company, Montreal, announce the appointment of George C. Thompson, late of Toronto, as Montreal city traveler.

W. J. Egan, Canadian Trade Commissioner to South Africa, sailed from Quebec on the Empress of France, returning via England to his duties at the above point.

Among the passengers sailing for England on the Empress of France this week was Harrison Watson, Canadian Trade Commissioner in London.

## Western News

Wood-Vallance, Ltd., bowling team had three victories to its credit in the competition last week.

C. W. Furrow, factory superintendent of West-Woods, Ltd, Winnipeg, has resigned and is being succeeded by F. O. Storey, who just recently joined the company, having come to Winnipeg about two months ago from Port Arthur, where he was previously identified with the Port Arthur Waggon Company.

The Tower-Canadian Company have opened a branch office and warehouse at 259 Stanley Street, Winnipeg, to give better service to the Western trade. J. W. Bryant is manager of the new branch.

In a reorganization of the business of H. L. Perry Ltd., Winnipeg, Mrs. Perry, widow of the late H. L. Perry, is the new president. H. W. McConnell, formerly of A Ramsay & Son Co., of Toronto, is vice-president, and M. Feely is secretary-treasurer and manager. In addition the new directorate includes G. B. Cooke, of D. Ackland & Son, and H. B. Lyall, of the Manitoba Bridge and Iron Works, Ltd.

The retail store of J. H. Ashdown Hardware Co., Winnipeg, is being enlarged by the taking over of the two top floors of the Ashdown block on Main Street. By the change, the house-furnishings department will have double the floor space formerly used. The sporting goods, electrical and auto accessory departments will also be doubled in size. A new elevator is being installed to handle the traffic for the six floors.

Cookson Bros. is a new Western firm with headquarters in Winnipeg, to act as selling agents for the Imperial Varnish and Color Co in the Western Provinces. J. P. Cookson, until recently Western manager for Imperial Varnish & Color Co., is the active head of the new firm. W. B. Cookson, railroad representative of Imperial Varnish & Color Co. for the whole of Canada will be a partner in the Winnipeg firm, though continuing in the former position.

W. J. Bland, who has been sales manager of the linseed oil and paint business of the Canada Paint Co. at Winnipeg, has resigned and accepted a position with Glidden Company. The latter company plans to open a warehouse in Winnipeg to attend to the Western business of the company. Mr. Bland is well known among the Western trade.

### COLLECTED $86,000 FOR LICENSES

Windsor, Ont.—Approximately $86,000 has been collected in automobile and motorcycle licenses in Essex county during the present year, according to figures collected from the license issuers. From the office of Captain H. Browning, Royal Bank Building, Windsor, 4,700 passenger licenses were issued, 440 commercial and 120 motorcycle. From the office of F. W. Johnson in Walkerville, 1516 passenger licenses were issued and 200 commercial. Approximately 200 commercial licenses were issued for Detroit trucks coming into Windsor and Walkerville.

## Incorporations

Windsor Petroleum and Refining Co., capital $700,000, head office Montreal, plans to prospect for and refine oils, etc.

C. and C. Motors, Ltd., capital $100,000, head office Toronto, plans to manufacture and deal in autos and auto accessories.

Universal Battery Company, Ltd., head office Hamilton, Ont., capital $40,000, plans to carry on a general automobile repair business and deal in batteries and accessories.

Hills Jansen Company, Ltd., capital $40,000, head office Walkerville, Ont., plans to manufacture and deal in auto accessories.

Canadian Phonograph Motors, Ltd., capital $100,000, head office Stratford, Ont., plans to manufacture and deal in phonograph motors and accessories.

National Steel Car Corporation, head office Toronto, capital $500,000, plans to manufacture and deal in steel cars.

Moore, Cameron & Hill, Limited, head office Montreal, capital $100,000, plans to manufacture marine, foundry, mining and contractors' supplies.

Celex Manufacturing Company, Limited, head office Ottawa, capital $30,000, plans to manufacture wood and metal specialties.

Phonograph Specialties, Limited, head office Montreal, capital $150,000, plans to carry on a general business in parts of machines and hardware.

La Compagnie de Glacieres, C. P. Fabien, Limitee, capital $100,000, head office Montreal, plans to manufacture and deal in refrigerators, sash and doors, etc.

Baldwins Canadian Steel Corporation, Limited, head office Toronto, capital $500,000, plans to carry on a general business as iron smelters, etc.

Crescent Motors, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in motors, tire casings, greases, oils, etc.

The Emerson Canadian Company, Limited, capital $500,000, head office Toronto, plans to manufacture and deal in phonographs of all kinds.

Elliott Machinery Company, Limited, head office Belleville, Ont., capital $250,000, plans to manufacture and deal in electrical equipment.

The Western Auto Accessories Company, Limited, head office Qu'Appelle, Sask., capital $60,000, has been granted a charter.

Firestone Tire & Rubber Company of Canada, Limited, capital $5,000,000, head office Hamilton, Ont., plans to manufacture and deal in rubber products, automobile accessories and metal rims.

### C. B. STENNING GOES WITH DOMINION CARTRIDGE

C. B. Stenning has joined the advertising department of the Dominion Cartridge Co. as assistant to E. M. Putnam. Mr. Stenning returned from France after seeing service with the British Air Force, and after his return was connected with the advertising department of the Gazette Publishing Co. of Montreal. His experience in advertising circles include service department Montreal Herald and Family Herald, Weekly Star, Montreal.

# Plan to Make 1920 Convention Biggest and Best on Record

## Arrangements for Four-Day Session at Hamilton in February Were Discussed at Meeting of the Executive

A MEETING of the executive of the Ontario Retail Hardware Association was held this week at Hamilton, Ont. It was decided to hold a four-day convention during the third week in February at the Royal Connaught Hotel, Hamilton. Arrangements have also been made for hardware exhibits to be shown in Oddfellows' Hall. Provision has been made for 51 booths, which it is understood the Ontario Retail Hardware Association will allot to the exhibitors of hardware. Sizes of these spaces range from 8 by 9 feet, to 15 by 15 feet and skeleton booths will be erected and decorated. The preparation of the programme is now under way and the officers of the association are convinced that they can make the 1920 convention the best and biggest on record.

Secretary MacPherson reports a good increase in membership since last convention and now that more help is available it is believed that the retailers will attend the convention in large numbers.

## E. H. Gurney, President of Gurney Foundry Co.

E. H. Gurney, who, since the death of W. Cromwell Gurney recently, has been acting president of the Gurney Foundry Co., Ltd., Toronto, has been appointed president.

Mr. W. R. Gibson has received the appointment of general manager.

### PREMIER DENIES RUMOR

Premier Drury denies all knowledge of a story published in the Bracebridge Herald, to the effect that a representative of his had asked the member-elect for Muskoka, G. W. Ecclestone, to resign his seat to make room for the Minister of Agriculture, Hon. Manning Doherty. "I have absolutely no knowledge of any such thing," he said.

Mr. Doherty also denied that he had made any such request of Mr. Ecclestone. While he had no personal knowledge, the Minister of Agriculture would not say that some friend of his might not have made such a proposal to the Muskoka member. The story as published was to the effect that when Mr. Ecclestone had been approached with a proposal to resign he had rejected it, and that in this course he had been supported by the Conservative organization of the riding.

### WEYBURN FIRM REORGANIZED

The Hoshal Carmichael Co., Limited, hardware, Weyburn, Sask., has been reorganized, and in future will be known as C. Hoshal Co., Ltd. The new firm will be under the personal management of C. Hoshal. This change was necessitated by the death of Mr. Hoshal's former partner, K. M. Carmichael, who was killed in action in France, on October 8, 1916.

### TURNS MISHAP INTO PROFIT

Taking advantage of unusual happenings to promote one's business is the mark of alertness which distinguishes the wide-awake retailer. Recently in Oak Park, Illinois, a suburb of Chicago, a truck belonging to a neighboring bakery became unmanageable and plunged into the plate glass window of the Nicholas Hardware Store. The proprietor wasted no time in bemoaning the accident. Instead, he put his wits to work. The wreckage attracted passers-by. Out of curiosity, they lingered to examine the extent of the damage. The owner reasoned that it would be foolish to let so much attention go to waste. Accordingly, he placed a big sign on a portion of the glass which remained intact. The placard bore this wording: "Our Windows and Prices So Attractive Folks Insist on Driving Right In. There's a Reason Why." Thus he turned a mishap into profit for his store.

### TO ESTABLISH IN MONTREAL

The Hall-Thompson Co., HARDWARE AND METAL understands, are about to establish a factory in Montreal for the manufacture of auto polishes, top dressings, etc. Details are not, at the present time, available, but HARDWARE AND METAL expects to make a more complete announcement at an early date.

### CUTLERY TO BE FREER BY SPRING

In speaking this week with a cutlery importer he intimated that, while the difficulties in filling orders have been great for a long period, there is much better hope of the conditions improving for next year. The manufacturers have been slow, seemingly, in securing a larger output. This, in part, has been occasioned by a necessary alteration of plants to meet the needs of after-war industry. Some of the British manufacturers have established a reputation for a certain high-grade output, and this they are bound to maintain—that is, the quality—at any price. The return to anything like normal conditions has been quiet, as it is to be expected, but gradual.

# Convention of A. Ramsay & Son Co.

## Four-Day Gathering Held at Montreal Was One of the Best in the History of the Firm

KEYED to the point of enthusiasm from the very outset, the salesmen of the A. Ramsay & Son Company, Montreal, concluded one of, if not the very best, Sales Convention in the history of the firm, after a four-days' gathering at the head office in Montreal. And that it was a success was attested at all sessions. Beginning on Monday morning, November 10th, the opening session, and most of the subsequent conferences, were held in the Old Colony Club, at the Windsor Hotel.

President Walter B. Ramsay, occupying the chair, sounded a most timely and effective note when he referred to the many thousands of houses that were planned for Canadian communities in 1920. With such a prospect, there is no trade that will benefit more than that of the paint and varnish trades, and the salesmen seemed to grasp this fact and make it the basis of the enthusiasm they evinced during the progress of the convention.

### Splendid Progress

Continuing, in his address of welcome, Mr. Ramsay referred to the splendid progress which had been made by the company, and, in this respect, instanced the connections that had been made in foreign countries, particularly within a comparatively recent period. His pleasantries, as each of the salesmen from outside and home territories were introduced and asked to explain the situation and report the outlook on their respective fields, met with favor. Some of these men had come from far-away fields, and it was refreshing to learn of conditions there.

### Many Excellent Talks

Following the President, Arthur D. Brown, the manager, gave an effective address on "Salesmanship." This made a strong appeal to the assembled delegates, and it was requested that copies of Mr. Brown's address be made available for each of the salesmen, containing, as it did, friendly advice which each man could apply to his own case. Mr. Brown dwelt upon the great place which the salesmen of to-day holds in the process of creating a market for his company's goods, and stimulating and increasing sales. So many excellent points were developed, that the speaker was able to prove his point, that the salesman is engaged in one of the greatest games in all the world.

E. J. Sutcliffe delivered a strong address on advertising, and this was warmly applauded. Mr. Sutcliffe left little doubt as to the absolute necessity of advertising; outlined many important considerations as to the classes of advertising which are effective for various products; indicated how we all are advertisers from the moment we are born; and altogether made his points well, and carried them home in the process of his definite and clear reasoning. This was decidedly appreciated.

The importance of "Credits" was dwelt upon by E. Jones, secretary, who pointed out how very helpful the salesman can be in furnishing his firm with facts concerning clients, and which, while on the ground, he can obtain more readily than any one else. Mr. Jones referred to the necessity of supplying the "house" with such data as was necessary to make a proper estimate regarding the many customers who are served.

### From the Salesmen

"Ten Minute Talks" was the interesting caption of brief talks which followed, and which were delivered by the various representatives in the several provinces of the Confederation.

The men from the West were modest in their statements, notwithstanding the fact that, as Mr. Ramsay suggested, their actual returns had been very satisfactory, orders having been large from the territorial representatives who were now in attendance. All of the speakers were confident, however, that bigger and better business would be secured in 1920.

H. C. Douglass spoke on the prospects in British Columbia; J. D. McDonald for Southern Alberta; W. E. Greer and G. R. Colville on Northern Alberta; H. W. McConnell on Manitoba and Saskatchewan; J. A. Donnelly on "English-speaking Quebec," and L. Beaudry on "French-speaking Quebec"; Wm. McCormack on New Brunswick, Nova Scotia and Prince Edward Island. Mr. Edginton spoke of the prospects in Ontario.

In addressing the convention on "Canada as a prospect for larger paint consumption," H. J. McAdie, sales manager, dwelt upon the remarkable growth of the Dominion in the past forty years, and gave actual figures to show what a large increase there had been in the purchase and use of paint. Mr. McAdie pointed out, however, that there was room for a greater per capita use of paint on the homes of the people—a great percentage of the paints and finishes that had been bought having been used by the large railway companies and other big industrial concerns. There had been great opportunity for intensified paint selling to the domestic trade.

### Inspections Made

Immediately after luncheon at the Old Colony Club, on Monday afternoon, the session adjourned, to meet at the head office, where a group photograph was taken, followed by inspections of the various departments.

Inspection of the paint factory, supervised by H. B. Booth, proved of great interest to the salesmen, especially some of the new processes of manufacture adopted by the Company, which were explained in detail, and were greatly appreciated by those present. Mr. Booth also gave a comprehensive and instructive address on paint pigments, which



*Salesmen and executives who attended the four day convention of A. Ramsay & Son Co., at Montreal. The gathering was one of the best and most enthusiastic in the history of the firm.*

was followed by a very interesting discussion.

Inspection of the Varnish Plant, under the supervision of Tom Ramsay, was also instructive to the salesmen, as a very complete explanation of the processes followed in the manufacture of varnishes was listened to with keen interest by the men.

Inspection of the Advertising for the year 1920 campaign, supervised by H. J. McAdie, proved of great interest to the salesmen, and produced considerable enthusiasm, as the campaign outlined was most complete.

During the meetings that followed, at the Old Colony Club, Tom Ramsay gave an interesting address on the history and advancement made in the manufacturing of varnishes by the company, covering a period of forty years.

W. Jauce also gave an instructive discourse on varnish making, questions being answered afterwards, such as arose from the introduction of a topic of this nature.

**The Entertainment**

Luncheon was served in the Old Colony Club each day at 12.30, and this afforded the salesmen an opportunity for making new, and renewing old, acquaintances.

On Thursday evening, a banquet was held at the Montreal Club, and this proved to be a delightful function, when all cares were set aside and a real jolly time was enjoyed. Just before dinner, a flashlight group photo was taken, that the men might have a memento of the occasion.

At eight o'clock, the assembled salesmen and guests sat down to a fine spread, President Ramsay occupying the chair. Tables were so arranged as to afford the most social "atmosphere," and the menu was such as to whet appetites, if any there were, which needed this. Among the unique ideas carried out in the table decorations, were gummed stickers, applied to the drinking glasses, bearing the words "The Right Paint to Paint Right," and a neat little oval menu card. A few of the old-timers were provided with real old-fashioned drinking mugs, and these were filled, some of them, most a dozen times, with the best that Montreal now permits.

The toast list was brief; Mr. Ramsay had promised the boys that there were to be no speeches. "The King," "The Ladies," and "Our Guests," were the three appearing on the printed program, but the genial toastmaster of the evening permitted "The Outside Staff," "The Inside Staff," and "The Foreign Department" to be added. Then, before the close of the evening, "Our Host" was proposed, and his health heartily drunk.

One of the finest musical programs possible was afforded by the management in securing Eckstein's Jazz Band, and "Jimmie" Rice, with his retinue of superb singers and other entertainers. At sight of these, the evening's pleasure was assured, and it is quite impossible to adequately describe the pleasure of the guests as they listened to the rich tenor of "Tommy" Cowan's voice and to the deep, resonant bass of "Little" Jos. Beauchamp. Repeated encores were most kindly entertained by both these well-known singers, while "Jimmie" Rice, as he always does, simply "boiled over" with his witticisms and new recitations. The guests just would not leave; they stayed on and insisted on more—and then some.

A pleasant feature was that of calling the juvenile drummer, Roy Decarie, to the president's chair, and whose occupant made him the recipient of a crisp five-dollar banknote, amid much ap-

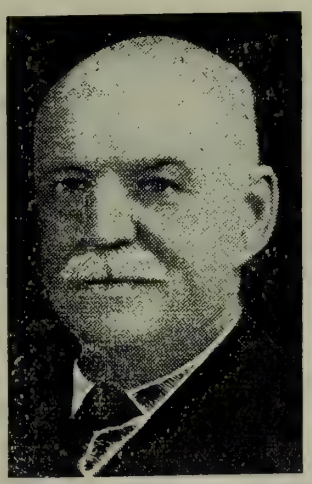
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# Agent-General F. W. Sumner Stricken Suddenly at St. John, New Brunswick

## Head of the Sumner Company Was Very Active in Business Life and a Public-spirited Citizen

FREDERICK W. Sumner, head of the hardware firm of the Sumner Company, Moncton, N.B., died very suddenly from an attack of acute indigestion while in St. John on Thursday, November 21. Accompanied by his wife and daughter, he had gone to attend a meeting of the New Brunswick Telephone Co., and after dinner while sitting in the rotunda of the hotel, smoking, he was taken ill and died within a few minutes.

Mr. Sumner was 64 years old and a son of the late Wm. H. T. Sumner. He



*LATE F. W. SUMNER*

*Head of the Sumner Co., Moncton, N.B. Who died very suddenly at St. John.*

was born in Moncton, and was from his early years associated with his father in the hardware business. He was one of the most public-spirited and aggressive business men in the province, and was interested in many development projects, including lumbering and milling operations.

Of late years he assisted more largely than ever in the creation of industries for the upbuilding of Moncton and the province at large, being president of the New Brunswick Petroleum Co., president of the Atlantic Underwear Ltd., president of the N. B. Wire Fence Co., president of the Kent Freestone Co., and being on the board of directors of the N. B. Telephone Co., the N. B. Gas and Oil Fields, Ltd., Humphrey's Glass Works, the Moncton Tramways, Electricity and Gas Co., and The Times Printing Co.

In the recent Victory Loan campaign he was chairman of the Westmoreland County organization, which made a splendid record.

He served as president of the Moncton Hospital and as a commissioner of the Jordan Sanitarium at River Glade, and gave generously of his means to every worthy cause. He was mayor of the city for six terms, serving in this capacity from 1890 to 1894, and again in 1900. He was a member of the New Brunswick Legislature from 1895 to 1899 and unsuccessfully contested Westmoreland in the Conservative interest against the late Hon. H. R. Emmerson in 1908. For some years he had been representing the province in England as Agent-General, a position which he accepted only on condition that there should be no salary attached. In this capacity he made frequent trips to England at much personal sacrifice, and during the war he rendered splendid service in looking after the interests of New Brunswick soldiers overseas.

Mr. Sumner was twice married. His first wife was Margaret, daughter of the late Thomas and Rebecca McEwen, who died some years ago. He married his second wife, Miss Hazel Mulholland, of Toronto, who survives him, in June, 1917. Mr. Sumner is also survived by two daughters, Mrs. Herbert M. Wood, of Sackville; Mrs. Stanley G. MacDougall, of Moncton, and one son, Capt. Frederick Roval Sumner.

Representative men of the Province and thousands of citizens of Moncton, representing every walk of life, paid a last tribute to the late Agent-General, at the funeral which was held Sunday afternoon. The streets of the city along the route of the funeral procession were lined with citizens, and the mark of esteem was the greatest ever paid to the memory of a citizen of Moncton. Prominent among those present from outside the city were ex-Lieutenant-Governor Josiah Wood, Sackville; Attorney-General O. T. Daniels Halifax; H. J. Logan, Amherst; R. S. Barker, Fredericton, representing the Government of New Brunswick, and M. E. Agar, St. John.

# THE CLERKS DEPARTMENT

## Sincerity is Dominant Quality of Great Britain's New Envoy

### Handicapped by Approaching Blindness, Lord Grey is Tackling the Biggest Work of His Life With Enthusiasm and Determination

A TRULY "ambassador extraordinary" is Viscount Grey, K.G., of Fallodon, Great Britain's new representative in the United States, says John Webster, in "The New Success" Magazine. His task is to promote good-will—and there is probably no man in Great Britain better equipped to do it. Like most of England's great men, Grey was a commoner. Twenty-five years ago, John Morley, the historian and keen student of the world's great figures, said: "That young man will go far. He will be Prime Minister some day."

On September 26, Lord Grey landed at New York to take up his great task of strengthening the bonds of friendship between the American and British peoples—to aid in the straightening out of problems which have arisen through the world war and which affect the peace and prosperity of the entire world. He is called an "aristocratic gentleman"—a most apt term—for Lord Grey is a broad-minded gentleman of the old school, yet a true lover of liberty and of humanity.

#### Is Going Blind

Grey took up his task after several years of retirement from public life, caused by failing eyesight. Handicapped by approaching blindness, he nevertheless has set himless to his new task with an enthusiasm and a determination that should prove an example to many younger men of sound health and sight. His first words, upon touching American soil, are full of hope and encouragement—full of the magnitude of his mission—which is to spread the propaganda of good-will and brotherly love.

"I regret that my failing health makes it impossible for me to undertake the duties of a permanent ambassador to the United States," Grey said. "We have made a new start after the war to repair and to rebuild the old world, which the war has left in ruins. We wish to build a better one. But the British Empire, in common, I am sure, with other countries, feels that without good understanding and friendship with America, international progress is impossible, and even international security doubtful. I do not come to put forward any new proposals for treaties or alliances. Good understanding can best be established on cordial feeling between peoples."

#### A Common Language

"There are some things that do not exist in common between any other two countries—a common language is one of them—which make for friendship between the British and American peoples. On the other hand, there are some things which cut across this happy tendency and make for misunderstanding. My hope is that these things may by time, by wise and sympathetic policy and a fuller knowledge of the facts and difficulties, be dissolved and disappear. But these difficulties cannot be eliminated by ignoring or underrating them. But it would be an even greater error to underrate the strength and possibilities of the growth of things that draw us toward each other.

"Between the enemies in this war there have been bitterness and hatred. It will take time and confidence and good faith in good intentions to alter this. But, in time, I hope that the feeling will change into a hatred of war itself—a hatred of wrong things and not a hatred of peoples against each other.

"It will be the object of my mission, while it lasts, to promote the good-will—so far as I have strength and opportunity—between the American and British peoples, in the hope that this may be one great element of security leading to great international good-will on the broadest possible basis."

#### In Parliament at 23

Edward Grey was born on April 25, 1862. His father was Captain George Grey of Northumberland. Young Grey entered Parliament when he was only twenty-three and was repeatedly re-elected until 1916, when King George elevated him to the peerage for distinguished services. Gladstone, when Prime Minister, said that Grey could be anything he chose to be—"but he chose to go fishing." That is why he is known as the world's greatest authority on fly-casting, and his one book is "Fly Fishing." But Grey also chose to succeed in his chosen profession of politics—and he did so.

He is known as the "silent pilot of British diplomacy." Only history can divulge the magnitude of his services to his country and to the world during the world war.

Fourteen years ago he was made Foreign Minister of Great Britain. In 1912, King George created him a Knight of the Order of the Garter, the only Commoner ever so honored in the history of England. As Foreign Minister, Viscount Grey began the task of strengthening the ties of friendship between Great Britain and other countries—a thoughtful work of prompting good-will among the world powers—and an early effort to avert the great conflict which started in 1914. He worked unceasingly—until the shadows of the great war indicated that his ambitions were temporarily frustrated.

#### Averted a War

In 1911, it was his skill that averted a war between Germany and England; but, against his principles, he was forced to announce, in 1914, that England would stand shoulder to shoulder with her allies against the German invasion of Belgium. He has guided England through perilous days, always calm, quiet-spoken, determined and a valiant soldier for the right.

Many men would have broken down under the strain, but Grey did not even seem to age—despite his failing eyesight. "In strenuous times one must work long and under great pressure," he said. "I have been through it in the early days of the war and I know how difficult it is to keep fit. The strain did not bother my health at all, but it did hurt my eyes severely. That is why, difficult as it is, I urge every man to keep himself in good physical trim."

#### A Picturesque Figure

A picturesque figure was Lord Grey when he stepped from the Mauretania on her last arrival in New York, his second visit to the United States. Unless one looked carefully into his fine, calm face, and into his quiet, failing eyes—still farsighted and shrewd—one would not have picked him as a British peer and the Ambassador of Friendship to the United States. He was simply dressed in a grey sack suit and a sport cap. He is proving himself democratic and friendly. "In fact," Grey said in a quiet tone, a touch of humor in his expression, "these days you will find royalty about as democratic as any other folks."

Grey is keenly aware of the heavy responsibilities of his mission to the United States. He considers it the greatest of all the honors which have been bestowed upon him—the crowning glory of his career. With him is a little group of carefully chosen men who are prominent in British political, education and military work. With them he means to work to the utmost and to leave no stone unturned to the attainment of his goal—a true and lasting international relationship between the two great English-speaking peoples—on the basis of right and honorable regard.

#### His Dominant Quality

Sincerity is his most dominant quality. It is this which has made him the one logical man for the authorities of Downing Street to send to America at this time. He is worshipped by Englishmen—he has won the regard of America's greatest men—and his personality at once makes him the idol of all who meet him. He was the close friend of Theodore Roosevelt and of Walter Hines Page, our late ambassador to England. To these two men Grey spoke freely, unburdened his soul, and profited by their advice. Their deaths were deeply felt by him.

#### Loves the Outdoors

It was back in 1910, while wandering through English forests and talking of trees and squirrels, that Grey and Roosevelt found a kindred spark in their great souls. Like Roosevelt, Grey is an ardent lover of the outdoors and of manly sports. Like Roosevelt, too, Grey was a high priest of liberty. It was in the days when the world wondered what course America would take, that Grey learned to know and respect Ambassador Page. All through those tedious times, when more than once the entente cordiale between the two countries seemed to be in jeopardy, Grey was unfailing in his determination to retain America's regard and respect. He never once lost confidence in the people of the United States and their love of fair play and liberty. Then, in 1917, Grey's dream came to pass. In speaking of America's entrance into the war, he said:

"In Great Britain last year we saw hundreds of thousands of American soldiers passing through our islands to fight side by side with the Allied forces in France. We felt as we saw your soldiers and heard of their courage and enthusiasm on the battlefield that they were animated by one patriotism and that your whole nation was fighting for an ideal.

# See Larger Canadian Markets Developing Rapidly

## Move of American Concerns Which Was Interrupted by the War Has Been Resumed—Some of the Big Plants and What They Are Doing

THE movement of American concerns to Canada to establish branch houses in this country is commented on by the Wall Street Journal, which publishes a list of some of the larger factories that have been established here since the signing of the armistice, by American companies. Tariff considerations led to the location of between four and five hundred branch plants in Canada in ante-war days. The European conflagration put a temporary stop to the movement, but is once more gaining momentum. This fall has seen a start towards location of at least a score of new plants in suitable industrial centres, while agents of several important American corporations are now spying out the land.

### Automobile Business

With the expenditure of $15,000,000 by General Motors of Canada on plants now nearing completion at Oshawa and Walkerville, Ont.; with the placing of the Willys-Overland of Canada plant at West Toronto on a producing basis; with extensions to the capacity of the Ford Motor Car of Canada at Ford City, Ont.; and with expansion in other automobile manufacturing plants, the automobile trade has been a factor in the movement.

Goodyear Tire & Rubber Co. of Canada is adding to its factory at New Toronto to increase production from 2,500 to 3,500 tires a day. Canadian Consolidated Rubber Co. is spending $1,000,000 on its plant at Kitchener, Ont., and the Firestone Tire and Rubber Co., of Akron, O., will locate a branch factory at Hamilton, Ont., with an initial capacity of 3,000 tires a day. This company has bought 80 acres of land and will spend over $1,000,000 on the undertaking.

### Other Companies Established

In the musical instrument field the most notable development has been the acquisition by the Columbia Graphophone Co. of New York, of the extensive plant of Canadian Aeroplanes, Ltd., in Toronto. General Phonograph Corporation of New York has taken over an existing plant in Kitchener, Ont., and will extend it, and New York interests, under the name of the Canadian Phonograph Motor Co., Ltd., are locating a plant in Stratford, Ont.

In the field of pulp, paper and paper products one of the outstanding enterprises is that of International Paper Co. at Three Rivers, P.Q. At Peterboro, Ont., the Nashau Gummed & Coated Paper Co. of Nashau, N.H., is locating a branch plant in a building acquired for the purpose. They expect to get going by January.

### Other Industries

Other companies placing branch industries in Canada are the Robbins & Myers Co., the Western Clock Co., and the Hoover Suction Sweeper Co. The first-mentioned is erecting a plant with a capacity of 125,000 motors per work year and employing 500 persons in Brantford, Ont., and hopes to start operating in January. The second is locating in Peterboro, Ont., where it is taking over an existing building and also hopes to be producing by January. The third has just about completed the erection of a large plant in Hamilton, Ont.

Under the name of the Niagara Wire Weaving Co., the Lindsay Wire Weaving Co. of Cleveland Ohio, is spending $220,000 on the erection of a plant at Niagara Falls, Ont., which will employ 150 hands in the manufacture of wire cloth and wire-weaving machinery. The Railway Steel Spring Co. of New York will start the manufacture of steel tires for railway equipment at Montreal in January under the name of the Canadian Steel Tire & Wheel Co. The Elgin Gas Motor of Elgin, Ill., is erecting a three-storey factory in Winnipeg which will be producing 15 engines a day by December.

### SAYS ALCOHOL IS THE COMING FUEL

A bulletin issued from the Washington, D.C., headquarters of the National Geographical Society quotes Dr. Alexander Graham Bell as saying that alcohol is the coming fuel of the world. He points out that there is one obstacle to further advance in mechanical development, in the increasing price of the fuel necessary to work machinery. Coal and oil are going up and are limited in quantity.

"There is, however, one other source of fuel supply," declares Dr. Bell. "Alcohol makes a beautiful, clean, and efficient fuel, and can be manufactured cheaply. Wood alcohol can be employed as a fuel, and we can make alcohol from sawdust, a waste product of our mills.

"Alcohol also can be manufactured from corn stalks, and, in fact, from almost any vegetable matter capable of fermentation. Our growing crops and even weeds can be used."



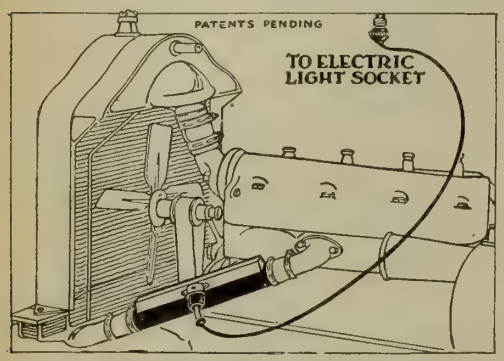

By McKee.

# NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

### MOTOR HEATER

The Myall motor heater, which is manufactured by Motor Sundries Limited, 420 Foy Building, Toronto, may be installed, it is stated, in ten minutes, without any trouble. The manufacturers

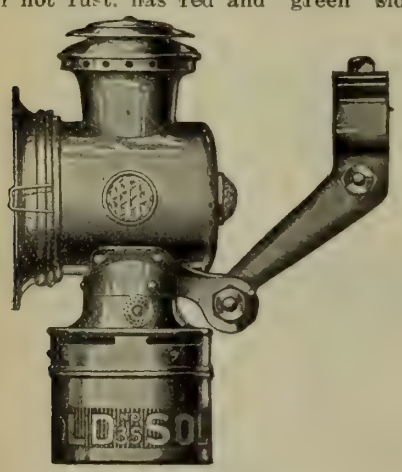



*Myall Motor Heater*

claim that it is adaptable for use in any of the standard makes of cars, and that it will keep the engine warm and ready for instantaneous service, in any garage, in any weather. It is quickly attached to any electric light socket.

### BICYCLE LAMP

The "Old Sol" Kerosene bicycle lamp manufactured by the Canada Cycle and Motor Co., Limited, of Weston, Ont., is a new model which the manufacturers claim cannot be put out by vibration, wind or rain. It is stated that it will give a bright, steady light, is attractive and will not rust. has red and green side




*"Old Sol" Bicycle Lamp*

jewels and a polished reflector. It is equipped with a new type bracket for either front fork or hand bar stem, and will burn about fourteen hours at one filling. While this lamp is made especially for bicycles, it is well adapted for use on motor cars, carriages and other vehicles. It is 6¾ inches in height.

### CLAPPER HORNS

Blow Bell clapper horns, manufactured by Ferdinand Strauss, Inc., 7 West 22nd St., New York, are, it is claimed, the noisiest horns on earth. The manufacturers claim that they are

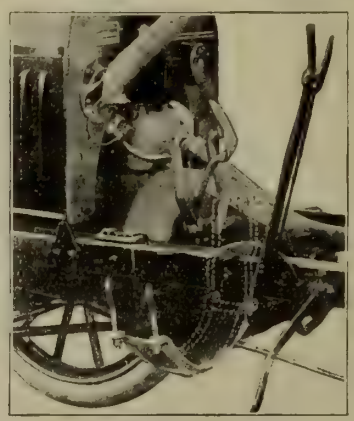



*Blow Bell Horns*

a horn, a bell and a rattler all in one, made of standard metal with patent clapper, patent corrugated bell and knocker and wooden mouthpiece. They are ten inches in length and have a bright finish.

### MOTOR SUPPORT

The Liberty Motor Support, manufactured by the oMtor Support Co., 42[illegible] S. Dearborn St., Chicago, for use on Ford cars and trucks, can be installed, it is stated, in twenty minutes. It is claimed that it stops vibration by reinforcing the regular Ford arms with



*Motor Support*

"U" shaped hangers by following the lines of the Ford arms, locking over them on top of the frame and connecting to the saddle on each side of the crank case. It is also stated that it stops oil leaks if installed before this trouble originates by forming a complete saddle support for the motor and taking the strain off the regular arms. There are no bolts to loosen, no nuts to take off and the support gives a three-point suspension.




#### Electrical Fixtures

William MacGregor, 86 Ennerdale Road, Fairbank, Ont.—Please inform me who handles Red Star Roofing, also where I may procure electrical fittings and lamps, like one sees on bargain days?

Red Star Roofing is manufactured by the Barrett Manufacturing Co., 172 King Street East, Toronto. The electrical fixtures may be procured from the Victoria Electric, 77 York Street, and Toronto Electric, corner Bay and Adelaide Streets, both Toronto, Ont.—Editor,

#### Champion Oak Heater

R. A. Eddie, Glencoe, Ont.—Please inform me where the Champion Oak Heater is made.

Clare Bros. & Co., Ltd., Preston, Ont., manufacture these.—Editor.

#### Wire Window Guards

Henry Gilles, St. Jacobs, Ont.—Please inform me where I may get wire window guards, etc., to order.

Dennis Wire & Iron Goods Co., London, Ont., also Canada Wire & Iron Goods and B. Greening Wire Co., both of Hamilton, Ont.

#### Silk Lamp Shades

Cochrane Hardware Limited, Copper Cliff, Ont.—Can you give us any information concerning names of manufacturers of silk electric lamp shades?

These may be procured from the following: Duggan & Levy, 166 King West; Harvie Robert, 11 Colborne Street; E. F. W. Salisbury, 49 Wellington East; Silk Shade Co., all of Toronto; also Miss H. E. McMillan, 591 St. Catherine Street, Montreal.—Editor.

#### Who Knows About This?

C. G. Olander, Lethbridge, Alta.—Can you tell us the names of the makers of the Mite Range. No. 7B, also No. 215 Ideal Oak Heater?

McIntyre & Taylor, 503 Queen Street West, Toronto, Ont., have repairs for the Ideal Oak Heater. Could any of our readers inform us regarding Mite Range No. 7B?—Editor.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THE tendencies generally throughout the entire hardware line are firm and upward. There are numerous changes noted this week. These may be expected to continue until such time as the industrial disturbances cease to be a factor. Owing to the coal crisis great difficulty is experienced in getting shipments through, and should the proposed curtailment of train service be carried out, the difficulties will undoubtedly increase, accentuating further the present shortage of goods generally.

Advices point to further increases for the coming year, as manufacturers, generally, are refusing to accept orders for shipment beginning on December 31. While generally speaking, it is not advisable to carry stocks around inventory periods, some of those best informed advise stocking up at the present wherever goods may be most satisfactorily procured, even if these goods will not be required for three of four months as the investment would be a sound one.

Amongst the many advances are noted sash cord, which is now quoting at, No. 8 to 12 at 83c; No. 7 at 84c and No. 6 at 85c. This may possibly go higher; some firms in the United States are already quoting 5 cents higher over our corresponding prices. 1847 Rogers flatware is quoting at 30 per cent. discount, being an advance of 2½ points. Canadian padlocks and night latches, as predicted by HARDWARE AND METAL last week, have advanced 10 per cent.

Plain galvanized wire No. 9 is quoting at $5.60 per cwt. and $6.00 for barbed. Champion scales are slightly higher, the new prices are: No. 4 E. B. at $6.00; No. 10 E.B. at $8.10; No. 240, $13.70; No. 600 at $30.60; No. 1200 at $37.80; No. 2000 at $53.00.

Sash weights are now selling at $3.00. Woodenware comprising ladders, bake boards, ironing boards, clothes horses, etc., have advanced and the new lists, it is expected, will be released from the publishers about December 1. The American Window Glass Co. have withdrawn their lists and it looks as if higher Canadian prices are pending. Stoves and ranges are up 5 to 10 per cent. and it is expected the new prices will be available by December 1.

Wrought nipples are higher, also roller breast snaps, Rochdale pruners, Canadian Beauty electrical appliances, Trimo wrenches and parts, solid handle screw-drivers, Rayo lamps, made up logging chains.

# MONTREAL MARKETS

MONTREAL, Nov. 26—Advances have been recorded this week for steel and iron bars and the increase for steel is 30c, while that for iron is 15 cents per 100 pounds. These advances were forecast last week in the market service of HARDWARE AND METAL. Various gauges of galvanized wire have also advanced again 25 cents per 100 pounds. Auger bits, in sets, are marked higher. Sash cord is up in price, as are horse and wool cards, also. Builders' hardware of various manufacture is advancing frequently and this line is selling very actively. Manila and jute fibres are decidedly firm, but there have been no rope or cordage changes. Wares and stoves are very firm and material for the manufacture of these lines is said to be getting scarce. Galvanized and black sheets are marked up again and the market is getting bare of the necessary supplies. Pig tin is up two cents a pound, while spelter and antimony are up somewhat.

There are strong tendencies on gas pipe and advanced prices are not improbable. Lead pipe and lead sheets, solder and other lead products may go higher at any time. Business is reported to be very brisk.

### *Auger Bits in Sets Are Marked Higher*

**Montreal.**

AUGER BITS.—The price of Irwin auger bits, in sets, is marked higher. The genuine Irwin are now, for the No. 9, $4.80 per set; $7.40 for the No. 13, while for the solid centre the respective sizes are $3.60 and $7 per set.

### *Nipples Are Higher; Pipe Firm; May Advance*

**Montreal.**

NIPPLE AND PIPE.—The advances already reported in some quarters for nipples are now made general, and the market is firm. Pipe prices, too, under the recent stiffening of the market for raw material, and its scarcity, suggest that increased prices for various sizes may be made effective before long.

### *Sash Cord Higher; Horse and Wool Cards*

**Montreal.**

SASH CORD, WOOL CARDS.—Advanced prices are effective for sash cord and the new net prices are: No. 6, per lb., 85c; No. 7, 84c, and 8-12, 83c.

Wool and horse cards are both advanced, the advances being around 10 per cent.

### *Frequent Advances on Various Builders' Hdwe.*

**Montreal.**

BUILDERS' HARDWARE.—Various increases are being effected for builders' hardware and Springer and Peterboro lines are marked up 7½ per cent. The

# RELIABLE
TRADE MARK
## Canadian Products

## *Quality Plus*

RELIABLE quality, Reliable customer satisfaction and customer demand, plus the advantages of our *New Dealer Offer,* form a combination that no dealer can afford to reject.

Our *New Dealer Offer* is something you should learn about at once. You who handled Reliable Batteries and Reliable Flashlights last year, know how satisfactory our lines are from every standpoint. As our *New Dealer Offer* will enable you to make a great deal more profit out of Reliable lines next year, you will realize how very attractive our new offer is.

We have already told you about Reliable Factory No. 2 which we have added to help Reliable Factory No. 1 take care of all orders promptly. We will build another factory if necessary. One sure thing, we are in business **to stay** and will take prompt care of every order that comes in as a result of our *New Dealer Offer.*

***Our offer is an attractive one***
***Cut out this Coupon***
***Fill in and mail***

**THE DOMINION BATTERY COMPANY, LIMITED,**
**TORONTO, ONTARIO.**

Date .....

Please send me full particulars of your *New Dealer Offer.*

Firm name .....

Your name ..... Province .....

City .....

RELIABLE
CANADIAN PRODUCTS
TRADE MARK




**Reliable Factory No. 2** **Reliable Factory No. 1**

# *Increased Production*

OUR *New Dealer Offer* will add thousands of barrels to our fast growing business but we realize this thoroughly and have made our plans accordingly.

Our *New Dealer Offer* goes into effect on December 1st. It is good for sixty days. It makes no difference when the proposition under which you are now selling expires as our new offer provides for every dealer.

It is **essential** that you have our new offer before February 1st, 1920. It is **important** that you have it as soon after December 1st, 1919, as possible. We cannot emphasize too much the attractiveness of our offer. You will agree with us when you know its terms.

Write for our offer at once. To make it easier for you we have provided a coupon on the other page. Cut this out, fill it in and mail it. If you prefer, just ask for our new offer by post card or letter. The important thing is to get our *New Dealer Offer* and to get it at once.

## THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA

RELIABLE CANADIAN PRODUCTS TRADE MARK

tendencies are strong and the indications suggest further advances on some lines.

## *Manila Fibre Firmer; Rope Sales Light*

**Montreal.**

ROPE AND CORDAGE.—The movement of rope and cordage is light, and while there has been no change in the basis, manila fibres in particular are ruling high, as are also jute materials. The present basis for pure manila rope is 31c; Beaver or British manila, 27c; and sisal, 23½c.

## *Coal Oil and Gasoline Held; Are Moving Well*

**Montreal.**

COAL OIL, GASOLINE.—The markets are active, seasonably speaking, and no change has been registered for either coal oil or gasoline. Coal oil prices range from 22 to 25c per gallon, according to grade, while gasoline is selling for 33c per gallon, motor grade.

## *Wares Are Very Firm; Stove Material Scarce*

**Montreal.**

WARES AND STOVES.—In view of the fact that raw materials are now obtainable only at a premium, and sometimes not at all, the market on wares is a very firm one. Prices on the various lines are ruling on a strong basis, and the tendencies are upward.

The same condition may be said to prevail regarding stoves. The manufacturer is dependent upon the mills entirely, and if it were not for the fact that some have protected themselves on supplies many months in advance, scarcity would have been the result of the manufactured articles long ere this. There is a brisk demand for all lines.

## *Nails Are Big Sellers; Wire Price Advances*

**Montreal.**

NAILS AND WIRE.—The movement of nails continues active on the advanced basis reported last week. Supplies are fair, and the trade in nails has been really active for some weeks. The base price for both wire and cut is $5 per keg.

Various gauges of wire have again been advanced and the changes are made to the following figures: Plain galvanized, No. 9, $5.50 per 100 lbs.; No. 12, $5.65; No. 13, $5 75; galv. spring, No. 9, $5.55; No. 12, $5.70; No. 13, $5.80.

## *Steel Advances 30c; Common Iron Up 15c*

**Montreal.**

STEEL AND IRON.—The market on both steel and iron has been advanced, steel bars being 30c per cwt. higher, and iron 15c. The tendencies of the market were very definitely forecast in HARDWARE AND METAL last week, and the market is firm, and the movement of supplies to the trade continues to be quite active. No change has been registered in the higher-priced grades of steel, such as tool and mining steels.

IRON AND STEEL

| | |
|---|---|
| Iron finish machinery steel | 4 10 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 5 00 |
| Sleigh shoe steel | 4 05 |
| Tire steel | 4 25 |
| Toe calk steel, per 100 lbs. | 4 95 |
| Band steel | 4 05 |
| Harrow tooth steel | 4 20 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond tool steel, per lb. | 0 22 |
| Black Diamond cast steel, per lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 90 |
| Refined iron, per 100 lbs. | 4 90 |
| Mild steel | 4 05 |

## *Sheets Move Upward And Supplies Light*

**Montreal.**

SHEETS AND PLATES.—The movement of price is steadily upward, and particularly on galvanized sheets. Prices are 25c per cwt. higher on some gauges this week, and the tendencies are that further advances will be recorded before prices are readjusted downward. Supplies are hard to obtain. Black iron sheets, too, are firmer, and the prices have been readjusted, in some cases various gauges being marked up.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 20 |
| 12 gauge | 5 95 | 6 25 |
| 14 gauge | 6 00 | 6 30 |
| 16 gauge | 6 10 | 6 40 |
| 18-20 gauge | 6 55 | 6 70 |
| 22-24 gauge | 6 60 | 6 75 |
| 26 gauge | 6 70 | 6 80 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 9 75 |
| 26 gauge | .... | 9 50 |
| 24 gauge | .... | 8 90 |
| 22 gauge | .... | 8 55 |
| 18 and 20 gauge | .... | 8 35 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *May Be Advance At Once on Lead Products*

**Montreal.**

LEAD PRODUCTS.—The market is so firm that an advance of price appears to be imminent. Pig lead is ruling firm, and some of the jobbers and manufacturers have been anticipating an upward trend to the quotable basis. Solder, too, owing to the advancing markets for tin, in London, is very firm. An advance is not at all unlikely, even before the week-end.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq., ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 12 |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 37½ |
| Solder, strictly, lb. | .... | 0 33 |
| Strictly, commercial, lb. | .... | 0 32 |
| Solder, wiping, lb. | .... | 0 30 |
| Solder wire (8 gauge)— | | |
| 40/60 | .... | 0 36 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 16 |
| Do., broken lots | .... | 0 16½ |

## *Old Material Active; Old Iron Especially*

**Montreal.**

OLD MATERIAL.—Prices are quite firm on old cast iron and the heavier kinds of old scrap. These are in demand by some of the manufacturers and the movement continues to be quite brisk. Prices are quite firm, but are without change this week.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 18 00 |
| Malleable scrap (ton) | 15 00 | 16 00 |
| Pipe scrap, ton | .... | 11 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 25 00 | 26 00 |

## *Tin Market Advances And Also Antimony*

**Montreal.**

INGOT METALS.—The features of the week are advances for tin and antimony. Lead has settled down to a steady basis.

COPPER.—There is very little new feature on this and the market movement has been limited and sales few. Price is shaded ¼c to 23¾c per lb.

TIN.—The London market has had two stiff advances of about £4 each, and the local quotation is advanced 2c per lb. to 60c.

LEAD.—This has steadied down somewhat, and the price, while remaining unchanged, is firm. Declines are not looked for now.

SPELTER.—The market is quite strong and a little change of price is recorded, ⅛c per lb. increase brings the quotation to 10¼c.

ALUMINUM.—Very little business is obtaining for this and the price is held at 34c.

PIG IRON.—A base price of $50 per ton still rules on this, for what little business there is.

# TORONTO MARKETS

TORONTO, Ont., Nov. 27—The upward tendencies in hardware line generally are very pronounced. It is stated that no lower prices of any consideration will take effect till production increases, and it is believed that increased production is the pivot that will turn all high prices back to normal.

The coal crisis is no doubt one of the chief causes of the great difficulty experienced in getting shipments through, and should the proposed curtailment of train service be carried out, the difficulties will increase, accentuating further the present shortages of goods.

Manufacturers are generally refusing to accept orders for shipment beginning on December 31, and advices point to further increases for the coming year. It is not generally advisable to carry stocks around inventory periods, however some of those best informed advise stocking up at the present wherever goods may be most satisfactorily procured, even if these goods will not be required for three or four months as the investment would be a sound one.

Some of the new quotations are sash cord which may again advance, 1847 Rogers flatware, Canadian padlocks and night latches, plain galvanized wire, barbed wire, Champion scales, and sash weights.

Stoves are up 5 to 10 per cent. and the new lists are expected to be out by December 1. The lists for woodenware, comprising ladders, bake boards, ironing boards, clothes horses, etc., are also expected December 1. Wrought nipples are higher. It is noted that the American Window Glass Co. have withdrawn their lists; this may reflect in the Canadian market.

## *Sash Cord Up; May Go Higher*

**Toronto.**

SASH CORD shows a higher price this week and is now quoting as follows: 8 to 12 at 83 cents per pound; No. 7 at 84 cents; No. 6 at 85 cents. A further advance to this of 5 cents per pound has gone into effect in the United States and it would not be surprising if this were to affect the prices quoted here, as a higher tendency is noted.

## *Canadian-Made Padlocks Advance* 10 *Per Cent.*

**Toronto.**

CANADIAN-MADE PADLOCKS follow the lead of the American manufacturers as predicted last week by HARDWARE AND METAL, and are now quoting approximately 10 per cent. higher.

## *Champion Scales Slightly Higher*

**Toronto.**

CHAMPION SCALES show higher prices and are now quoting: No. 4 E.B. at $6.00; No. 10, E.B., $8.10; 240 lbs. at $13.70; 600 lbs. at $30.60; 1,200 lbs. at $37.80; 2,000 lbs. at $53.00. These prices include stamping charges.

## *Galvanized and Barbed Wire Prices Are Up*

**Toronto.**

GALVANIZED AND BARBED WIRE —Plain galvanized wire has advanced, making the new price for No. 9 on a basis of $5.60 per cwt. Barbed wire is now quoting at $6.00.

## 1847 *Rogers Flatware Up 2½ Per Cent.*

**Toronto.**

SILVER FLATWARE. — 1847 Rogers flatware is now quoting at a new discount of 30 per cent., being an advance of about 2½ points.

## *Sash Weights Up To* $3.00 *Per* 100 *Lbs.*

**Toronto.**

SASH WEIGHTS show an advance of 25 cents per 100 and are now quoting at $3.00 per 100 pounds.

## *Woodenware Advanced; Prices Being Revised*

**Toronto.**

WOODENWARE. — Many lines of woodenware have advanced, such as step ladders, clothes-horses, ironing boards and stands, bake boards, etc. The new prices are as yet not available. However, it is expected the new lists will be released from the publishers about the first of December.

## *Stove Bolts Now* 60 *Per Cent. Discount*

**Toronto.**

STOVE BOLTS show an advance of approximately 5 per cent. and are now quoting at 60 per cent. off the list.

## *Iron and Steel Bars Scarce; Still Hold*

**Toronto.**

BAR IRON AND STEEL.—Canadian mills are well filled with orders, and are only taking orders for specified tonnages, it is stated. It is hard to place any orders with American mills as it is reported they are booked to their present capacity, and as conditions are so unsettled they do not seem to be able to figure on future deliveries. It is not expected conditions will show much relief till probably February or March of next year. Present quotations are as follows:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Sheets and Plates Show No Relief*

**Toronto.**

SHEETS AND PLATES.—Some jobbers state their stocks are cleaned out and do not know where further stocks are to come from for some time to come. It is stated that some iron is coming in. In fact, this week shows the biggest returns for some time back, it is stated. Besides the crisis caused by the steel and coal strike and other disruptions, there looms up a possible shipping curtailment caused by the reduction in transportation facilities. This will no doubt be a further factor in the detriment of shipments. Quotations are as follows:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 5 45 | 6 50 |
| 16 gauge | 5 60 | 6 65 |
| 18-20 gauge | 5 15 | 6 55 |
| 22-24 gauge | 6 20 | 6 60 |
| 26 gauge | 6 30 | 6 65 |
| 28 gauge | 6 45 | 6 75 |
| 3-16 inch plate | 4 90 | 5 25 |
| ¼-inch boiler plate | 4 50 | 5 80 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 50 | 8 25 | 9 25 |
| U.S. 28 | 8 30 | 9 90 | 7 85 | 8 55 |
| U.S. 26 | 7 90 | 8 50 | 7 55 | 8 20 |
| 22 and 24 | 7 70 | 7 90 | 7 40 | 8 00 |
| 18 and 20 | 7 50 | 7 70 | 7 25 | 7 80 |
| 16 | 7 25 | 7 50 | 7 10 | 7 60 |
| 12 and 14 | 7 05 | 7 25 | 6 95 | 7 35 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Wrought Iron Pipe Remains Firm; Scarce*

**Toronto.**

WROUGHT IRON PIPE.—The shortage in this line is being keenly felt, and it is stated if conditions do not soon assume something of the old production basis the shortage will be serious, with the inevitable result of higher prices. The present quotations show no change and are as per our current quotations.

## *Brushes Very Firm; Bristles Scarce*

**Toronto.**

BRUSHES.—Bristles continue to be a scarce necessity in the brush industry. One manufacturer stated to HARDWARE AND METAL, referring to prices, we can expect anything at any time except a decrease in prices. The output of the makers is booked up till about February and anyone that can get promised deliveries is very fortunate.

## *Corn Brooms May Go Higher*

**Toronto.**

BROOMS may advance. A small crop with a poor quality of corn may be the biggest factor. It is stated that owing to a very dry season some of the corn crops did not turn out well. In some places the whole crop was tainted, and owing to the rust and other conditions, considerable was unfit for first class corn. Other places, it is stated, the corn grew too long, and as it is sold by weight considerable is wasted on account of requiring to be cut off and no other use for the pieces cut.

## *Stoves and Ranges Advance 5 to 10 Per Cent.*

**Toronto.**

STOVES AND RANGES.—A change in price will soon be put into effect by all stove manufacturers. Some have withdrawn all prices while others are revising their lists. It is expected that all changes will be through by the first of December. The present conditions of labor, higher costs of raw material, curtailed production, increased demand, have caused the manufacturer to carefully check up and base his selling price on actual cost. This will account for some lines remaining at the old figure. The new advance will approximate from 5 to 10 per cent.

## *Scrap Iron and Steel Firm; Copper and Brass Weaker*

**Toronto.**

SCRAP METALS AND WASTE MATERIALS.—Iron and steel are showing a stronger feeling and new and higher prices would not be surprising, strike conditions and transportation being the main factors. Copper and brass may possibly go to a lower figure and are depending on certain developments whether this will take place or not. The present quotations are as follows:

DEALERS' BUYING PRICES

| | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¾ |
| Pipe scrap | .... | 8 00 |
| Stove plate, per ton | .... | 17 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 16¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 18½ |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 22 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 06 |
| Overseas, lumbermen's rubber boots | .... | 0 04 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 03 |
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¼ |

## *Boiler Tubes Firm; Show No Change*

**Toronto.**

BOILER TUBES are still holding at a firm price. No immediate change is expected. Some tubes are coming in from the United States, but the shipments are not heavy, and although tubes are scarce no business is being turned down. The prices are quoting as follows:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Corrugated Sheets Firm; Show No Change*

**Toronto.**

CORRUGATED SHEETS are not showing any change in price, but are holding firm at the present price quotations. There seems no prospect of any early relief in the flat sheet situation, and as corrugated sheets depend on flats for their production, they are seriously affected. Some sheets are coming in, but in such limited quantities that it hardly appears to be a factor. The present quotations are as follows:

| Corrugated Sheets— | Per 100 square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Lead and Zinc Products Are Holding Unchanged*

**Toronto**

LEAD AND ZINC PRODUCTS are still holding steady. The demand still continues to be a fair one and the volume of business being handled for this season of the year is excellent. The price, although unchanged, is holding firm, and is quoting as follows:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | 0 35½ | 0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Shelf Hardware Generally Shows Advance of 10%*

**Toronto.**

SHELF HARDWARE, generally, has taken a further advance of 10 per cent. and comprises awning pulleys, screw pulleys, door springs, chest handles, cobblers' sets, etc.

## *Wrought Nipples Up; New Discount 75% Off*

**Toronto.**

WROUGHT NIPPLES.—New quotations on wrought nipples are 75 per cent. off the list for 4 inch and under.

## *Fuel Oil Up ½ Cent Gallon*

**Toronto.**

FUEL OIL shows a further advance this week of ½ cent per gallon.

## *Tin is Stronger; Copper Unsettled*

**Toronto.**

INGOT METALS show little change this week. Tin is considerably firmer, while copper is unsettled. Although lead is showing easier tendencies, the local market is unchanged. Antimony is quiet while a good demand is noted for spelter.

TIN shows advances and the tendency is a firm one. Local quotations are 60 cents per pound.

COPPER remains very unsettled but based on operating costs the present market is not high, it is stated. Quotations are 24 cents per pound.

LEAD has been showing lower tendencies. The local market is still holding at 8¼ cents per pound.

SPELTER is firm with a good demand showing. The present price is 10½ cents per pound.

# LONDON MARKETS

LONDON, Ont., Nov. 27—New and higher quotations are effective on a number of lines this week, including oiled and annealed wire, which is up 25 cents per 100 pounds; fence staples, which advance 25 cents per 100 pounds; roller breast snaps, Gilmour auger bits, common auger bits, wrought nipples, which advanced ten per cent.; Rochdale pruners, Canadian Beauty electric appliances, sash cord, which is five cents a pound higher; Trimo wrenches and parts. solid handle screw drivers, Rayo table lamps and made-up logging chains.

## *Annealed Wire Up 25 Cents Per 100 lbs.*

**London, Ont.**

OILED, ANNEALED WIRE.—New quotations on these lines show an advance of 25 cents per 100 pounds. The base price is now $5.25. Quotations are as follows:

Net prices, No. 11, $5.47 per 100 lbs.; No. 12, $5.55 per 100 lbs.

Hay baling wire in rolls, No. 14, $5.65.

## *Higher Quotations on Fence Staples*

**London, Ont.**

FENCE STAPLES.—Fence staples are up 25 cents per 100 pounds, quotations being on the following basis:

Galvanized, kegs, $6.10 per 100 lbs.; 25 lb. boxes, $6.60 per 100 lbs. Bright, kegs, $5.35 per 100 lbs.; 25 lb. boxes, $5.85.

## *Roller Breast Snaps Register an Advance*

**London, Ont.**

ROLLER BREAST SNAPS.—New and higher prices are now in effect on roller breast snaps, the figures being: No. 439 x 1½ in., $3.25; No. 439 x 1¾ in., $3.35; No. 439 x 2 in., $3.60 per dozen.

## *Auger Bits Are Revised Upwards*

**London, Ont.**

AUGER BITS.—Prices on auger bits have been advanced and the new quotations are:

Gilmour auger bits, 17½ per cent. off list.

Common auger bits 40 per cent. off list.

## *Ten Per Cent. Advance in Wrought Nipples*

**London, Ont.**

WROUGHT NIPPLES.—New quotations on wrought nipples are ten per cent. above former figures and are 75 per cent. off list on 4 in. and under.

## *Electric Appliances Have Been Advanced*

**London, Ont.**

ELECTRIC APPLIANCES.—New lists which show advances have been issued for Canadian Beauty electrical appliances. Quotations are as follows:

Irons and toasters up 50 cents each. Irons, $6.50, list; Toasters, $6.50, list. Net price figured at 27½ per cent. is $4.71 each.

Grills up $1.00 on list. Grills, No. 402, list $11.00; less 27½ per cent., net price $7.98 each.

## *Rochdale Pruners Moving Upwards*

**London, Ont.**

ROCHDALE PRUNERS. — New prices on Rochdale pruners show an advance. The quotations are:

No. 35, $17.00; No. 38, $20.00 per dozen.

## *Sash Cord Advances Five Cents a Pound*

**London, Ont.**

SASH CORD.—An advance of five cents a pound has been made in sash cord, the new quotations being:

No. 6, 85c; No. 7, 84c; Nos. 8, 9, 10, 11, 12, 83c lb.

## *Trimo Wrenches and Parts Are Higher*

**London, Ont.**

TRIMO WRENCHES.—Trimo wrenches and parts have been revised upwards and the new price is 37½ per cent. off list.

## *Higher Quotations on Screw Drivers*

**London, Ont.**

SOLID HANDLE SCREWDRIVERS. Peck, Stow and Wilcox solid handle screwdrivers have been advanced, the new quotations being:

No. 3 x 3 in., $4.75 per dozen; 4 in., $5.00; 5 in., $6.00; 6 in., $7.00; 7 in., $8.25; 8 in., $9.40; 10 in., $11.70.

## *Table Lamps Higher; Heaters Selling Well*

**London, Ont.**

ELECTRIC HEATERS, TABLE LAMPS.—Rayo table lamps have been advanced, the new quotations being $4.35 each.

Majestic heaters are selling well. Quotations on No. 7 are $7.25 each.

## *Wire Nail Supply is Still Limited*

**London, Ont.**

NAILS.—Cut nails are up 25 cents, the new price being $5.00 base. There is a good sale for wire nails at the new price quoted last week of $4.95 base. The supply of wire nails is still limited.

## *Cross Cut Saws and Handles Unchanged*

**London, Ont.**

CROSS CUT SAWS, HANDLES.—There is a good demand for crosscut saws and handles. Quotations are as follows:

Cross-cut Saws—Maple Leaf, Premier, Lance, Racer, Simonds, No. 22, No. 13, Panburn—5 ft., $4.95 each; 5½ ft., $5.85 each; 6 ft., $6.60 each.

Cross-cut Saw Handles—No. 3, $5.30 per dozen pairs; No. 4, $4.05; No. 6, $4.05; No. 6½, $4.05; No. 5, $7.20.

Lion, one man, $5.00 dozen.

## *Higher Prices Named on Logging Chains*

**London, Ont.**

MADE-UP LOGGING CHAINS.—Higher quotations are in effect on this line, the quotations being:

5-16 in., 15c; ⅜ in, 13c; 7-16 in., 12½c lb.

## *Weather Strip and Ash Sifters Moving*

**London, Ont.**

WEATHER STRIP, ASH SIFTERS.—There is an active demand for weather strip. Prices are as follows:

Frost King, per dozen packages. Swan hardwood, 75c set. Wood and felt, 55/5 per cent. off list.

Ash sifters are also selling well. Quotations are: Wood sides, $3.00 per dozen; Banner, $3.15 each; Rocker, No. 1, $4.75 each.

## *Putty, Window Glass in Brisk Demand*

**London, Ont.**

PUTTY, WINDOW GLASS.—Good sales of both putty and window glass are being made. Quotations show no change and are as follows:

Putty—Standard, 100-lb. drums, $6.80 per 100 lbs.; 25-lb. drums, $7.05. Pure, 100-lb. drum, $9.30 per 100 lbs.; 25-lb. drum, $9.55.

Window Glass—Single Diamond, 25 per cent. off list; Double Diamond, 25 per cent. off list; Cut Lights, 10 per cent. off list.

## *Dollar Advance Made in White Lead in Oil*

**London, Ont.**

WHITE LEAD IN OIL.—An advance at $1 per 100 pounds is shown in white lead in oil. There is a seasonable demand. Prices are as follows:

Pure, tons, $17.35; less tons, $17.70; Elephant, tons, $17.95; less tons, $18.30 per 100 lbs.

## *Linseed Oil Prices Holding Unchanged*

**London, Ont.**

LINSEED OIL.—Prices of linseed oil are holding without change, the quotations being:

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, gal. | $2 52 | $2 55 |
| 3 to 5 barrels, gal. | 2 51 | 2 54 |
| 6 to 9 barrels, gal. | 2 49 | 2 52 |

Less barrels, add 10 cents gallon.

# WINNIPEG MARKETS

WINNIPEG, Nov. 27—Price changes during the week again show all lines to be advancing as predicted in recent issues of HARDWARE AND METAL and higher prices in many of the other staple lines are to be expected after January 1. Among the lines affected by this week's advances will be noticed black and galvanized iron sheets, hand saws, sash balances, Miller padlocks and night latches, stove pipe and Stevens' rifles.

## *Galvanized and Black Sheets Are Advanced*

**Winnipeg.**

GALVANIZED AND BLACK SHEETING.—Prices on galvanized and black sheets have been revised during the past week, both lines showing an advance of 25c per 100 pounds, and from present indications higher prices are to be expected, as all mills are booked to capacity for many months ahead, and this week's advance in prices is directly due to the premiums asked for prompt deliveries and does not represent an increase at the mills. Unless production is greatly increased higher premiums will be required to secure any deliveries. To-day's ruling prices are given as follows:

Galvanized Sheets, Apollo or Premier.—10¾ oz., $9.95; 28 ga., $9.55; 26 ga., $9.25; 24 ga., $9.10; 22 ga., $9.10; 20 ga., $8.95; 18 ga., $8.95; 16 ga., $8.80 per 100 lbs.

Black Iron Sheets.—28 ga., $8.05; 26 ga., $7.95; 24 ga., $7.90; 22 ga., $7.90; 20 ga., $7.85; 18 ga., $7.85; 16 ga., $7.25; 14 ga., $7.15; 12 ga., $7.10; 10 ga., $7.05, per 100 lbs.

The usual extra applies on Galvanized Sheets, 28 and 30 ga., 36 in. wide, of 20c per 100 lbs.

## *Some Lines of Saws Revised Upwards*

**Winnipeg.**

SAWS.—A slight revision in prices on saws is recorded during the week showing an approximate advance of 5 to 7½ per cent. on certain lines, while other styles show no change. The saws affected by the change and the net prices are given herewith:

Hand Saws.—S. & D., 26.5 x 20 in., $14.75; 22 in., $16; 26 in., $16.85 doz.

Hand Saws.—"Arrowhead," No. 1 x 20 in., $24.50; 22 in., $26.50; 24 in., $29.50; 26 in., $32.50 doz.

## *New Discounts Named on Sash Balances*

**Winnipeg.**

CALDWELL SASH BALANCES.—Caldwell balances also show a further advance during the week, based on new discounts now ruling at the factory, due to higher production costs and from present indications further changes are imminent within the next few months. To-day's ruling prices are given as follows:

Caldwell Sash Balances: 6 lb., $2.50; 8 lb., $2.60; 10 lb., $2.85; 12 lb., $3.05; 14 lb., $3.30; 16 lb., $3.55; 18 lb., $3.75; 20 lb., $4.00; 23 lb., $4.70; 29 lb., $5.30; 35 lb., $6.45; 41 lb., $7.05.

## *Padlocks, Night Latches Up 15 to 20 Per Cent.*

**Winnipeg.**

PADLOCKS, NIGHT LATCHES.—The Miller Lock Co. have just issued new prices covering their entire line of padlocks and night latches, which show an upward trend of from 15 to 20 per cent., and represent the largest increase in their products since 1914, and is due solely to labor troubles and shortage of materials. To-day's ruling prices on the principal lines are given as follows:

Padlocks.—No. 4, $18.65; No. 1, $21.10; No. 18, $3.60; No. 18B, $3.60; No. 21, $4.70; No. 21B, $4.70; No. 19, $4.15; No. 19B, $4.15; No. 55B, $4.50; No. 72B, $5.90; No. 76, $10.15; No. 105, $5.90; No. 125, $17.35; No. 500, $3; No. 500B, $3; No. 505, $6.15; No. 506B, $6.15; No. 555, $4.75; No. 100, $2.75; No. 700B, $6.20; No. 50, $10.90; No. 1805, $3; No. 1805B, $3; No. 1905, $3.55; No. 5438, $10.05; No. 5905, $3.65; No. 5905B, $3.65; No. 5441, $12.65; No. 216, $8.85; No. 479, $2.95; No. 477, $2.80; No. 214, $9.30; No. 217, $12.80; No. 221, $13.40; No. 22, $6.82; No. 121, $6.05; No. 34, $25.35 doz.

Padlocks on display cards—No. D, $5.90; No. V, $3.30; No. 1-52, $7.85; No. B, $6.75 each.

Miller Night Latches—No. 64, $8.35; No. 178C, $13.95; No. 170, $11.60; No. 137C, $18.65; No. 378 IB, $13.95; No. 4978, $23.10.

## *Stove Pipes Show 5 Per Cent. Advance*

**Winnipeg.**

STOVE PIPES.—Following the recent advance in tinware, galvanized ware, etc., new prices are now ruling on stove pipes, which move up about 5 per cent. over former quotations, and are selling to-day on the following basis.

| | 6-inch | 7-inch |
|---|---|---|
| Riveted pipe, 100 lengths | $19 60 | $21 10 |
| Ready to rivet, 100 lengths | 19 10 | 20 60 |
| Patent, 100 lengths | 20 10 | 21 60 |

## *New Prices Named on Stevens Rifles*

**Winnipeg.**

STEVENS RIFLES.—New prices are now ruling on Stevens rifles based on new factory quotations, and are now quoted as follows:

Stevens Rifles—"Little Scout," $6.00; "Crackshot," $7.25; "Favorite," $10.75; "Marksman," $9.00; "Repeater" No. 70, $17.75 each.

## *Advance Expected in Linseed Oil*

**Winnipeg.**

LINSEED OIL.—Linseed oil prices continue firm on the local market during the week, but from present indications further advances are expected in the near future, in fact some of the eminent paint men predict linseed oil will be selling from $3.00 to $3.50 gallon next year. To-day's ruling prices are as follows: Raw Linseed oil, $2.75 gallon; boiled linseed oil $2.78 gallon.

# PITTSBURGH MARKETS

PITTSBURGH, Nov. 27.—The union coal miners are still out, despite the recall of the strike order required by the Federal court. The officials of the miners' union are enjoined from paying strike benefits or encouraging the strike in any way, but there is room for suspicion that the striking miners are being kept in line by self-constituted committees at the individual mines. Meanwhile, negotiations on a wage scale are proceeding in Washington.

The steel industry has not actually suffered from shortage of coal to any extent, and is likely to get through the whole operation without much difficulty. The mills, as a rule, were well stocked with coal, and there are fairly heavy shipments, notwithstanding the strike, the non-union districts being in full operation, while the "open-shop" mines have been producing more or less. In the first full week of the coal strike, production in the United States was 29 per cent. of the average during the four weeks preceding the strike, when production had been particularly heavy, and 37 per cent. of the average during the first ten months of the year. The Connellsville region is non-union, and this helps greatly, as the region ships large quantities of coal, besides the coal it converts into coke in the region.

### Steel Strike Crumbling

Last week was the ninth of the iron and steel strike, and during the week the strike was crumbling, instead of waning gradually, as in preceding weeks. The Wheeling district, the strongest strike region in the country, made a beginning of operations. While the beginning was a small one, it was very important. Last week also saw a resumption at the great plant of the Cambria Steel Company at Johnstown, 100 miles east of Pittsburgh, previously entirely closed. More than half of the men reported for work during the week. In the Mahoning Valley and at Cleveland, the resumption of work continued, and at a somewhat more rapid rate than in previous weeks. The Chicago-Gary district got still nearer to a stage of full operation.

The way the steel producers now look at the situation is that the strike is now so nearly over, and the virtual end so plainly in sight, that the strike itself disappears as an important factor, and the situation after the strike is the important matter. The after-effects of the strike will remain for a long time, probably from three to six months, with a labor shortage, as there was before the strike, with working forces more or less demoralized and requiring fresh lining up for efficient operation, and with the men more or less indisposed to do good work. Losing the strike does not make the men more anxious to render efficient service, and during the strike some of the men in employment have been more or less spoiled, because mill managements were so anxious to keep men on the payroll.

Production of steel in August, the last month for which a report of production has been made, was about 80 per cent. of actual capacity, according to a conservative estimate. In the first three weeks of September, just before the strike, production was probably a shade under 85 per cent. When the strike is entirely over, in the sense of there being no strikers left, production will hardly be more than about 75 per cent. of capacity, and it may be some time before an 85 per cent. rate is reached. Doubts are entertained whether it will ever be possible to reach 100 per cent. production with a general labor shortage in the country.

such as exists to-day, and is likely to exist, as long as times remain good.

### Steel Shortage

In the early weeks of the strike, it seemed strange that so little shortage of steel was in evidence. From the present viewpoint, it appears that this was due to consumers having stocks to fall back upon, for, with production materially greater than a month ago, steel is scarcer than at that time. Consumptive requirements may not increase materially in the next couple of months, but in early spring it is practically certain that requirements will greatly increase in nearly all lines. In addition, a large amount of building, involving the use of structural and other steel, is contemplated, and the only question is how much of it will have to wait. Already, fabricating interests are being asked to set aside jobs they are on and get to work on new jobs, offered at a premium. The railroads are, of course, certain to be in the market for some material when they have bought practically nothing for so long a time. The roads will be returned to their owners January 1, according to schedule, and in all probability the Government guarantee of earnings will be extended for a short time, while Congress determines the position the roads are to occupy eventually.

### Keeping the Lid on Prices

The Steel Corporation's policy, decided upon many months ago, of holding the March 21 price schedule from any advances, is now fully worked out into practice, as the corporation subsidiaries have been selling large tonnages of steel for such deliveries as it can make, and all at not above the March 21 prices. For several weeks it has had no tonnage to sell, except for delivery after January 1. The last lines in which the corporation entered the market for 1920 were sheets and tin plates, the American Sheet & Tin Plate Company having opened its books November 15 for contracts with jobbers covering the first quarter of the year, and with large manufacturers for the first half of the year.

The Steel Corporation's policy will be followed by the large independents, generally speaking, but some of those that have been much affected by the strike, finding that it will be some time in March before they can complete their 1919 obligations, are indisposed to sell at this time for the later period. Possibly they hope that conditions later will be such as to permit them to sell at advanced prices, without incurring criticism of their regular customers for not following the Steel Corporation's policy.

The producers who thus sell far ahead, naturally sell only to regular customers of long standing, and when the prospective tonnage is not sufficient to go around, they must cut down inquiries. Their selling at March 21 prices will not necessarily hold the entire market to that level, for the unsatisfied demand will seek steel where it can be found, and that, undoubtedly, would mean premiums being charged by the smaller mills, such as keep their order books relatively clear, so as to profit by delivery premiums when obtainable. Prospects are that the premiums will increase in size and apply to more products, as the months pass. At present, there are premiums on sheets, merchant bars and wire products, also, in many cases, on tubular goods, particularly on large orders for line pipe. A fair guess seems to be that the premium market will be in very flourishing condition through the spring, and it may last longer.

## CONVENTION OF A. RAMSAY & SON CO.

Continued from page 63

plause. Honored, indeed, were the assembled company, for this band entertained the Prince of Wales when he lunched at the St. James Club recently.

Mr. Ramsay revealed himself as a singer of some "note," as he enlisted the two soloists of the evening in a trio, "For They Are Jolly Good Fellows," referring to the guests.

Wilson McDonald, introduced by Mr. Rice as a Post-Magician, proved himself the master of some difficult tricks. One of these took him seven years to master, although he had acquired some of the ordinary palming tricks with a few minutes' practice.

The presentation of a silver cigarette case was made, immediately following the taking of the flashlight, to H. W. McConnnell, the Toronto representative, who was leaving for Winnipeg, to represent the company there. The presentation was made by J. A. Donnelly, and Mr. McConnell made appropriate acknowledgment.

## NEW BRANCHES OF INDUSTRY

The post-war resources of Sheffield works were well exemplified at the exhibition organized by the City of Sheffield Development Committee for the recent Institute of Metals Conference. The collection was one of the most remarkable ever assembled in Sheffield, and the guests were deeply impressed by the evidence of manufacturing enterprise. Attention was specially directed to new branches of manufacture. Of these there is a long and ever lengthening list, from the tiny gramophone needle made by the million to the heavy implement for rolling non-ferrous metals. To name a few other manufactures wrested from foreign control, there were carbonless metals and alloys shown in surprising variety: carbon electrodes, the supply of which has secured British independence; and permanent magnets, produced in a variety of types not found outside Sheffield. For at least 150 years has lens-making been settled in Sheffield—the home of the English optical industry—and the collection of lenses for spectacles, telescopes, etc., and for larger instruments for the stage and the cinema instanced the scope for development here. From the University came evidence of scientific research of rare value, and the samples of electric lamp globes and laboratory ware showed how war-time problems were tackled with enormous advantage to peace time pursuits. Finally the exhibition was enriched by a unique display of Old Sheffield Plate.

## H. H. EAGER APPOINTED WESTERN MANAGER OF SHERWIN-WILLIAMS CO.

Announcement is made to HARDWARE AND METAL by Mr. W. S. Fallis, managing director for Canada of the Sherwin-Williams Company, that H. H. Eager, Winnipeg, has been appointed Western manager. Mr. Eager's headquarters will be at Winnipeg.

The connection of Mr. Eager with the Sherwin-Williams Company dates back some sixteen years. This service with the company brought Mr. Eager in touch with the Western Canada trade, and to many he is well known.

Born in Hamilton, Ontario, Mr. Eager went to Toronto while a young man, where he engaged with Aikenhead and Crombie. Leaving for the West twenty-five years ago, he has seen much of the business development there. His experiences in the early days were with Hose and Canniff, of Kenora, and later, with Graham and Robson, Winnipeg. From here he left, in 1903, to join the staff of the Sherwin-Williams Company.

## TO MANUFACTURE WHITE LEAD IN OIL, ETC.

The Dominon Metal Company, Ltd., Sherbrooke, Que., announce that they will shortly manufacture a number of lines to be sold through the Canadian hardware trade. N. B. Pritchard, the president and manager, informs HARDWARE AND METAL that they will also grind white lead in oil in the near future, and that red oxide of iron paint, white paint, and metallic cement, will be prepared by the firm and offered for sale to the Canadian trade.

## NEW SALES MANAGER FOR CANADA PAINT CO. WESTERN DISTRICT

W. S. Fallis, vice-president of the Canada Paint Company, Ltd., makes announcement of the appointment as sales manager of the Western district, of W. C. Boyd, with headquarters at Winnipeg.

Mr. Boyd has been with the Canada Paint Company for the past five years as travelling representative and covering the three Prairie Provinces. Last year he travelled in British Columbia.




# All Sails Set for Record Business

## Increased Buying Power of Both City and Country People and Demand for Better Homes and Conditions Means Splendid Trade for the Merchants Who Are Selling Paints and Varnishes

WITH subscriptions of more than $673,000,000 for the 1919 Victory Loan, it hardly looks as though Canada's financial conditions were anywhere near the brink of the toboggan slide that some people have been predicting ever since the armistice.

Financially, Canada's job has been insured for at least another year or so. With plenty of credit at her disposal and unlimited natural resources with which to feed the hungry demand of European countries, we are in a position to hum merrily along for some time.

A rather surprising statement from one of our banks came to view the other day in which it was shown that the ordinary savings deposits, drawing interest in Canadian banks, was 1,000% greater than previous to the war. Old H. C. L. has gone up, but nowhere in proportion to this increase. This statement does not include Victory or other bond investments and is a healthy indication of the reserve buying power of Canadians at large.

If time permitted it would be possible to indicate many other signs of increased buying power. And the dear old buying public will retain its same old weakness of buying whenever it has the available cash for so doing. Every commodity from automobiles and phonographs to paints and varnishes will be in for a strong demand during 1920.

With booze backed off the map and fading rapidly into a mere ghostly remembrance, a lot of money wasted at the shrine of Bacchus will be used in home improvement. The housing problem has nowhere been solved and the demand for houses will be as great during 1920 and 1921 as it has been during 1919. This will create paint and varnish demands of a decided stable character.

### Typical Incidents

The writer was interested in two very typical incidents which came to his attention just last week. Visiting the home of a friend in the city he became interested in the industrious activity of a man across the street who was busily painting up the inside of his house. I remarked about the matter and my host stated that this chap had recently bought the house and that he had been wielding the brush for the past three weeks during his spare time. He said he didn't think that there was a room in the house but what had been thoroughly painted. Naturally a discussion arose about paint and painting. "Let me show you something else," said my friend as he led me to the back of the house, "see that row of houses over there, they're occupied by a better class of wage-earners and small salaried men. About every other house has been renovated and the attics fixed up with beaver board and then painted. Every one of them is doubling up with some other family for the winter. I don't know when I've seen so much after-hour painting as I've seen around this community this fall."

### A Common Thing

Subsequent observations and enquiries have brought to light the fact that this has become a common thing in all parts of the city amongst the average classes.

Despite the high cost of homes and property, many people have decided to dispense with the uncertainty of renting and have bought property of any description wherever available. Being of a class that were not afraid to spend their evenings in overalls, they have invested in paint in order that it may be made habitable or brought up to their idea of what it should be in the way of decoration.

Doubling up, with a view of bringing in a little extra revenue and reducing living costs, has necessitated renovating and painting up in order to make the place attractive and to get the price that would make it worth while.

### Want Better Homes

In reviewing possibilities for next year many manufacturers point out that the long prices that farmers have been obtaining for their produce will continue for at least two years. This means simply an accumulation of what they have already piled up. Now a farmer is just as frail as other humans in his weakness for a new home or better living conditions and no small portion of this surplus accumulation of wealth will find its way into investments in paints and varnishes.

There is only one fly that is likely to crawl into the ointment and that will be the possible difficulty of obtaining raw materials by manufacturers sufficient to cope with the demand that is anticipated. Every manufacturer, both in the United States and Canada is showing some concern in this direction.

Never before has there been such an optimistic feeling throughout the trade in regard to the demand of an approaching season.

In this connection it has been peculiar that all through the war every season has been approached with more or less fear and trepidation as to what the demand would be. The necessity of advanced prices caused an epidemic of

Continued on page 78

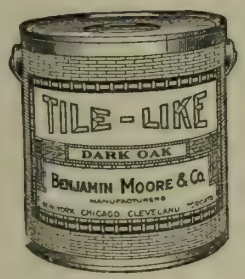



"Save the surface and you save all" *Paint & Varnish*

# MOORE'S
GUARANTEED
# PAINTS

**"Absolutely Satisfactory or Money Refunded"**







## *The Moore Policy:*

To put our goods in the hands of our Dealers at the lowest possible prices, to enable them to make Bigger Profits.

***Prices and Descriptive Matter gladly furnished on request.***





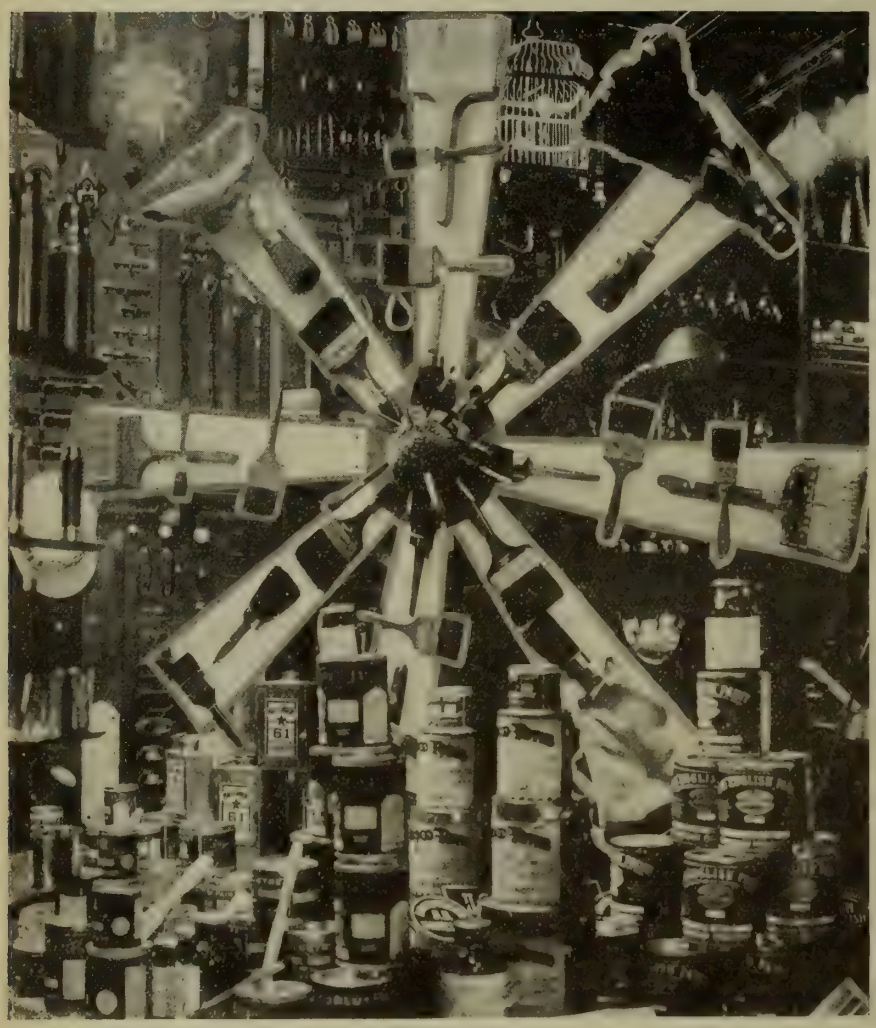





## Benjamin Moore & Co., Limited

**Toronto** **Winnipeg**

# The Brush Department



*Keeping your brushes well displayed is one of the most effective methods of increasing sales. The striking arrangement shown in the illustration is inexpensive and is not at all difficult to make.*

## People Are Interested in Brushes All the Year Round

### Keep Your Stock Out Where People Can See It and Increase Sales—Move It Around Frequently, But Always Have the Various Lines in a Conspicuous Place

THERE is no month in the year when people are not interested in brushes of one kind or another. Hardware merchants obtain excellent results by keeping their stock conspicuously displayed all the time. This does not mean that one display should be arranged and then left in its place all the rest of the year. The best results are obtained when the stock is moved about frequently. But care is always shown to keep the brushes out where everyone who comes in will see them.

It may be the woman who is interested in floor brushes or brushes for cleaning purposes. Or it may be the man who wants a brush to do some painting around the house. Or it may be any one of the thousand people who are always prospects for a brush of some kind. If you keep your stock out where they can see it they will remember their needs and buy.

Many hardware merchants have both counter and wall displays of brushes and state that they get splendid results. They find, they say, that cutting the price on each size or style is a great help. They also find that advising the prospective buyer about the best kind of brush to use for the work he is planning is service that is greatly appreciated and makes for better business all round.

Keeping the stock in good shape is another important matter. Buyers, especially women, do not like to handle brushes that are full of dust and dirt or that are cut and scratched, through rough usage, and general neglect or knocking about. On the other hand, a clean, well-kept, attractive looking display of brushes invites attention and inspection and leads to sales.

## ALL SAILS SET FOR RECORD BUSINESS

(Continued from page 76)

predictions that they would kill the trade but when the season came the worry was how to get raw materials and then make them up to satisfy the demand.

Happily this does not appear to be the condition of the trade as 1920 approaches. Everybody is optimistic and anticipates unprecedented demand.

### The Trend of Affairs

These forebodings are not merely attempts at pure prophecy. Buyers in large manufacturing concerns have sensed the trend of affairs as never before during the war and are contracting ahead as far as they possibly can for every form of finish that they may require. Retail dealers are not showing the same hesitancy exhibited last year in arranging for spring stocks. In this way they are very wise.

But there is this to be remembered: the possibilities for the use of paint so far have overshadowed the greatest demand the trade has ever experienced. The demand has never been so great but that it has had the opportunity of being much greater. There always has been and there is likely to be for some years to come unlimited opportunities for developing more paint and varnish trade by every dealer throughout the country.

### Many Opportunities

No dealer has yet tapped the full opportunities of the paint and varnish business in his community. There is nothing in sight to indicate any reason for a halt in the advance and development of Canadian paint and varnish trade. Nor has it reached the stage where aggressive initiative has cause for relaxation for reason of no new worlds to conquer. Advertising, both by retailer, wholesaler and manufacturer, has yet to make tremendous strides before it can be said that it has adequately impressed upon the public the economic necessity of paint.

And the outlook for 1920 promises much for the aggressive dealer who piles on top of the natural demand that will come, his own initiative to develop the trade as far as he possibly can within his own community.

# BOECKH'S
## RUBBER SET
# SHAVING BRUSHES




BOECKH'S Rubber Set Shaving Brushes have every beneficial feature known to the art of modern shaving brush manufacture incorporated in them.

Their wearing qualities are almost permanent, and the soft, yet elastic bristles will not break off or come out.

With a Boeckh shaving brush you can work up a real lather without scraping or injuring the face.

Recommend and sell Boeckh's Shaving Brushes always. It means satisfaction for yourself and customers.

**"The Bristles Can't Come Out"**
**Because—**
**They Are Rubber Set**

***Every Brush Guaranteed***

## THE BOECKH COMPANY, Ltd.

**TORONTO, CANADA**

***Established 1856***

BOECKH TRADE MARK EST'D 1856 TORONTO

# Financial Expert Says Siberia Wants Canadian Goods

WHILE there is a great demand in Siberia for almost kind of manufactured goods that Canada produced, H. E. Braithwaite of Montreal, who was in Siberia last winter as financial expert with the Canadian Trade Commission for that country, says that the present is not an opportune time to carry on active export. It might be cited that notwithstanding the facts that a recent issue of the Weekly Bulletin of the Trade Department of the Dominion Government dealt with the possibility of export, the speaker contended that nothing of consequence could be done at the present time to absorb Canadian products in that country, and owing, particularly, to the lack of railway facilities. There also is a lack at the present time of a stable currency.

**Three Important Points**

"There are three points to consider," said Mr. Braithwaite: "How are you going to get the goods to Siberia? How are you going to deliver them when you land them? How are you going to get money or goods in exchange?" There is no regular line of steamships running through Vladivostock from Canada. The one railway from Vladivostock to the interior is incapacitated and insufficient for trade purposes The rouble, by latest report available here, now stands at 125 to the dollar, while before the war it was worth about 50 cents."

It was pointed out by Mr. Braithwaite that although an effort had been made by an international commission to look into the matter, the Trans-Siberian Railway System is practically broken down. At Vladivostock alone, and where Mr. Braithwaite was last spring, a million and a half tons of merchandise was lying loose in the fields there because the warehouses were filled to capacity, and the railway was unable to carry the goods to the interior. They are piled up, guarded by Russian soldiers, millions of dollars' worth, some of them shipped there in the early years of the war.

**Careful Plans Needed**

Continuing, Mr. Braithwaite said, "England and France, the United States, Canada, and to a certain extent, Japan and China, have forbidden importation of the rouble. Even if the allied countries do make loans to the Siberian Government for trade purposes, little can be done without greatly improved railway facilities. For the same reason barter is not practicable. The railway cannot carry goods into the interior for distribution, and it cannot carry out the products from the country in exchange Under these conditions how is trade to be developed? Goods cannot be brought in by rail from the West on account of the Bolsheviks.

There are some great rivers, the Ob and Irtish, emptying into the Arctic are available only during the summer season. It means, therefore, that for six months of the year the populous part of Siberia is dependent upon 5,500 miles of thoroughly disorganized railway."

**Should Be Represented**

Mr. Braithwaite advised that Canadian firms looking forward to trade with Siberia should send representatives across and get acquainted with conditions. If some feasible plan was thus determined, the Government might possibly be expected to assist in bringing about trade. As to the means of getting Canadian goods to this market Mr. Braithwaite is of the opinion that the Atlantic route would be the most practical.

The speaker pointed out that it was necessary to ship goods arriving at Vladivostock a great distance before they reached the ultimate consumer. For instance, when they reach this port they are still 2,000 miles away from the fringe of population, and which is Irkutsk on Lake Baikal. Assuming normal conditions in Russia, the logical route would be via the Baltic port of Riga, Libau and Windou. By this route Canada would come into direct competition with England and the European countries, as well as with United States. Except by a system of heavy bonuses the trade would not be forced out of its natural channels.

# Maritime and Western Sales Managers Named

Ralph C. Blakeney has been appointed Maritime sales manager of the Benjamin Moore Co., Limited, Toronto, and will take over his duties on December 1st, with headquarters at Halifax. Mr. Blakeney has been with Brandram-Henderson Limited for sixteen years. He was on the road for ten years, and for five years sales manager in the Maritime Provinces. He also represented the firm in the West Indies and South America.



*RALPH C. BLAKENEY*
*Who is going to Halifax as Maritime sales manager for Benjamin Moore Co., Limited.*

The Benjamin Moore Co., Limited. has made another appointment also, that of John B. Cleveland, as Western sales manager, with headquarters at Saskatoon. Mr. Cleveland has had several years' selling experience in the West. He will take charge of the Western territory about the first of the year.



*JOHN B. CLEVELAND*
*Appointed Western sales manager with headquarters at Saskatoon.*

**EUREKA PLANTER CO.**

The Eureka Planter Co., of Woodstock, Ont., have issued a new catalogue, No. 2016, illustrating combined seeders and cultivators, also the line of wheel and hand cultivators, wheelbarrows, hay racks, churns, root cutters, sprayers, planters and seeders, fountains, combination anvil and vises and lawn mowers manufactured by the firm. This catalogue consists of twenty five pages and is profusely illustrated. Readers of HARDWARE AND METAL may obtain a copy on request.

**AFTER GLASS TRADE**

London, England.—British capital has launched into the glass industry—with the intention of capturing a large share of the world's plate glass business.

The British Window Glass Company has been formed, and an offering of 300,000 preferred shares recently was largely over-subscribed.




# Varnish Troubles

When varnish goes wrong the dealer who sold it usually gets a share of the blame from the buyer, although this is usually unjust.

Dealers who carry Berry Brothers' Varnishes, Enamels and Stains do not have varnish troubles. The uniform dependability of all "Berry" products makes their sale safe and easy, and the great demand for them is always growing greater.

**Partial List of Distributors of Berry Brothers' Products**

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - - Toronto, Ont.
Townsend Paint Mfg. Co. - Montreal, Que.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

Liquid Granite FLOOR VARNISH
Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, November 27. — Right down to the present time the activity of paint makers has been decidedly marked, and there is no let-up in the bookings that are coming to hand. Prices have been steadily held all around and there is practically no change from last week on any of the basic materials.

The linseed oil situation is no more difficult than it was, but November seed was quoted on Wednesday at $5 per bushel, Fort William basis. Canadian seed has been arriving to an extent but is still slow and will probably be slow in arriving. Some state that a great deal of the crop never was taken under cover, and that, as a consequence, it will be spring before this can be threshed. Prices hover around $2.35 per gallon for the pure oil.

Turpentine is steady and rather scarce, $2.35 being the low price on single barrel lots, per gallon. There has been no change on putty, and white lead is holding at changed prices announced last week.

### *Turpentine Scarce And Holds Its Price*

**Montreal.**

TURPENTINE. — The market conditions are unchanged, and prices are firm and steady. Some have asked between $2.35 and $2.45 for single barrel lots, per gallon. It is rather difficult to obtain adequate supplies, although, aside from manufacturing needs, the regular retail trade is really limited at this season of the year.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 45 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Linseed Oil is More Steady; Seed at $5.00*

**Montreal.**

LINSEED OIL.—Practically no change has been made in the market basis for linseed oil, and what slight change there is indicates greater strength of undertone. Supplies of seed from the Canadian West have dribbled in to the crushers, but reports indicate that the early winter in Western Canada has made it impossible to harvest the flax, the same standing out in the stook in many cases, and precluding the possibility of its being threshed before next spring. In the meantime, certain quantities of seed are coming to hand from the Argentine. Practically none of the factors care to hazard an opinion as to what the immediate future of prices wil be. A price of $5 per bushel, Fort William, on November seed, was ruling the middle of the week. Sales are seasonably fair.

| Raw— | Imp. Gal. |
|---|---|
| Single barrels | 2 34 |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |
| **Boiled—** | **Imp. Gal.** |
| Single barrels | 2 36½ |
| 5 to 9 barrels | .... |
| 10 to 25 barrels | .... |

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Putty Basis is Firm With Maintained Sales*

**Montreal.**

PUTTY.—The undertone of the putty market is steady, and the sales of this to the trade are now improving. With oil holding high there is no prospect of any substantial reductions on putty, and in fact no factors have been suggested which would indicate anything but a firm market.

**PAINT AND VARNISH ASSOCIATION DECIDES NOT TO BOOST PRICES AT PRESENT**

**The Canadian Paint and Varnish Association meeting at Montreal on Thursday of this week decided to hold prices at present levels until June 1, unless conditions intervening warrant revisions in prices.**

| | 5 ton | 1 ton | Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do. 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days, net 60

### *Much Booking For Prepared Paints, Etc.*

**Montreal.**

PAINTS AND SPECIALTIES.—The bookings for next year on both paints and various lines of specialties are very heavy. Supplies are said to be much reduced, that is, in the hands of the dealer, and necessitating his ordering ahead for the coming season. The various paint manufacturers have been very busy of late, and the manufacture of paints is being carried out at present on a large scale. Prices are steady without change. It is expected that a decision will be arrived at, soon, by the manufacturers, with regard to the basis to rule for the coming season on various manufactured lines.

## TORONTO

TORONTO, November 27.—Turpentine continues to be scarce in the South, and it is stated that if the Peace Treaty were ratified and the longshoremen's strike were satisfactorily settled, turpentine would likely go higher. It is noted that shipments are very much deferred of late, and are very unreliable. It is believed to be the popular opinion that there is abundance of turpentine in the South ready for shipment. However, the large shipments of rosin that are coming owing to the excellent weather for shipping this commodity may account for this opinion.

Rosin, although showing slight signs of weakness at present, is liable to soar to high prices. Some of the best-informed give it as their opinion that rosin will reach the highest demands yet known, and claim it would be a sound investment to stock requirements for this commodity.

Linseed oil is still scarce although it is said to be coming in in fair quantities. An early advance would not be unexpected, and some have already raised their prices.

Paint is showing good sales, and merchants are buying with more confidence. White lead in oil is holding firm at the new prices quoted last week and is showing a very good demand.

### *Prepared Paint Firm; Remains Unchanged*

**Toronto.**

PREPARED PAINT.—The white lead has not materially affected paint as yet although it is holding firm. This has been one of the best years, the manufacturers state, that has been noted for some time. Merchants and consumers are begining to realize that the paint situation, compared with previous years, is a changed one, and are purchasing with more confidence. This, it is claimed, is better for all concerned, as it gives the manufacturer a chance to study his requirements and buy accordingly. It is stated that it also eliminates shortages in rush seasons, as most merchants will have the stock on their shelves,




# Made by the Makers of Jap-a-lac

This statement is assurance of paint quality in the fullest possible measure.

It is assurance of a continuous demand and a frequent turn-over.

It is a guarantee of satisfactory profit.

It is assurance of prompt delivery and satisfactory service.

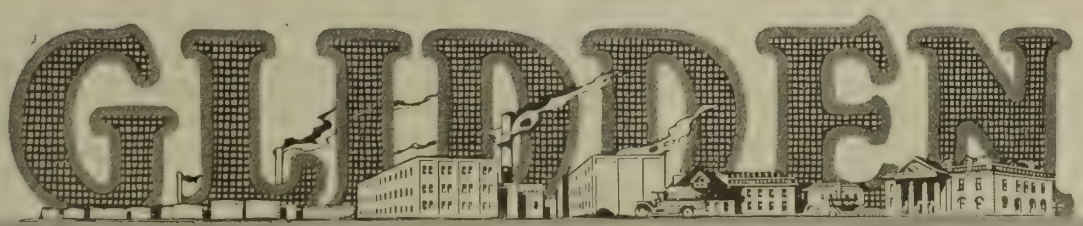
It means that the Jap-a-lac success will be repeated in another Glidden product with greater reputation and more profit for Glidden dealers.

The addition of Glidden Endurance Paint to the Glidden line represents a very real opportunity for paint and varnish dealers.

We will gladly state our proposition by letter or have our representative call when next in your vicinity.

THE GLIDDEN COMPANY, LIMITED, TORONTO, ONTARIO

*Branch Office and Warehouse at Montreal, Quebec*




PAINTS - VARNISHES - COLORS - INSECTICIDES

leaving only the sorting orders for the manufacturers to take care of.

## *Window Glass Prices May Change Soon*

Toronto.

WINDOW GLASS.—The American Window Glass Co. have withdrawn their prices on window glass. While this does not actually affect the Canadian market immediately, there seems little doubt that a change will take place in the very near future. The demand all over is greater than the supply. The European glass manufacturers cannot be looked upon to relieve the situation, and thus it throws the larger bulk of the demand on a smaller number of manufacturers who were already working almost to capacity. Putty shows no change, and prices are as follows:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *Linseed Oil Firmer; May Advance*

Toronto.

LINSEED OIL.—Spot delivery oil is very unsettled and an immediate advance would be in order according to present conditions. Flaxseed has been coming in but not in sufficient quantities. Some have it that a large quantity of seed in the Western provinces is not under cover and will not be accessible probably till the spring. If the demand from Europe should prove a large one, it is believed it will also be a big factor. Containers for both linseed oil and turpentine are charged as follows: 5-gallon jacketed cans, $1 each; wood buckets, $1.25; 3-gal. jacketed cans, 80 cents; 2-gal., 70 cents; 1-gal., 40 cents. Also 1-gal. plain cans and stone jars, 40 cents. These containers are charged extra, but are returnable if in good order, and express or freight is prepaid. The following is the present quotation for linseed oil:

| Linseed Oil - | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | 2 57 | 2 60 |
| 3 to 5 barrels, gal. | 2 56 | .... |
| 10 barrels and over | 2 54 | .... |
| | Boiled | |
| 1 to 2 barrels, gal. | 2 60 | 2 63 |
| 3 to 5 barrels, gal. | 2 59 | .... |
| 10 barrels and over | 2 57 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

## *Turpentine Firm; Still Scarce*

Toronto.

TURPENTINE.—Turpentine shows no change in price this week, and practically the same conditions apply as last week's market. The Southern holders claim shortages, and it is stated that the market is in a very unsettled condition. The ratification of the Peace Treaty has caused considerable uneasiness, many deals depending on the signing. The longshoremen's strike also appears to be a factor as shipments are materially held up. Some jobbers state that they have been able to foresee this for some time and have stocked accordingly, and state that they do not expect any acute shortage on the local market and that their stocks are ample to supply the demand coming through their regular channels. Prices are quoted as follows:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 45 |
| 2 to 4 barrel lots | 2 44 |
| 5 gal. lots | 2 55 |

## *White Lead in Oil; New Price Holds*

Toronto.

WHITE LEAD IN OIL shows a good demand and is holding firm at the new advance quoted in these columns last week, of $1.00 per 100 pounds.

## *Rosin Prices May Soar It Is Predicted*

Toronto.

ROSIN. — The weaker tendencies shown are no indication, it is said, of the actual tendencies of rosin. Some jobbers who are in close touch with actual conditions, give it as their opinion that rosin will soar to higher prices than have been known for some time, and state that present stocking of this commodity would be a sound investment.

# Must Stand Trial on Charge Laid Under Ontario Bulk Sales Act

A CASE of interest to retailers in general was heard in a Toronto Court this week, when a butcher named Putnam sold his business to a man named Wingfield. In the presence of Wingfield's solicitor Putnam stated, it was alleged, that he had only one creditor—the amount owing him being about $600, and forthwith this amount was paid. The business was then disposed of to Wingfield for about $1,100. It subsequently developed that Putnam's liabilities, over and above the $600, were nearly $1,000, and the creditors began to make claims upon the new purchaser of the business. Putnam, it was alleged, made false statements, and had preferred one creditor to the disadvantage of others.

The case was heard in the Assize Court on Wednesday, November 26. Putnam was found guilty and sentence was reserved for one week.

The case was brought up by the Canadian Credit Men's Association, which has a fund set aside for the prosecution of just such cases.

### Protecting Purchasers

For the information of the trade, and for the information of a number of returned men who are purchasing small businesses, it is wise to call attention to the Ontario Bulk Sales Act, under the provisions of which a prospective purchaser is amply protected.

This Act states that the purchaser, before paying any money or giving notes or securities on account of purchase price (excepting a sum not exceeding $50.00, which may be paid to bind the deal), must obtain from the vendor a written statement, verified by affidavit, giving the names and addresses of all creditors of the vendor, and the amounts in question. Unless this is done the sale is void and the stock liable to seizure under execution by the creditors, unless they are paid in full out of the proceeds of the sale.

### May Obtain Waiver

Upon obtaining such statement, a waiver of the provisions of the Act from creditors, representing 60 per cent. in number and value of claims of $50.00 and over, as shown by the statement, may be obtained and delivered to the purchaser. If this is done, the purchaser is safe to complete the sale, and is free from responsibility to the creditors of vendor.

If the consent of the creditors is not asked, or cannot be obtained, then the purchaser, for his own protection, must deposit purchase money, notes or securities with the trustee, for the purpose of distribution on a pro rata basis amongst the creditors.

### Must Comply With Act

It is unnecessary to comply with the provisions of the Act, providing creditors are paid in full, and, in many instances, the intending purchaser may be satisfied to complete the purchase without referring to creditors or depositing the funds with a trustee. There can be no objection to this, providing the purchaser is willing to assume the responsibility of the vendor settling his liabilities out of the proceeds of the sale, but if he does not do so, the purchaser is liable.

### NEW DIRECTORS APPOINTED

At a meeting of the directors of the Pressed Metals Company, Limited, the following were added to the board: Benjamin Lowenstein, president Nassau Smelting & Refining Company, New York; Morris Moskin, of Moskin Bros., New York; Edward Hay, late general manager Imperial Bank; W. R. Johnston, of Toronto; Eugene Coste, E.M., of Calgary.

The board previously consisted of C. E. Calvert, president; J. W. Leighton, vice-president; Simon Goldsmith, of New York; H. L. Nussbaum, of Toronto; J. R. L. Starr, K.C., Toronto; who remain, together with the men appointed.

Fire, which started from a spark from a locomotive, caused a loss of $25,000 in the sash and door factory of Wm. Gerry & Sons, at London, Ont.

# RAMSAY'S

*Brighten up for Christmas with Ramsay's Brighteners.*




## Varnishes

Agate Floor Varnish
Universal Varnish
Varnish Stains
Stove Pipe Varnish

"Save the surface and you save all" *Paint & Varnish*

It is easy to sell Ramsay's Varnishes. Their superior excellence meets the demands of the most particular. Customers always come back for more and that's **"good business"** for you. Our splendid dealer proposition will interest you. Write for it.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 Years*

**Toronto MONTREAL Vancouver**

**Distributors**

*EDMONTON DISTRICT:*
*Revillon Wholesale Limited, Edmonton*
*The H. L. Perry Co. Limited, Winnipeg, Manitoba and Saskatchewan District*

*CALGARY DISTRICT:*
*The McDonald Baker Co., 818 8th Ave. W., Calgary*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — B.B. Caps, 10%; C.B. Caps, 5%; 22 short, black, 22 long, black, 22 long, smokeless, 5%; 22 short lesmok or 22 long lesmok, 5%; 22 short, smokeless, 15%; 22 long rifle, black, 22 long rifle, smokeless, add 10—2½%; other rim fire, add 10%; centre fire pistol, add 62½% list; centre fire sporting, add 90%; shot cartridges, same as ball; brass shot shell, 5%; primers, add 62½% list; empty shot shells, add 15%; blanks, add 50%; bullets, add 67½%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells, "Crown" Black Power, 32½% on list "Sovereign" Bulk Smokeless Powder, 20%; "Regal" Dense Smokeless Powder, 20%; "Canuck" Shells, Smokeless, 20%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8 25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz | | 20 00 |
| No. 3, doz | | 22 50 |
| No. 4, doz | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | Dozen |
|---|---|
| No. 1 | $ 9 60 |
| No. 2 | 12 00 |
| No. 3 | 9 60 |
| No. 4, 4 ft. high | 12 00 |
| No. 5, 5 ft. high | 14 00 |
| No. 6, 6 ft. high | 16 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb | $4 00 |
| No. 2 x 50, lb | 5 00 |
| No. 3 x 60, lb | 7 50 |
| No. 4 x 100, lb | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 60 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1 | $21 00 |
| No. 31 | ..... |
| No. 32 | ..... |
| No. 35 | 32 00 |
| No. 36 | 36 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($2 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 60%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 40 |
| Rods, base ½ to 1 in., round | 0 38 |
| Tubing, seamless, base | 0 45 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 80 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%.
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.10 | 13.75 |
| 7-16 in. | 10.75 | 13.50 |
| ½ in. | 10.35 | ..... |
| ⅝ in. | 10.00 | 12.75 |
| ¾ in. | | |
| ⅞ in. | | |
| 1 in. | | |

F.O.B. Toronto.

Electric Welded

| | Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $19.00 | $22.75 |
| ¼ in. | 15.70 | 19.50 |
| 5-16 in. | 13.00 | 15.70 |
| ⅜ in. | 10.25 | ..... |
| ⅝ in. | | |

F.O.B. Toronto, Montreal.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 8, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 39 | 0 42 |
| Soft sheets, base 16 oz. and heavier | 0 39 | 0 43 |
| Tubing, lb. | 0 44 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 0 85 |
| No. 7, lb. | 0 84 |
| Nos. 8, 9, 10, 12 | 0 83 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 shetes | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | $20 00 | $20 50 |
| IX, 20x28 base | 23 00 | 23 50 |
| IXX, 20x28 base | 26 00 | 26 50 |
| IXXX, 20x28 base | 28 00 | 28 50 |

**TERNE PLATES**

IC, 20x28, 112 sheets $20 00
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWARE MEN OF CANADA

## GIVE SATISFACTION BY SELLING



W. G. HARRIS, President

## HARRIS HEAVY PRESSURE
**BEARING METAL**
Best all round Babbitt Metal.

## ALUMINOID BABBITT METAL
For light work.

## IMPERIAL GENUINE
For High Speed Engine work.

## SOLDER in WIRE, BAR or BLOCK

## We Make LEAD PIPE
## We Make SHEET LEAD

We can serve you anywhere in Canada.

## THE CANADA METAL CO.,
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

---

## GALVANIZED STEEL FLEXIBLE TUBING



FOR

**Gas Lamps,**
**Irons, Stoves,**
Etc.

Manufactured by
**Excello Mfg. Co., Inc.**
Providence, R.I.

**E. G. Gooderham**
Canadian Selling Agent
24 King Street West
Toronto

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FOR SALE EVERYWHERE
Manufactured by
**J. J. TURNER & SONS, LIMITED, Peterborough, Ont.**

---

## It's to Your Advantage

to get in touch with us if you are in the market for the best values obtainable in skates.

Those familiar with

**Automobile SKATES**
The Skate with Aluminum Tops

know they have established a reputation with the best class of buyers and are therefore easy to sell. Our guarantee is enclosed with every pair of these high-grade skates.

The skating season is almost here. Right now is the time to stock up.

For prices, etc., write either Head Office or nearest branch.

CANADA CYCLE & MOTOR CO LIMITED · C·C·M · WESTON · CANADA

## Canada Cycle & Motor Co.
LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 25 |
| F.O.B. Montreal, Toronto, Hamilton. | |
| Good Morning, each | 1 60 |
| Lookout | 2 00 |
| Sleepmeter | 2 15 |
| Hamilton | |

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

Bit Stock Drills ..... 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank ..... 35%
Straight Shank, wire..... 35%
Taper Shank ..... 35%

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¾ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Canada | 12 50 |
| Hatch | 12 75 |
| National | 14 50 |
| America | 16 50 |
| Great West | 30 00 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | 7 50 |
| Majestic, 2 Burner | 11 25 |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap | Tee |
|---|---|---|
| | Doz. pairs. | |
| 4-inch | $ 3 00 | $ 2 55 |
| 5-inch | 3 70 | 3 20 |
| 6-inch | 4 00 | 3 60 |
| 8-inch | 5 40 | 4 40 |
| 10-inch | 9 60 | 7 30 |
| 12-inch | 11 90 | 11 60 |
| 14-inch | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch | $1 00 | $1 00 |
| 4-inch | 1 20 | 1 10 |
| 5-inch | 1 40 | 1 30 |
| 6-inch | 1 70 | 1 50 |
| 8-inch | .... | .... |
| 10-inch | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| **HOES,** Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | English | Canadian | Fox |
|---|---|---|---|
| No. 2, per doz. | $4 40 | $5 00 | $5 50 |
| No. 3, per doz. | 4 50 | 5 50 | 6 40 |
| No. 4, per doz. | 4 60 | 6 00 | 7 40 |
| Little Giant | 6 25 | .... | .... |
| Barden Patent | 6 25 | .... | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller |
|---|---|---|---|
| | | Less 20c. | |
| Light Iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Prices nominal. Subject to premium where stocks are obtainable.

| | |
|---|---|
| 72x30 up to 24 gauge, case lots | .... |
| 72x30, 26 gauge, case lots. | .... |

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated. | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 71 |
| Style B | 5 08 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only | $0 37 |
| Hercules, 4 to 10 ft. | 0 39 |
| Hercules, 12 to 14 ft. | 0 44 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 8 ft. only | 0 27 |
| Gardner, No. 1 | 0 24 |
| Do., No. 2, bolted | 0 27 |
| Dominion, No. 3 | 0 28 |
| Do., No. 4, bolted | 0 31 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 22c ft. |
| 18 ft. to 20 ft. | 25c ft. |

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft

| | |
|---|---|
| 20 to 32 ft. | $0 27 |
| 36 to 40 ft. | 0 30 |
| 44 ft. | 0 33 |
| Over 44 ft. | 0 45 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $11 00 |
| Dowswell | 11 25 |
| Noiseless | 15 50 |
| Hamilton | 12 50 |
| Ottawa | 11 50 |
| Peerless | 11 00 |
| Snowball | 17 00 |
| Momentum | 18 50 |
| New Century, style A | 16 50 |
| New Century, style B | 18 00 |
| Playtime, engine drive | 22 00 |
| Ideal Power | 28 00 |
| Seafoam, electric | 110 00 |
| Seafoam, engine drive | 50 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 30 00 |
| Connor ball-bearing, with rack | 18 50 |
| I X L | 18 50 |
| Perfection, engine drive | 59 50 |
| Perfection, electric | 119 50 |
| Gem | 18 50 |
| Winner | 17 00 |
| Connor Improved | 10 75 |
| Jubilee | 10 25 |
| Canada First | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $1.00-$1.75 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 6, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1½ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.05.

Sault Ste. Marie, Port Arthur Fort William, $5.30 base, f.o.b. factory; no freight allowance.

# Brushes Built for Real Service

## Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

**PAINT BRUSHES**

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover—**anything**—and yet retain their usefulness.

**There is nothing known that will cause the bristles to come out.**

The composition used in Simms brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

***Our other products are also of the same high quality***

**Brooms** **Shoe Brushes** **Lather Brushes**
**Whisk Brooms** **Stove Brushes** **Scrubbing Brushes**

**Order from our nearest branch.**

## T. S. SIMMS & CO., LIMITED

**Makers of Better Brushes and Brooms for 54 Years**

**Head Office: ST. JOHN, N.B.** MONTREAL LONDON TORONTO

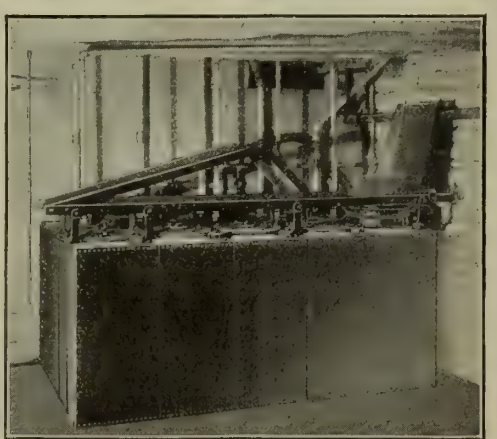
# System In Selling Paint Oils



No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

## Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

## S. F. BOWSER COMPANY, Limited

**66-68 Frazer Avenue, TORONTO, ONTARIO, CAN.**

**Sales Offices In All Centers** **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

SYDNEY
6 Castlereagh Street

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $.... base; Toronto, $5.00 base; London, $5.00 Hamilton, $5.00; no equalization of freights.

Roofing Nails—American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2½" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $10 50 | 36 inch... | $15 00 |
| 30 inch... | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list.... | 1 00 |
| Gargoyle Mobiloil, list ... | 1 30 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 08½ |
| Fuel oil, tank cars, net.... | 0 07½ |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 78 | |
| "Stag" Sheathing | 0 78 | |
| Tarred felt, per cwt.— | | |
| 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | | |
|---|---|---|
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | 13 00 | |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 4 in. | 1 75 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

| | Standard Buttweld Per 100 feet. Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

| | Standard Lapweld Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 98 | 110 00 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 L in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 75% | 75% |
| 4½" and larger | 67½% | 65% |

4" and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe. 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply ... | 1 80 | 2 00 |
| Everlastic, 2-ply ... | 2 10 | 2 30 |
| Everlastic, 3-ply ... | 2 45 | 2 65 |

| | M'treal | Tor'to |
|---|---|---|
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 25 | |

F.o.b. Toronto and Montreal.

**ROPE**

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

661B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

| SCALES | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices, net: standard scales, discount: Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# DOUGALL COLORS

in your paint department assure you satisfied customers because they are manufactured according to exact formulae that guarantee a perfect product in every can.

Back of every DOUGALL sale you have the absolute assurance of

**Pure Pigments**
**Fine Grinding**
**Uniform Quality**
**and**
**Exactness of Shade**

—a four-fold guarantee of perfection that makes for satisfied customers and come-back sales.

Make it a Dougall color order next time.

**Japan Colors** **Oil Colors** **Paste Colors**
(Ground in Oil)

"Save the surface and you save all" *Paint & Varnish*

THE
## DOUGALL VARNISH COMPANY, LIMITED
MONTREAL

***Associated with The Murphy Varnish Co., U.S.A.***

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright ..... 77½%
Wood, R.H., bright ..... 75 %
Wood, O.H., bright ..... 75 %
Wood, F.H., brass ..... 55 %
Wood, R.H., brass ..... 52½%
Wood, O.H., brass ..... 52½%
Wood, F.H., bronze ..... 50 %
Wood, R.H., bronze ..... 47½%
Wood, O.H., bronze ..... 47½%
Square cap ..... 20
Hexagon cap ..... 20
Wooden Bench Screws
Dozen ..... $7 00

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 75 | 8 25 | 9 50 |
| U.S. 28 | 8 30 | 10 15 | 7 85 | 8 80 |
| U.S. 26 | 7 90 | 8 75 | 7 55 | 8 45 |
| 22 and 24 | 7 70 | 8 15 | 7 40 | 8 25 |
| 18 and 20 | 7 50 | 7 95 | 7 25 | 8 05 |
| 16 | 7 25 | 7 75 | 7 10 | 7 85 |
| 12 and 14 | 7 05 | 7 50 | 6 95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $9 75 | $9 25 |
| 26 ga. | 9 50 | 9 00 |
| 24 ga. | 8 90 | 8 70 |
| 22 ga. | .... | 8 55 |
| 20 ga. | .... | 8 35 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized ..... $10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 59c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M..... $13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $18 75 |
| Perfection No. 33, 3-burner | 24 26 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net ..... 4 25
Detroit Glass Front Oven, No. 85, each, net ..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
No. 33, per doz. ..... $34 50
No. 98, per doz. ..... 18 50
No. 99, per doz. ..... 23 00
Star, No. 1, doz. ..... 21 00
Star, No. 2, doz. ..... 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50

**TACKS** Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks .... 60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916.. 60 2and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 71
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 15 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1 ..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**
Hatch Trolley, per ft. ..... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. ..... 0 12

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb. ..... 0 80
Cones, 3-ply, lb. ..... 0 76½
Do., 4-ply, lb. ..... 0 80½

**WOOD TUBS**
No. 0, per dozen ..... $20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard .... 28
High grade ..... 24
Fuller work, standard ..... 34
Basin cocks, No. 0, standard ... 23
Nos. 1 and 2 ..... 23
Bath cocks, compression ..... 30
Flatway stop and waste cocks, standard ..... 32
Roundway stop and waste cocks, standard ..... 32
Brass steam cocks, standard ..Net list
Radiator valves, standard ..... 15
Do., removable seat ..... 10
Globe, angle and check valves, standard ..... 5-9%
Gate or Straightway ..... Net
Jenkins Gate Valve ..... 10%
Jenkins Globe ..... Net
Standard Gate ..... Net
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES ETC.**
Scotch Grey Ware, 50 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, 10%.
Canada Ware, 10%.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned 45%.
Copper Bottoms, plus 10%.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, net list off; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 10%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper-lined Boards, 30%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list, plus 25%.
Nickel-plated Ware, 50%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.00 |
| Section, ½lb., per 100 lbs. | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs., per cwt. | 3.00 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz. ..... $63 00
Garden, steel, doz. ..... 64 25
Light garden, doz. ..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 80 |
| No. 10 | 5 90 |
| No. 11 | 5 95 |
| No. 12 | 6 05 |
| No. 13 | 6 15 |
| No. 13½ | 6 20 |
| No. 14 | 6 35 |
| No. 15 | 6 50 |
| No. 16 | 6 65 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 25 |
| No. 19 | 8 75 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base ..... 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c. No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 50 |
| 36 | in., doz. | 81 00 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | .... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 48 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 61 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 54 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Superba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 90 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
**37 St. Antoine Street, Montreal**

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# Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

---



**J. E. Banville**

Highest salesman for October, the first man of our 65 salesmen. He has a territory in Quebec and washers make up 95% of his sales. Mr. Calvert of Winnipeg is a close second.

# Beatty Bros. Limited Bulletin

## Washer Sales Double

Our Washer sales for October almost doubled washer sales of last year —and last October was a mighty big month.
The best record was made by our Winnipeg branch which shipped out more than 8 times as many washers as they did a year ago.

## The Red Star and the Time Saver Popular

The Red Star (operated by hand) and the Time Saver Electric are the two most popular washers in Canada. These are the washers that seem to appeal to the people. They are the best sellers in Canada to-day.



## Cut Showing Washer in Operation

Drip Pan Big Advantage.

This is one of the foremost advantages of the Time Saver. The tub is still, not revolving or oscillating, and there are no heavy gears or racks or other awkward mechanism on it. It is, therefore, possible to use the drip pan to receive the clothes when put through the wringer out of the bluing water. It is not necessary to catch each separate piece by hand and lift it into the basket. The clothes run right over into the basket, saving the operator much awkward work.

This one feature has sold Time Saver Electric Washers against the competition of other machines. It is only one of the many advantages.

# BEATTY BROS., LIMITED

**Winnipeg, Man. Fergus, Ont. Montreal, Que.**
**Edmonton, Alta. London, Ont. St. John, N.B.**
**16 Holborn Viaduct, London, E.C. 1, England**

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

**BLUE STONE**

| | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 11 | 12 |

**COLORS (DRY)**

| | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**

1 lb. tins—

| | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

**ENAMELS (white)**

| | Gal. |
|---|---|
| Duralite ..... | $7 47½ |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel ..... | 7 00 |

**GLUE**

| | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

**GLASS**

| Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 ..... | $19 90 | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.

F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

**GLASS, PLATE**

| | Sq. ft. |
|---|---|
| Plates up to 1 foot, each .... | $0 80 |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each ..... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each ... | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure ..... | $17 00 | $17 35 |
| Crown Diamond .... | 17 00 | 17 35 |
| Crown, Pure ..... | 17 00 | 17 35 |
| Green Seal ..... | 17 00 | 17 35 |
| Ramsay's Pure ..... | 17 00 | 17 35 |
| Moore's Pure ..... | 17 00 | 17 35 |
| Tiger, Pure ..... | 17 00 | 17 35 |
| O.P.W. Dec. Pure... | 17 00 | 17 35 |
| Red Seal ..... | 17 00 | 17 35 |
| O.P.W. English .... | 17 00 | 17 35 |
| Elephant Genuine.... | 17 00 | 17 35 |

B.B. Genuine Lead, less than tons, $19.60, Toronto; $19.25, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt... | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant white ..... | $4 95 |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| B.-H. Fresconette, white..... | 3 80 |
| B.-H. Fresconette, colors..... | 3 60 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 5s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal..... | 0 85 |
| Case (12 1's) ..... | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ½ bbls., gal.... | 0 90 |
| Carbonota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal. ..... | 0 70 |
| 1s (case 12 gallons) case... | 8 75 |

F.o.b. Montreal, Toronto.

**PARIS GREEN**

| | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

**PUTTY**

| | Montreal Standard | Toronto Less than tons |
|---|---|---|
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less: five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance. Ottawa prices are 25c: Hamilton 35c: London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, T.N. $1.25 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 2 55-3 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

**VARNISHES**

| | Per gal. cans |
|---|---|
| No. 1 Furniture extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior .... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white .... .. ..... .. | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... ..... ..... | 3 40 |

F.o.b. Montreal, Toronto.

**WASTE**

Cream, Polishing ..... $0 21

**WHITE**

| | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX. gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keen ... | 0 09 |

Above lines subject to trade discount for quantity.

**WAX**

| | Per lb |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... .. ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

F.o.b. Montreal and Toronto.

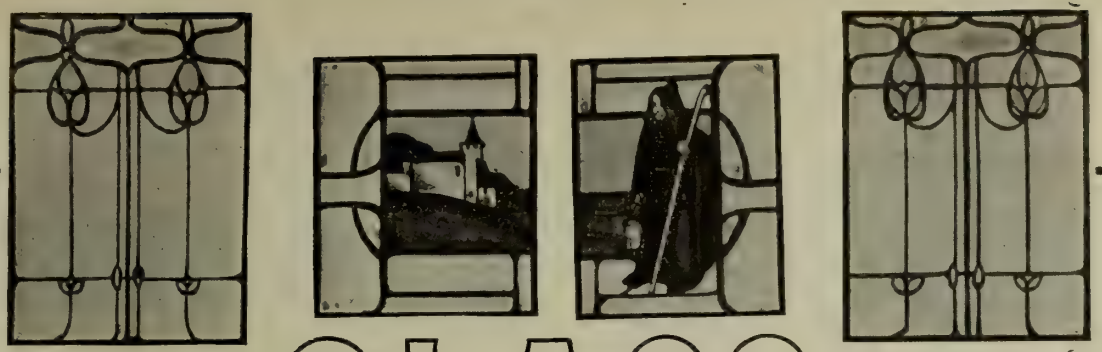
**WHITING**

Plain, in bbls. .....$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.....$3 00

**WOOD ALCOHOL**

| | Per gal. |
|---|---|
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



# GLASS

Now is the Time to Sort up on

## WINDOW GLASS

### ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

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# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.00; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $21 50 |
| Double Bit | 20 00 | 21 50 |
| Broad Axes | | 55 00 |

### AUGER BITS

| Standard List | Prices per Dozen | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin ..... Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUTTS

Plated—No. 741 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 44 |
| 3 x 3 in. | 45 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 58 |
| 4½ x 4½ in. | 86 |
| 5 x 5 in. | 105 |

Wrought Steel—

| | |
|---|---|
| No. 840 | 15% on list |
| No. 800 | 25% on list |
| No. 838 | 12½% on list |
| No. 804 | Net list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, 7½% on list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.45; 6, $3.10; 8, $5.00; 10, $7.65; 12, $11.90.

Corrugated Tee Hinges—4, $2.15; 5, $3.00; 6, $3.65; 8, $6.10; 10, $9.10; 12, $13.25.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED

| | "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 95 |
| 28 Am. or 26 Eng. | 9 55 |
| 26 Am. or 26 Eng. | 9 25 |
| 24 | 9 10 |
| 22 | 9 10 |
| 18 and 20 | 8 95 |
| 16 | 8 80 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set ..... $2 25

Mrs. Pott's No. 50, set ..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 80 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 50 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | |
| New Century B | |
| New Idea | |
| Snowball | |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

Wm. Pen motor oil, $1.18; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 50c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### PAPER, BUILDING

| | Dry Fibre | Tarred |
|---|---|---|
| Joliette | $0 90 | $1 20 |
| Builders' Special | 1 10 | 1 20 |
| Cyclone | 1 10 | 1 20 |
| Navy | 1 25 | 1 45 |
| Triumph | 1 35 | 1 50 |

### POLISH

O-Cedar—

| | Doz |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 26 20 |

Liquid Veneer—

| | |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |

Bon Ton—

| | |
|---|---|
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# They See The Can—
# Recall The Brand—
## *And You Record a Sale*




Stephens REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of Stephens' Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

*Suppose you write us about an agency. There's money in it.*

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 45 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

| ROOFING | 1 ply | 2 ply | 3 ply |
|---|---|---|---|
| Klingon | $2 20 | $2 65 | $3 10 |
| Winner | 2 30 | 2 80 | 3 30 |
| Comfort | 2 45 | 3 00 | 3 60 |
| Induroid | 2 80 | 3 60 | 4 20 |

### ROPE

Sisal, 24½c base; pure Manila, 33c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 60 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| **B. & A.—** | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

15% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 70%; nu-head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 85 |
| 22-24 gauge | 7 90 |
| 26 gauge | 7 95 |
| 28 gauge | 8 05 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $23 50 |
| 20 x 33 I.X. box | 34 90 |
| 20 x 33 I.C. box | 30 00 |
| 20 x 28 I.X. box | 27 00 |
| Terne plates | 27.00 |

| TRAPS, GAME— | Doz. Victor | H.& N. | Jump |
|---|---|---|---|
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 75 |
| Cotton, 3-ply, balls | 0 78 |
| Cotton, 4-ply, cones | 0 80 |
| Cotton, 4-ply, balls | 0 82 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, 42%.
Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 23 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $5.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop $7.00 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 51c

### WIRE, ANNEALED

No. 9, $5.75; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 18 00 |
| 10 inch | 22 00 |
| 12 inch | 28 00 |
| 15 inch | 38 00 |
| 18 inch | 40 00 |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| **Trimo—** | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 30 |
| 24 inch. | 4 35 |

| Always Ready— | Dozen. Black. | N.P |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 90 |

### WRINGERS

Eze, $62.55 per dozen. Reliance

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

| | | | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

# CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

## Sandoval Rolling Coulter
## Harrow Teeth

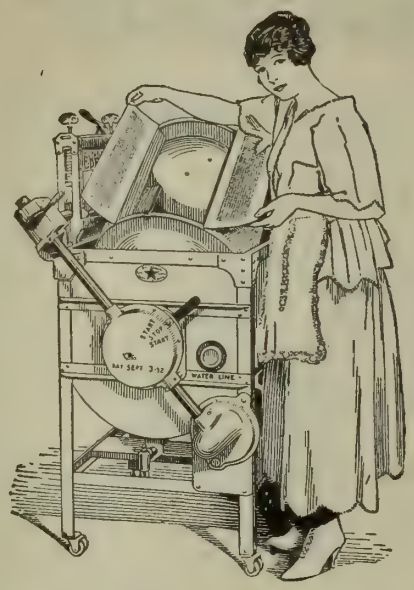
Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

---

## D. ACKLAND & SON, Limited

WINNIPEG ∴ CALGARY



# Clothes Washing

Practically every woman in every home, once a week, has to face the wash-day problem. And if you have something to offer her that will really free her from the dreariest and weariest of household tasks, it is bound to appeal.

**The Eden**

fills every requirement of wash-day labor-saving. It saves work, clothes and money and is the one machine that once sold, stays sold.

Simplicity of operation is an Eden characteristic. It has been designed from the woman's point of view and with this in mind it has been so constructed that all moving parts are enclosed and nothing to confuse or annoy the woman in her work.

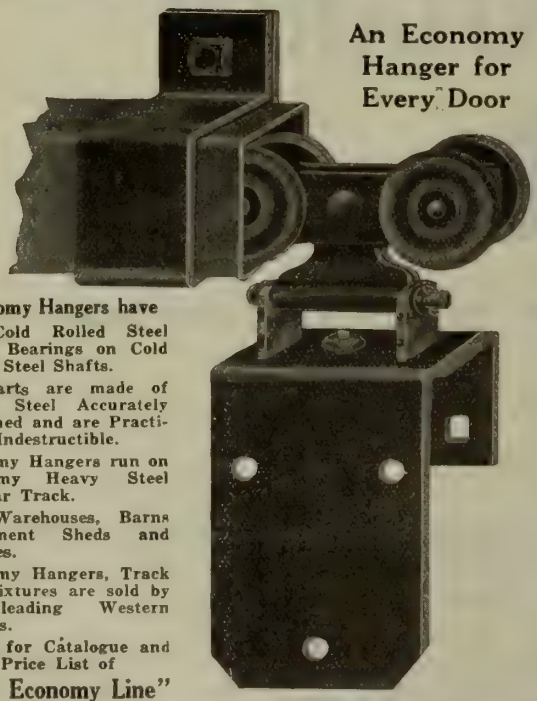
**The Eden IS THE MACHINE FOR THE LIVE DEALER**

## GREAT WEST ELECTRIC COMPANY, LTD.

WINNIPEG

*Distributors of LACO TUNGSTEN and NITRO LAMPS*

## ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS



An Economy Hanger for Every Door

**Economy Hangers have**

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

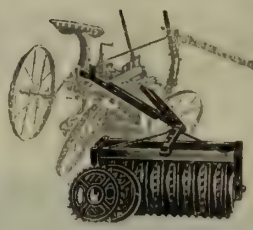
"The Economy Line"

## ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

## Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

*Write for Price List and Catalog*



PLOW HARROW

Surface and subsoil also supplied when called for.

## CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG




## EUREKA Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States. We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

## Moncrieff and Endress, Limited

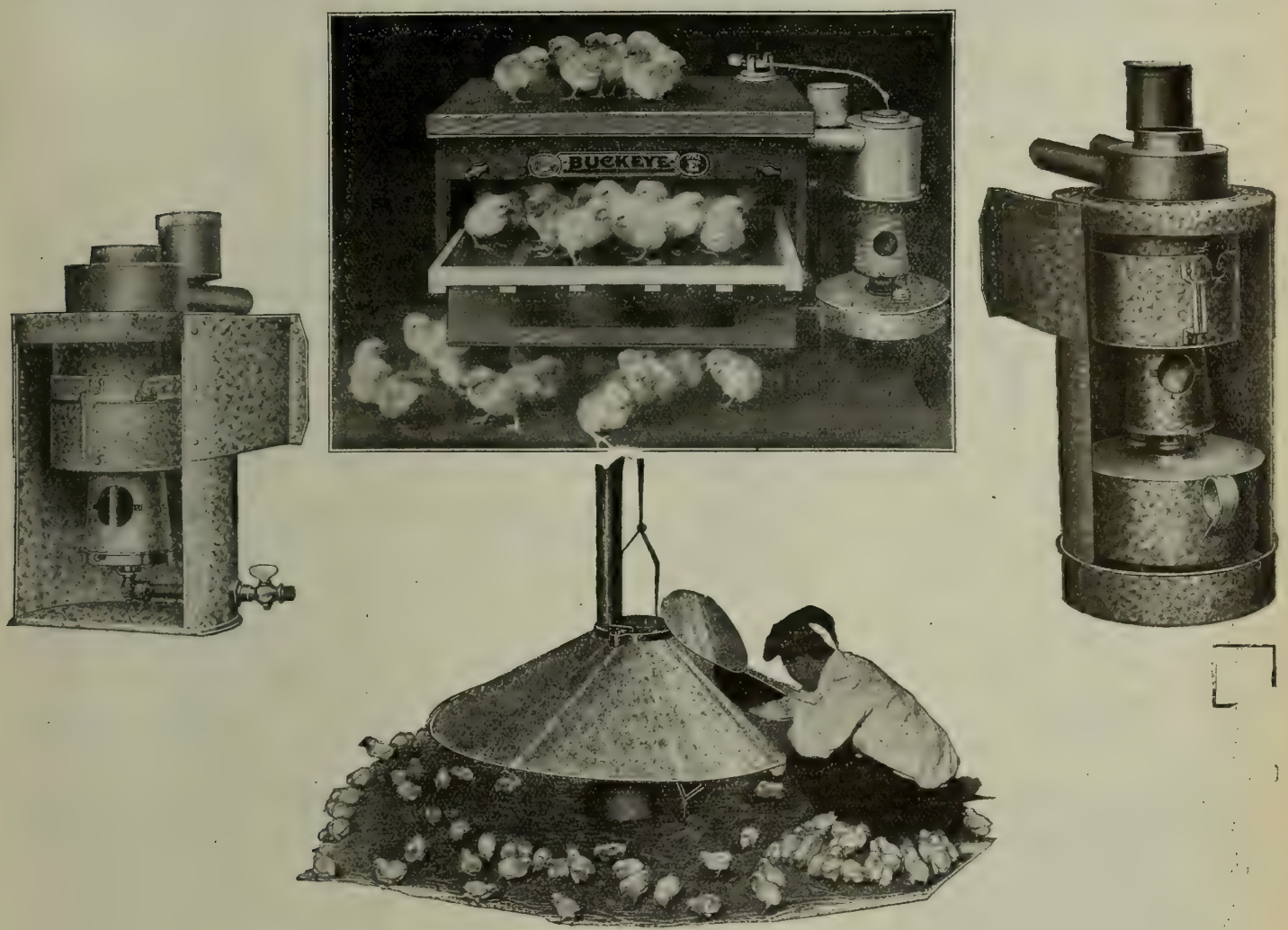
GALT BUILDING, WINNIPEG

**1869** **1919**

# Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*




## Buckeye Incubator and Fittings

Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

Like all the lines handled by Ashdown's, they're good sellers. For half a century Ashdown's has had the confidence of manufacturers of the best lines.

Let us put a Buckeye in your store to demonstrate and boost your trade.

On all incubators and brooders shipped this Fall we will give a dating of net 30 days, February 1st, 1920.

**Sold under a broad guarantee.**

## The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
Northern Electric Co., Ltd., Montreal.
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Axles, Car**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Billet, Blooms and Slabs**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Cant Hook and Peavy**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Hanger Screw**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Railway**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

# Lowe Brothers Paints

Lowe Brothers Limited



# Worth While Service to You

Lowe Brothers' Service means something worth while to you—it is not just a nominal "service"—the kind you hear much about, but see very little of that's tangible.

This efficient Service is a permanent and perpetual business builder—we bring local business to your store.

"Save the surface and you save all" *Paint & Varnish*




Lowe Brothers' High Standard Liquid Paints prove their supremacy in use. They meet every paint test there is with added prestige.

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*Let us Show You*

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# THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill Learmont & Co., Montreal.

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Co., Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carriage Top Materials**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
E. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains, Folding**
J. E. Beauchamp & Co., Montreal, Que.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffafflo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Coke, Furnace, Foundry and Domestic**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Steam**
Louis MacLain Co., Ltd., Winnipeg, Man.

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can be made a reasonable slogan by the dealer. Thousands of households would be delighted to know that the old light-colored furniture or woodwork, of which they are so tired, *could be changed to beautiful Mahogany, Walnut, or Dark Oak* shades with little effort and without destroying or removing the excellent varnish finish which may be now on the wood.

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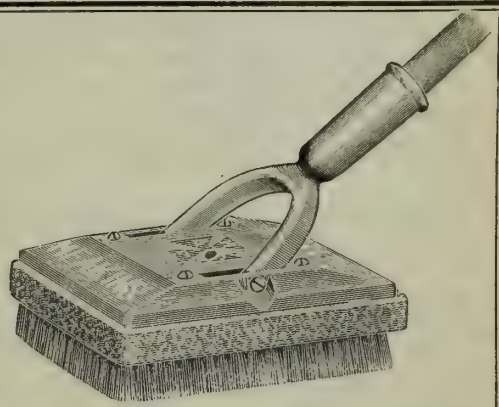
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# MEAKINS BRUSH

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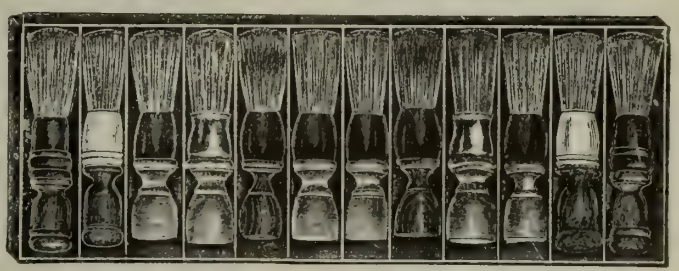


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There is a brush in the Meakins Line to fill exactly any reasonable order: Paint, Household, Stable, Window and Brushes for all industries.

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# THE BUYERS' GUIDE

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whitall Can Co., Ltd., Montreal Que.

**Cotter Pins**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brained Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Couplings, Pipe**
Steel Co. of Canada, Ltd., The Hamilton, Ont.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Dressings**
Army & Navy Mfg. Products Regd., The, Montreal.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Ramsay & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.




**There are no Substitutes for Dairy Foods**

# You can't have a Speedometer on your arm

Even if you could, it would not make you turn at a certain speed every time you used a separator. Own a separator that you do not have to coddle by turning at a fixed speed or by using speedometers and other contraptions. Do the sensible, practical thing and buy a Sharples.

American ingenuity has perfected a principle in the Sharples that enables you to turn the handle fast, slow or "as you like it." You can loaf along, or speed it up—and you do not lose a cent's worth of butterfat nor change the thickness of your cream. From a straight, money-making standpoint alone, the Sharples is the only separator you can **afford** to buy.

## AFTER READING THIS SHARPLES AD--- PUT YOURSELF IN THE FARMERS' PLACE

Would you buy a separator that was as contrary as a fixed feed separator—that had to be coddled? Or would you do what thrifty farmers **have done**—invest in the Sharples Suction-Feed that "Skims Clean At Any Speed?" Why not apply the same logic to the line of Separators you handle—and follow the line of least resistance—with the Sharples. Not all dealers can qualify for a Sharples Contract, but correspondence is invited from progressive dealers. Address nearest office.

*There are no Substitutes for Dairy Foods*

**The Sharples Separator Co.,** Toronto, Ont. Regina, Sask.

The Lounsbury Co. Newcastle, N.B.

**Distributors through all their Branches**

J. Clark & Son Fredericton, N.B.

***"Over 2,425,000 Sharples Separators in daily use"***

# THE BUYERS' GUIDE

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co. Ltd. Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.
The Hesco Electric Mfg. Co., Toronto.

**Fuses, Electric, Refillable**
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flag Holders**
J. E. Beauchamp & Co., Montreal.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Iron Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gates, Steel and Wire**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co. Ltd., Toronto
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co. Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg Man
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

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**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
**Smith & Hemenway Co., Inc., Irvington, N.J.**
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**

**Hangers, Door and Track**
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
**Economy Foundry Co., Ltd., Portage la Prairie.**
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Carriage and Automobile**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Hardware, Door**
**The Hamilton Stove & Heater Co., Hamilton, Ont**

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
**Can. Foundries & Forgings, Ltd., Brockville, Ont**
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal
**Smith & Hemenway Co., Inc., Irvington, N.J.**
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont
**Enterprise Foundry Co., Sackville, N.B.**
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

**Heavy Hardware Specialties**
Williams & Wilson, Ltd., Montreal, Que.

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
**Goodyear Tire & Rubber Co., Ltd., Toronto.**

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., **Toronto.**
**Engineers' Supply Co., Winnipeg, Man.**
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Merchants Bar**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Iron, Horse Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
**The Royal Self-Heating Iron Co., Big Prairie, O.**

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd. Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
**Wiebusch & Hilger, Toronto.**

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
**Walter Woods & Co., Hamilton.**

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal,

**Lamps and Lanterns, Gasoline**
**Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.**
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
**McDonald & Willson, Ltd., Toronto.**

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.

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North American Hardware Co. Ltd., Montreal, Q
Northern Electric Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
**E. T. Wright Co., Hamilton, Ont.**

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Gendron Mfg. Co., Ltd., Toronto.**
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Lathes**
Williams & Wilson, Ltd., Montreal, Que.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**J. H. Williams & Co., Brooklyn, N.Y.**

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
**Taylor-Forbes Co., Ltd., Guelph, Ont.**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**

**Lawn Trimmers**
**Imperial Bit & Snap Co., Racine, Wis.**

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
**The Great Western Smelting & Refining Co., Vancouver, B.C.**

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
**A. C. Leslie & Co., Montreal.**

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Lead Irons**
**The A. R. Whittal Can. Co., Ltd., Montreal.**

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
**Plewes Ltd., Winnipeg, Man.**
**The Engineers' Supply Co., Winnipeg, Man.**

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
**The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.**

**Levels**
**H. Disston & Sons, Toronto.**
Goodell-Pratt Co., Greenfield, Mass.
**J. Sand & Sons, Detroit, Mich.**
Stanley Rule & Level Co., New Britain, Conn.
**L. S. Starrett Co., Athol, Mass.**

**Level Glasses**
**Stanley Rule & Level Co., New Britain, Conn.**

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass.

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
**Stewart & Wood, Toronto.**

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
**The Hamilton Stove & Heater Co., Hamilton, Ont.**
National Hardware Co., Ltd., Orillia, Ont.
**White & Colquhoun, Glasgow, Scotland.**

**Lock Washers**
**Smith & Hemenway Co., Inc., Irvington, N.J.**

**Lockers**
**Canada Wire and Iron Goods Co., Hamilton, Ont.**
Dennis Wire and Iron Works Co., Ltd., London.

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
**The International Malleable Iron Co., Ltd.,** Guelph, Ont.

**Lubricants**
**Canadian Asbestos Co., Montreal, Que.**
**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.
**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
**T. F. Shunty Co. Ltd., St. Catharines, Ont.**

**Machinists**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**
**Machinery Supplies**
Williams & Wilson, Ltd., Montreal, Que.

**Machinists' Tools**
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**
J. H. Williams & Co., Brooklyn, N.Y.
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
**F. W. Lamplough & Co., Montreal.**
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
**David Philip, Winnipeg, Man.**

**Mantles**
**The Barton Netting Co., Ltd., Windsor, Ont.**

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

**Marine Supplies**
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Matches**
**E. B. Eddy Co., Hull, Que.**

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Mats, Flexible**
**The Port Hope Mat & Mfg. Co., Port Hope, Ont.**

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire and Cut**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bullock, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Nockyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
Steel Co. of Canada, Ltd., Hamilton.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Hot Pressed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
S. F. Bowser Co., Ltd., Toronto, Can.

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

## Alex. McArthur & Co., Ltd.

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Painters find Carters' Genuine Dry Red Lead a pure, uniform and economical paint and preservative for metal-work, steam pipes, etc.
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We also make Carters' Genuine Dry White Lead, Carters' Genuine Orange Lead and Carters' Litharge.

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MONTREAL TORONTO WINNIPEG VANCOUVER

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**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd,, Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
S. F. Bowser Co., Ltd., Toronto, Can.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd,, Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co., Montreal, Que.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto.

**Pick Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rod Packing**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co,, Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Pipe, Wrought, Black and Galvanized**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Pliers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph

**Polishes, Auto and Furniture**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Floor**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont

**Pony Kars**
J. E. Beauchamp & Co., Montreal, Que.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railway Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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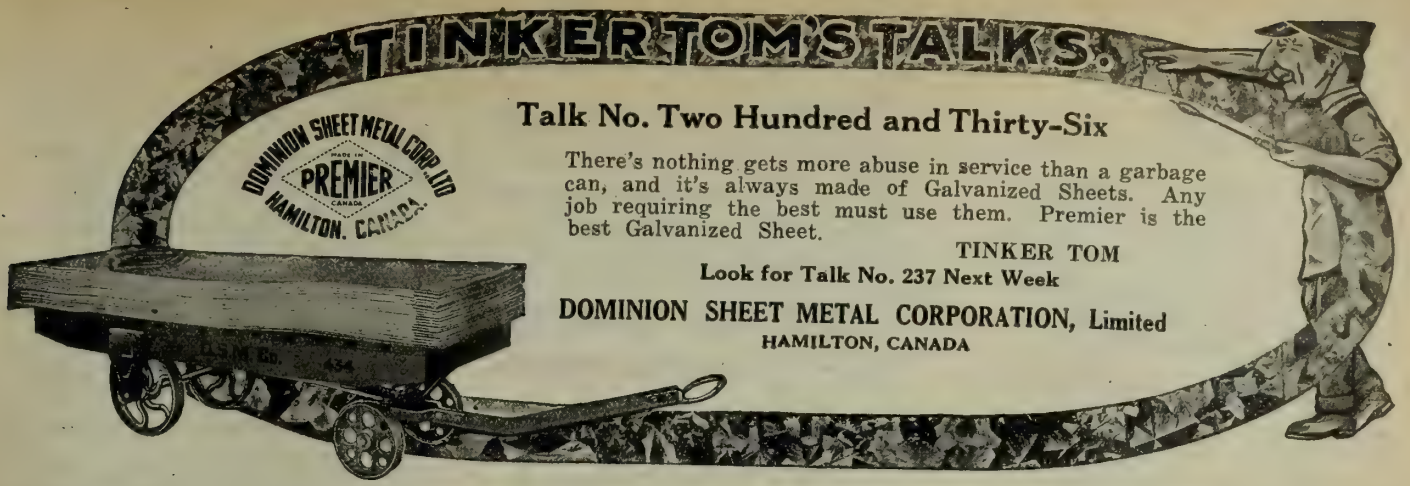



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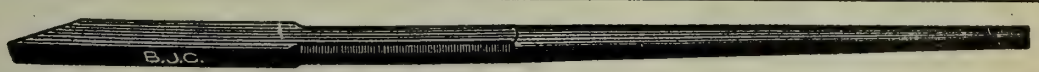



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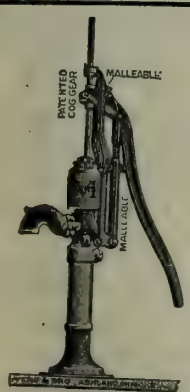
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**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Piston and Pump**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Screws of all Kinds**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Garden**
J. E. Beauchamp & Co., Montreal, Que.

**Seats, Fibre**
J. E. Beauchamp & Co., Montreal, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Sheets, Black Steel**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shot**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Shovels, Snow**
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Sleighs**
J. E. Beauchamp & Co., Montreal, Que.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spikes, Eavetrough**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sporting Goods**
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

# THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Staples, Bed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Cold Rolled Band**
J. E. Beauchamp & Co., Montreal, Que.

**Steel, Merchant Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Bars for Reinforcement**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Ingots, Open Hearth**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sulphate of Ammonia**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tacks, Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelpl
The Van Der Linde Rubber Co., Toronto.

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
W. Cane & Sons Co., Ltd., Newmarket, Ont.

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valve, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.o

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes, Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

**Vehicles, Business**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

**Vehicles, Children**
The Canadian K. K. Co., Ltd., Elora, Ont.

**Veneer Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H. Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Lignomic Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
Beauchamp & Co., J. E., Montreal, Que.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
R. H. Ingersoll & Bro., Montreal, Que.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Frost Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Whips**
J. E. Beauchamp & Co., Montreal, Que.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

**White Lead**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
Hobbs Mfg. Co., Montreal, Que.

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wipers**
Scythes & Co., Toronto, Ont.

**Windlasses**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
C. H. Johnson & Sons, Montreal, Que.

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

**Wire, Hay**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

**Wire, Oiled and Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

**Wire Mats**
B. Greening Wire Cloth Co., Ltd., Hamilton.

**Wire Rods**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Wire, Tinned**
The Graham Nail Works, Toronto.

**Wireworks of all kinds**
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wire Wheels**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wire Window Guards**
C. H. Johnson & Sons, Montreal, Que.

**Wrapping Paper**
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

**Wrenches and Accessories**
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Wrought Nipples**
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

**Wringers, Hand and Power**
Spiedman Agencies, Montreal.

**Wrought Couplings**
Canadian Tube & Iron Co., Ltd., Montreal.

**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

**Wrenches, Ratchet**
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

**Yoke Ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Zinc, Bar**
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Zinc, Sheet**
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

PLUMBS **SAND'S** LEVELS

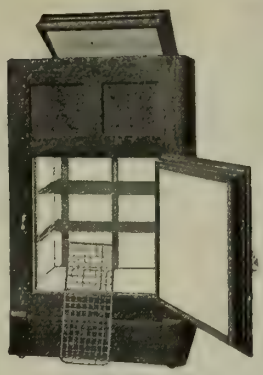


Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

*Canadian Branch:*

**CAMPBELL AGENCIES,** McKinnon Building
TORONTO, ONT.



**PARIS**

REEFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

**Sanderson-Harold Company, Ltd.**

PARIS, ONTARIO

Steel Rules, Gauges, Etc.

**CHESTERMAN'S**

**MEASURING TAPES** Linen and Steel

TRADE J C MARKS

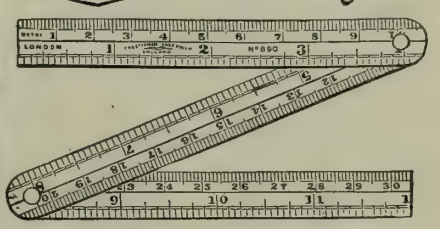
CONSTANTIA J C

TRE BLE



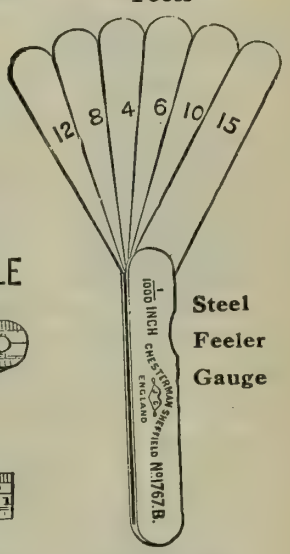
For Prices, Catalogues, etc., apply to

**F. H. SCOTT, 404 Coristine Bldg., Montreal**



Steel Pocket Rule

Engineers' Small Tools




Steel Feeler Gauge

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

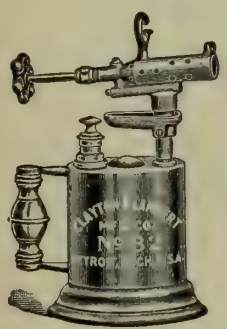
We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

**C. KLOEPFER, LIMITED**
Edward Halloran, General Manager
**44-50 Wellington St. East, TORONTO**
Factory at Guelph, Ont.

We solicit your inquiries on---
**IRON and STEEL**
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

*Prompt attention and quick delivery assured.*



No. 32 Torch.
List Price, Each, $16.00.
Ask for Discount.

**Gasoline Does Not Cost Much**

when used in a C. & L. Gasoline Torch or Fire Pot, because fuel is saved to a remarkable degree. The special construction of the generators and the high-grade material used, secure the maximum degree of heat at a minimum expense for fuel. Use our No. 32 for indoor or outdoor work in cold and windy weather. It is guaranteed to give satisfaction. Jobbers supply at factory price. Send for catalog—it's free.

**Clayton & Lambert Mfg. Co.**
Detroit, Mich., U.S.A.

AGENTS WANTED

**SOLASTIC ROOF CEMENT**
A plastic putty of great durability.

**SOLASTIC BLACK PAINT**
Quick drying, elastic and waterproof.

**GENERAL PURPOSE BLACK**
Heavy bodied and of great elasticity.

**ALPINE WOOD PRESERVATIVE**
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

**THEY ALL LIKE THIS WRENCH**

TRADE B&C MARK




FOR "UNGETATABLE" PLACES

The Bemis and Call Improved Adjustable "S" Wrench is a real benefit in reaching the out-of-the-way corners and nearly inaccessible places. Easily adjustable, and by the thumb of the hand holding it.
Its convenience makes quick, profitable sales.

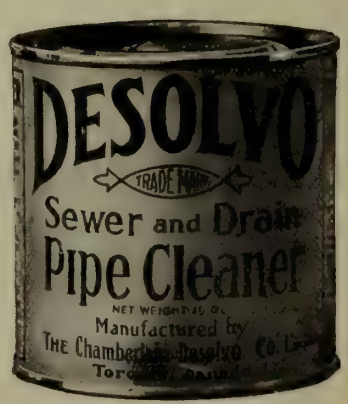
**BEMIS & CALL HARDWARE & TOOL COMPANY**
SPRINGFIELD, MASS., U.S.A.

**Canada Wire and Iron Goods Co.**

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY




**"Something else, Madam?"**

"Oh, yes! Another half dozen cans of Desolvo. It's so handy."

It gets to be part of the routine to hear this.

**THE CHAMBERLAIN DESOLVO COMPANY**
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario & Western Representative: L. F. Lane, 99 Quebec St., Toronto

*We Carry a Complete Stock of Thomas Goldsworthy & Sons*

## "GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

*Prices on Application.* *Immediate Shipment.*

**JAMES HUTTON & CO.**

706 Shaughnessy Building - MONTREAL

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The Season's Rush Proves the Necessity of Gipe-Hazard Service in Your Store



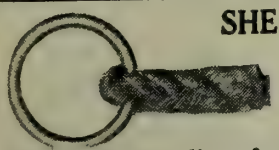
Time and labor saved is money earned. Absence of salesmen from their posts when customers are waiting diverts many of the latter to other stores where service is better.

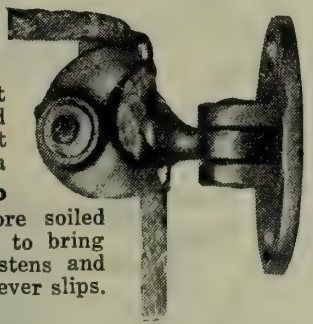
With Gipe-Hazard service you will have the satisfaction of knowing that you have the best, and it will enable your staff to remain at their posts instead of running for change. Watch your out-of-date system during the busy season, and you will be convinced.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

---

## SHE BLAMED THE NAIL



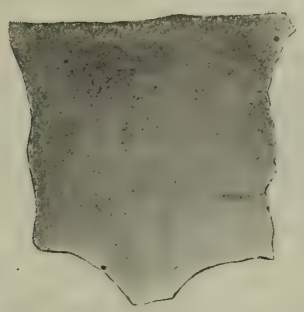


for allowing her line of wet clothes to drop in the mud when the poor nail wasn't strong enough. Sell her a **Dreadnought Rope Grip** and there will be no more soiled clothes; makes it possible to bring the line in each time; fastens and releases instantaneously; never slips.

Write for prices

COLEMAN FARE BOX CO., LIMITED
1191 BATHURST STREET - - - TORONTO

---



## Chamois Skins

**With a few exceptions**

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

**EVANS & COMPANY, Limited**
Coristine Bldg. Montreal, Canada

*We represent two of the largest factories in the world.*

---




## Stock and Push Maple Leaf Belt Dressing

Every belt user in your town is a prospect for this line so why not go after them?

Every can you sell makes a friend for you.

"Maple Leaf" is the best for all kinds of belts.

Order from your jobber.

DOMINION BELTING COMPANY, LIMITED
HAMILTON CANADA

---

## We Announce



A full service to the hardware trade in all staple and special lines of quick-selling hardware requisites.

MAIL ORDERS CAREFULLY FILLED

EXCELSIOR WIRE COMPANY LIMITED
22 Victoria Square Montreal, Canada

*Write for our prices first*
*(First Quality Goods only)*

---

## THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

**Babbitt Metals**
**Guaranteed Solders**

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

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## *Dixon Safetee Lamp*



*rivals the world's lighting—a boon to rural Canada.*

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

The Hamilton Mantle Co., Ltd.
Toronto Hamilton Canada Montreal




Cow and Calf Weaner



*Impresses Every Stock Owner*

# KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

**Imperial Bit & Snap Company, Racine, Wis.**

# LIBERTY WASHER

## SELLS QUICKLY

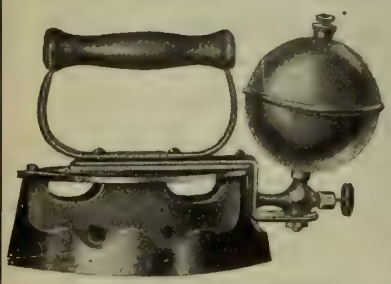
The Liberty is the ideal washer for hardwaremen to handle. It is simple and efficient. Contains many features absent in higher priced machines, while the low price ensures plenty of sales.

**A. R. LUNDY**

257 King St. West TORONTO

# NOTICE TO THE TRADE

## FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

**"COMFORT" IRON**

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

**Big Demand, Good Profit**

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

**NATIONAL STAMPING & ELECTRIC WORKS**

CHICAGO, U.S.A.

# "NORCROSS"

## Cultivator Hoes

*Have "Built-in" Selling Points*




It is very simple to demonstrate the superiority of NORCROSS Tools. In fact, it's self-evident to skilled gardeners. That's why world famed gardeners use and endorse them.

NORCROSS work close up to plants safely; they come in sizes to suit anyone; the 5-prong size may be easily attached to a wheel plow. Handsome, durable and profitable.

**C. S. Norcross & Sons**

**Bushnell, Ill., U.S.A.**

# OAKEY'S

## "WELLINGTON" KNIFE POLISH




The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

*Agents:*

Manley & Baker, 21 Empress Offices, 354 Main Street, Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

# Adjustable Taper Stove Pipe



Opening the Strap

This is a quick seller that helps the merchant economize storage space. No large assortment of taper pipes is necessary. This handy patent permits adjustment to fit any stove collar with a smoke-tight joint.

**O-Rib-O Manufacturing Co.**

Winnipeg, Manitoba

## Our Step-Ladder Chairs are Winners



Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Welt Points.

Prompt attention given your enquiries.



**Otterville Mfg. Co., Limited**

OTTERVILLE, ONT.

# EXCELSIOR

## Wood Packing

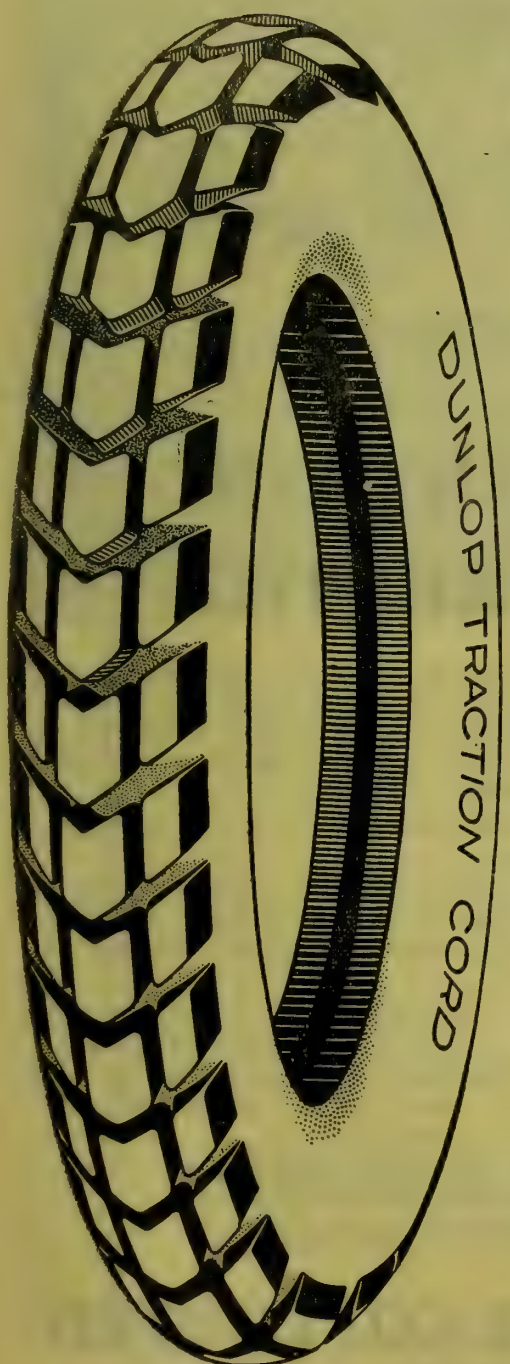
Manufacturers and Jobbers Using EXCELSIOR

Write Us for Prices.

**RANKIN & CO., LIMITED**

1535 Dundas St. W., Toronto, Ontario

DUNLOP TIRES
SEAL OF QUALITY
CORD




# Dunlop Cord Tire —a Triumph

The tremendous popularity of Dunlop Cord Tires to-day is because of the actual lower tire cost per mile when the car is equipped with them; the greater freedom from road shocks, the smaller gas consumption, our fair and square price list and many other features, both money-saving and nerve-saving.

Test Dunlop Service at any Dunlop Depot.

Dunlop Cord Tires, either tread—"Traction," "Ribbed."

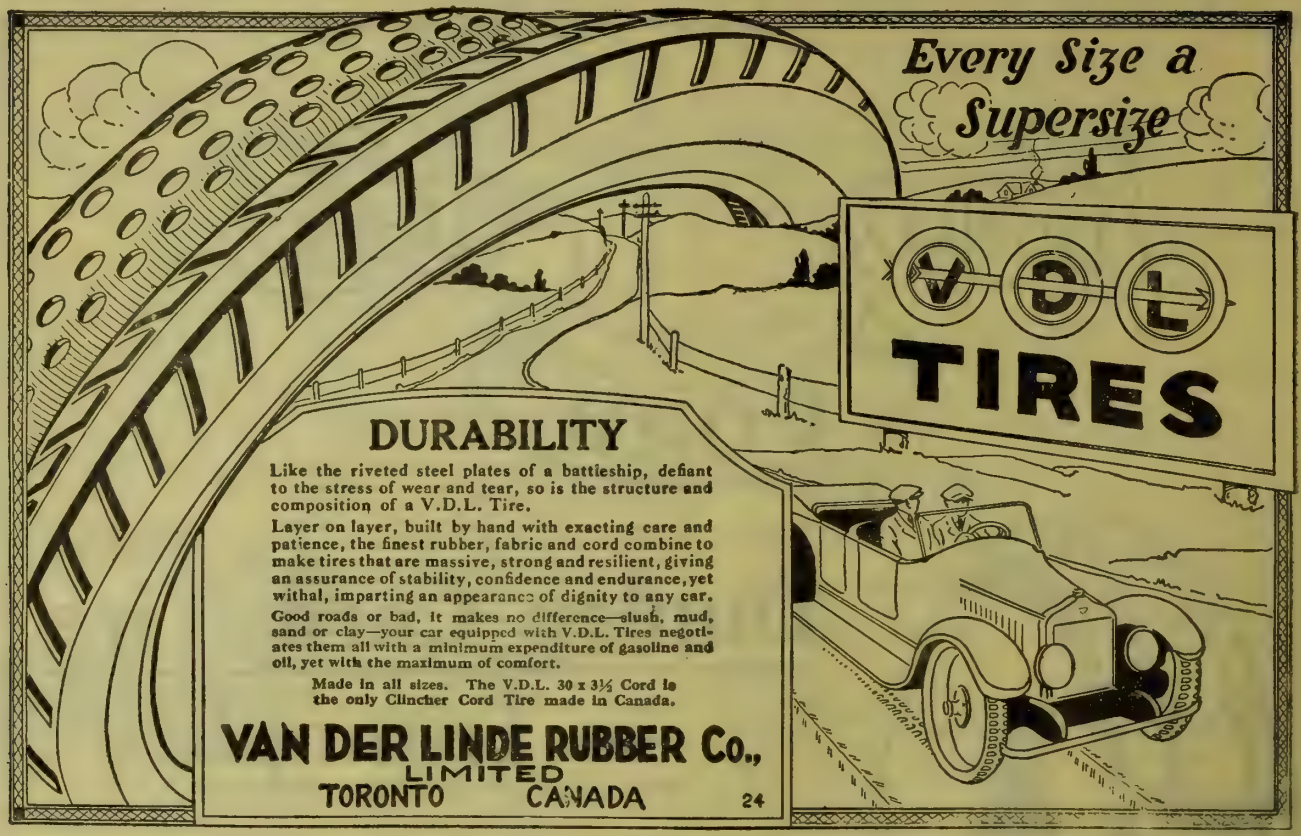
Dunlop Fabric Tires obtainable in "Traction," "Special," "Ribbed," "Clipper" and "Plain."

All sizes—30 x 3½ to 37 x 5.

**Dunlop Tire & Rubber Goods Co.**
**Limited**

**Head Office and Factories: Toronto**

**Branches in the Leading Cities**




# TIRES THAT MAINTAIN THEIR PRESTIGE

It is only human to feel pleased after having done something good, and, when you sell a V.D.L. Tire you have just cause to rub your hands together and smile with satisfaction. You have conferred a benefit on your customer by selling him a mighty fine product; one that will give him a deal of satisfaction.

V.D.L. Tires, by living up to the claims made for them enable you to build up a dependable tire business.

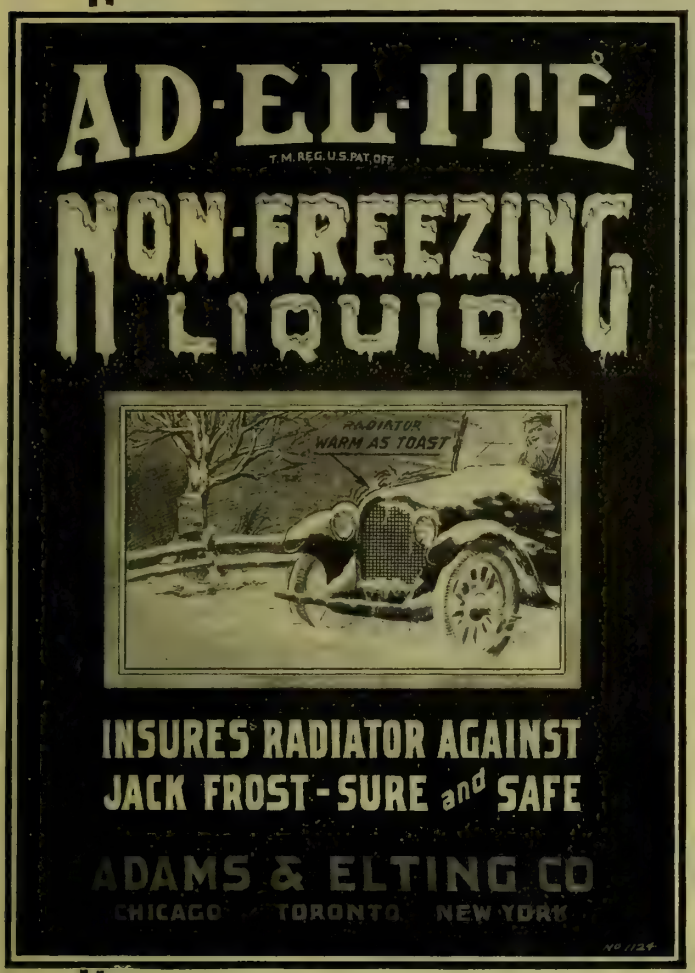
Besides there is a liberal margin of profit in V.D.L. Tires and Tubes. Write to any of the following Distributors, they are all keen on V.D.L. products, and any one of them will co-operate heartily with you in boosting sales.

Codere et Fils, Sherbrooke
A. Chown & Company, Kingston
Crowell Brothers, Halifax
Eug. Julien, Limited, Quebec
Kloepfer, Limited, Toronto
Merrick-Anderson Co., Ltd., Winnipeg
Miller-Morse Company, Winnipeg
2 in 1 Tire Company, Montreal
Wood, Vallance & Leggett, Ltd., Vancouver

**If you care to have a cut of the illustration shown in the advertisement we will be pleased to send it to you free of charge so that you may insert it in your local paper with your own name inserted at the foot in place of ours.**

## VAN DER LINDE RUBBER CO., LIMITED

TORONTO ∴ CANADA




# THE ONE BEST SELLER

Here is an absolutely reliable ALCOHOL NON-FREEZING LIQUID with evaporating retardant.

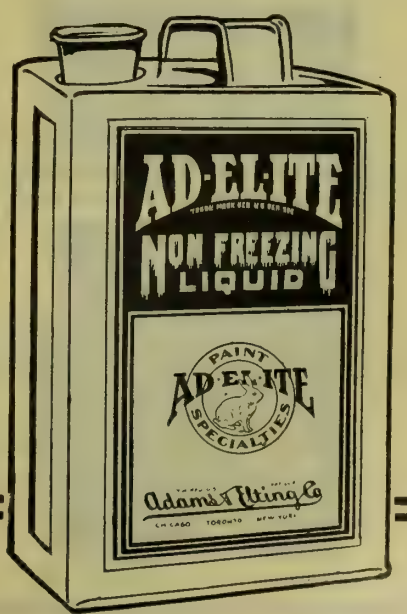
Prevents radiators from freezing. Saves money and eliminates radiator worries.

Is safe and sure and absolutely harmless to metals or rubber.

Handsome store and window display hangers, circulars, posters and other advertising matter supplied. Quick turnovers are assured.

Send for elaborate catalogue "NEW CARS FOR OLD." Ask your jobber for AD-EL-ITE ALCOHOL NON-FREEZING LIQUID.

**Full Line Automobile Paint Specialties.**




## ADAMS & ELTING CO.

17 ADELAIDE STREET, EAST - TORONTO



Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

## Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

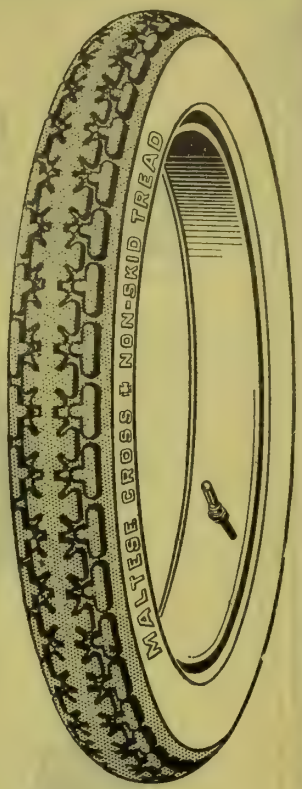
## Wells Brothers Company of Canada, Ltd.

**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**




GUTTA PERCHA & RUBBER LIMITED
TRADE MARK




# Maltese Cross Tires

Make your store the rendezvous for all motorists by displaying and selling "The Tires That Give Satisfaction." They are equally adapted for winter motoring. Their reputation is made in the motoring world and the demand is increasing each day.

Dealers are laying in a larger stock of Maltese Cross Tires to meet the demands of the motorist who knows their efficiency in standing up under severe usage through ice and snow.

## Gutta Percha & Rubber, Limited

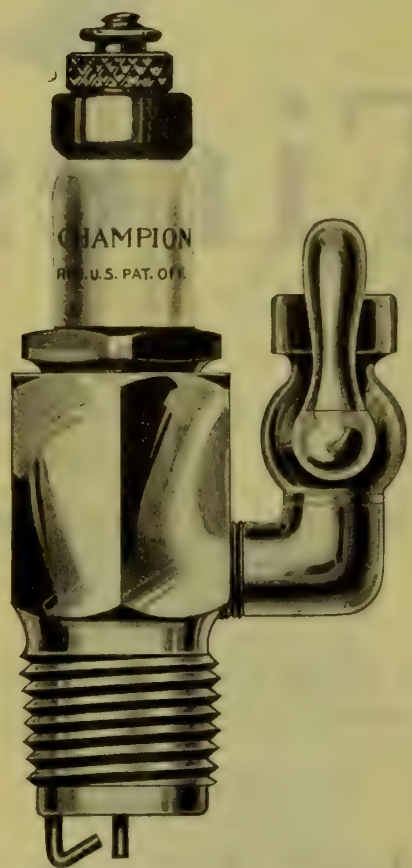
**Head Offices and Factories, Toronto**

***BRANCHES:*** **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

# A PRIME SAVES TIME, WORRY, BATTERIES, STARTER and GASOLINE

# Champion

# Priming Plugs




**Champion Priming Plug Price $1.50**

guarantee this time-saving because they put the gasoline into the heart of each cylinder at the sparking point and start the motor humming on the first turn-over.

They are the Plugs needed by every man who insists on getting the most comfort and service out of his motor in cold weather.

From now till next April you can drive your car or truck in the coldest weather, stop your engine when you stop your car and be certain of a quick start if each cylinder is equipped with a Champion Priming Plug.

If you sell automobile accessories your stock should include Champion Priming Plugs.

They enable you to give a service that keeps customers coming to you for all their requirements.

Look over your stock and order from your jobber at once.

**Champion Spark Plug Co. of Canada, Limited**
**Windsor, Ontario**

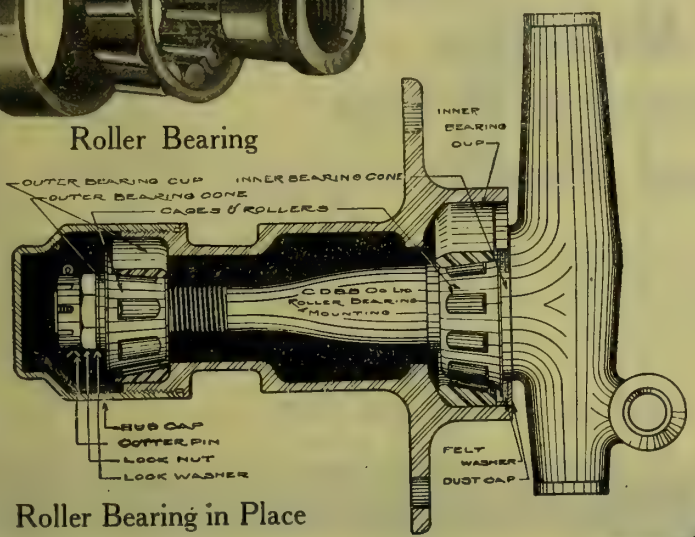
*Made in Canada*

# Chapman Bearings



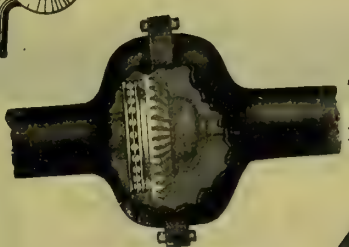
Roller Bearing

## *Save Money for Your Customer*




Roller Bearing in Place

*Quick Turnover*
*Good Profit*
*Forceful-*
*Advertising*



Thrust Bearing in Place

### Chapman Roller Bearings

A Ford or Chevrolet car is subject to rapid wear in the cup and cone bearings of the front wheel, because the hub is too small to take a cone bearing with a sufficient factor of safety. Chapman Roller Bearings overcome this difficulty and are easily installed.

Every Ford and Chevrolet is a prospect.

### Chapman Differential Thrust Bearing

readily substituted for the plain, flat washer in the differential of Ford or Chevrolet. The flat washer wears out due to heavy end thrust. When worn there is lost motion in the gears and incorrect contact of teeth, causing extreme wear and noise.

The Chapman Differential Thrust Bearing exactly replaces the washer with no other changes required.

It takes the pressure on steel balls, reducing friction to a minimum and holds the gears in perfect mesh.



Differential Thrust Bearing

**Get our dealer proposition by a post card to-day.**

# Chapman

## Double Bearing Company of Canada, Limited

**347 Sorauren Avenue, Toronto, Ont.**




## *Quality Batteries at Reasonable Prices and Good Profits*

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

*All good jobbers sell them.*

**CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA**

---

**CLASCO**

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

## STEEL and BRASS STAMPINGS of all kinds

*Write us for quotations*

**CANADIAN LAMP & STAMPING CO., LIMITED**

Makers of the celebrated CLASCO Lamps for Motor Cars

**FORD CITY, ONTARIO**

---

**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers Dowel Pins**




Catalogues and Prices Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

## "SPHINX"

**England's Most Durable Plug**

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

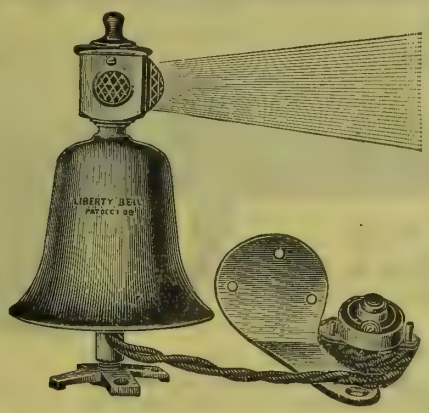
Manufacturers: Sphinx Mfg. Co. Birmingham, England




# 'SPHINX'

## England's most Durable Plug






**The Signal of Distinction**

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

## WARNS BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

## DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

### GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

### A POLITE SIGNAL

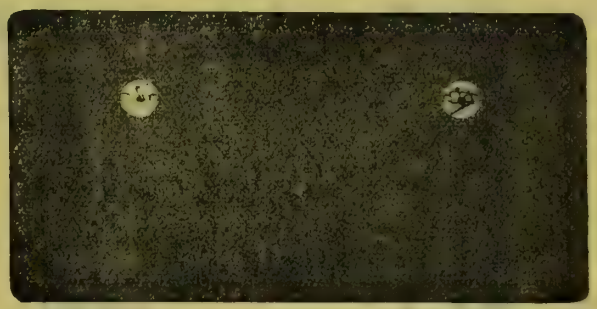
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**Just as necessary with Anti-Freeze as without.**

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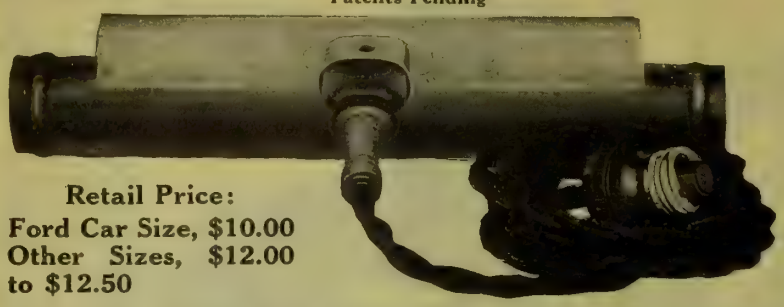
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**Preston - - - Ontario**

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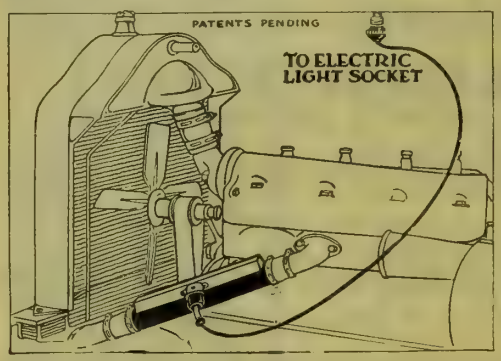


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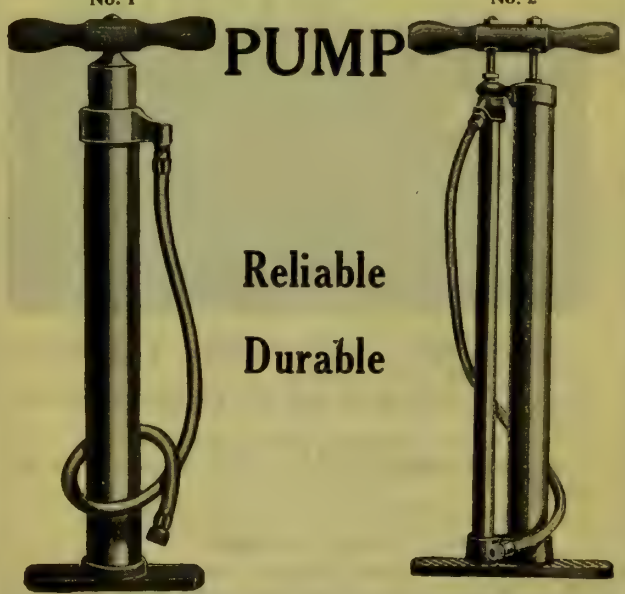
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**No. 10 Pet Cock Wrench, 20c**
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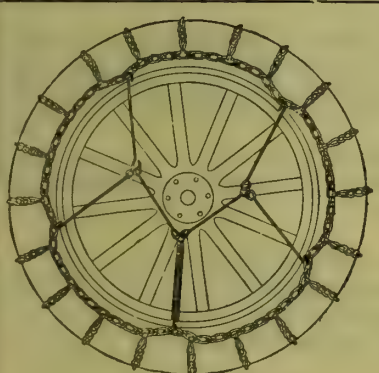
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# IS THIS THE SOLUTION?

Another scheme to rectify the distressing prices now prevalent, by other than sound economic measures, was outlined before the Union of Canadian Municipalities which recently convened at Kingston.

## THIS RESOLUTION HITS YOU WHERE YOU LIVE

"We submit the principal root of the evil is the present wasteful, inefficient and antiquated method, or rather lack of method, of distributing the goods from the producer and manufacturer to the consumer—wasteful of time, labor, health, happiness and even human life—inefficient and antiquated in this age and to such an extent that even the huge economies effected by the greatest array of labor-saving machinery the world has ever seen are in a large measure rendered null and void. An ever-increasing army of unregulated distributors and relatively an ever-decreasing army of producers with the leaders of all these practising profiteering and price-manipulation as their fancy may dictate or opportunity may permit.

"Among the minor causes are the various classes of idlers and usurers, who in devious ways levy toll on labor and industry. Waste of time in high schools and colleges teaching dead languages and other unpractical subjects to the partial or total exclusion of vocational training, economics and useful branches of learning which would be of greater value for purposes of mind development and discipline and thereafter more useful to the individual and the country."

## SAYS THE FINANCIAL POST IN REPLY:

"It is, of course, possible that there might be a dissenting voice, heard above this chorus of condemnation. A voice that might suggest, for instance, that the fact that the producer is getting $24.50 per hundred for hogs, where he formerly got $6, might, perhaps, have as much to do with the matter of increased cost as the inefficient handling that gives to the packer 5-16 of a cent per pound on bacon, or to the retailer a bare 5 cents a pound. Or the fact that the farmer is now guaranteed a price of $2.15 a bushel for wheat that formerly he sold with satisfaction for 70 cents, may be as much responsible as the half cent a loaf profit of the baker, or the cent profit of the retailer.

"It is a question, too, whether all the blame for the trying conditions of the present time should be laid at the door of established trade, any more than at any other door. There seems no good evidence for believing that the business morals of the merchant class are worse than any other, and there might be those who might reply to the stricture that our schools and colleges are not devoting their attention strongly enough to the bread and butter needs that "man does not live by bread alone."

The frank object of this resolution was "to attain a substantial reduction in the cost of living generally, but without increase of hours of labor or reduction of wages." It is the possibility of this which THE FINANCIAL POST doubts.

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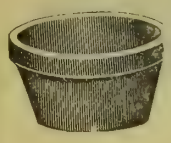
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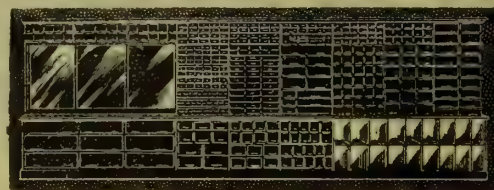
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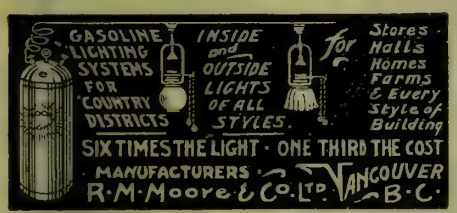
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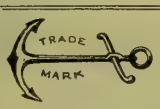
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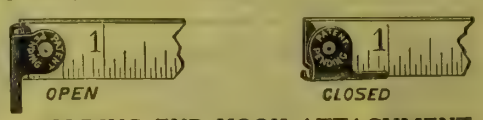
LUFKIN SPRING JOINT WOOD RULES

*Made in Canada*

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

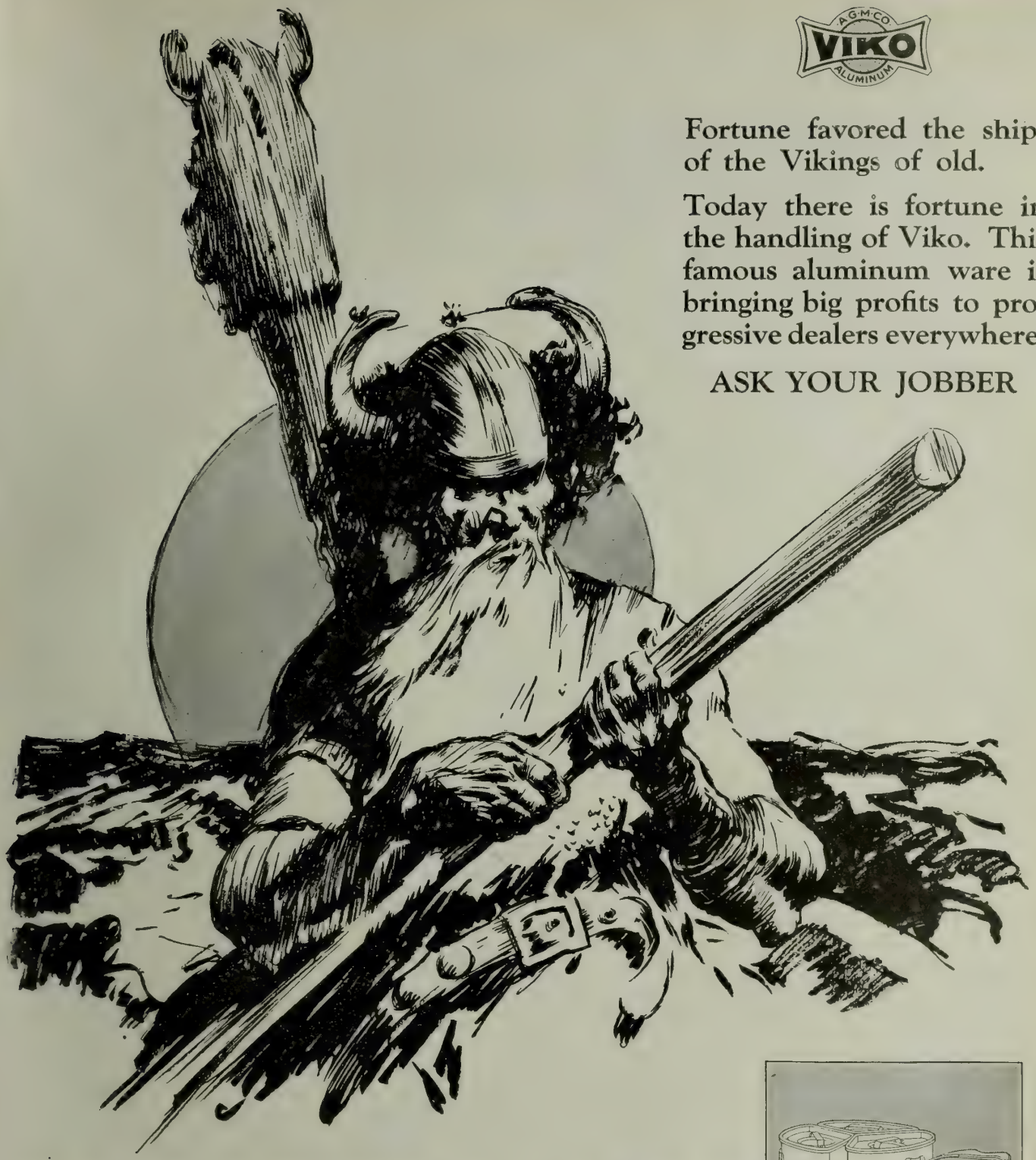
Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.




FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of LUFKIN Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

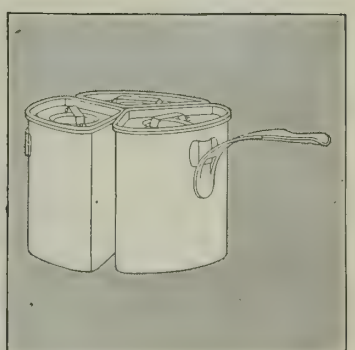


A·G·M·CO VIKO ALUMINUM

Fortune favored the ships of the Vikings of old.

Today there is fortune in the handling of Viko. This famous aluminum ware is bringing big profits to progressive dealers everywhere.

ASK YOUR JOBBER



Triplicate Sauce Pan—One of the many Viko utensils

# VIKO

## The Popular ALUMINUM

# McKINNON RADIATORS

## *Really Cellular*

The very simplicity of the McKinnon Radiator is what appeals to the car owner. He knows that injuries to his radiator can be easily and quickly repaired. He knows that if an accident happens and his radiator is punctured he can still proceed on his way. He merely plugs up the leaking cells with wooden plugs, chewing gum, tire dough or any adhesive substance, and drives on to *your* repair shop.

You quickly cut out the damaged cells, fit in a new cell or two, and solder the outside edges, front and back. You can make these repairs without much delay.

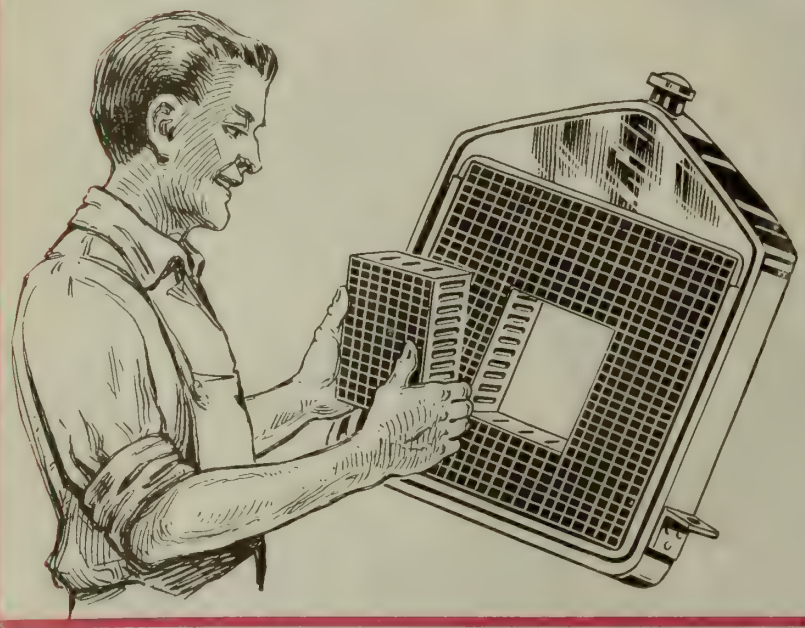
*Simplicity of temporary repair and rapidity of permanent repair* are good selling points for McKinnon Radiators.

McKinnon Radiators are carefully tinned inside and out to prevent corrosion.

The sides are straight downward and corrugated, thus agitating the water and increasing the cooling power of the radiator.

Every dealer and garage man should carry our "really cellular" radiators.

The most serviceable radiator made.



McKinnon Industries Limited

ST. CATHARINES, ONT.
CANADA

# HARDWARE AND METAL

Vol. XXXI
No. 49

PUBLISHED EVERY SATURDAY SINCE 1888

DECEMBER 6
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



## The Sign of Quality

A prosperous and profitable paint business can only be built up with QUALITY Products. Full value must be given for money invested to bring in repeat orders.

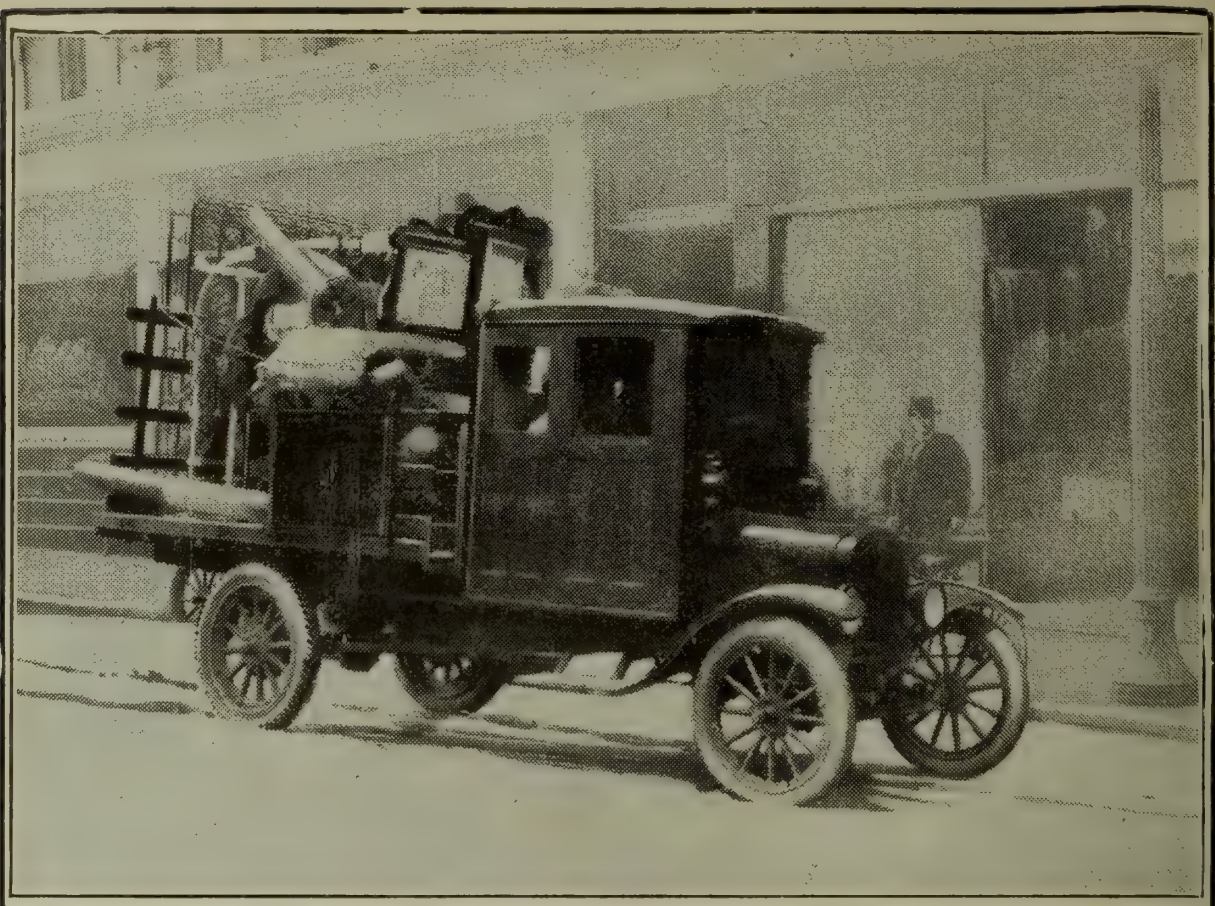



# MARTIN-SENOUR
## PAINTS AND VARNISHES

are all of the very highest quality.—Our guarantee assures this.—Then besides quality in the product, we also provide the highest quality selling helps, such as nation-wide Newspaper and Magazine Advertising, Poster Showings, Window Trims, Outdoor Signs, etc. This combination makes the Martin-Senour Dealer Agency proposition worth your earnest consideration.

*We are ready to place our proposition before you. If interested write us now.*

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



# A Store is Judged Largely by its Delivery

"WHEN can you send it?" "Can I get it to-day?"—these are the questions you hear day in and day out from your customers.

"It will be there before noon—before 5 o'clock." "It will be there before you get home." These are the answers that please your customers and bring them back to trade at your store.

When you buy a Ford One-Ton Truck you will surprise your customers by prompt delivery. It will take the place of three horses and three men, and for the occasional long trip to the next town, to the outlying country, for delivering and bringing in supplies—it will prove invaluable.

138

Ford One-Ton Truck (Chassis only) $750 f. o. b. Ford, Ont.

## Ford Motor Company of Canada, Limited

**Ford, Ontario**

HARDWARE AND METAL, December 6, 1919. Volume XXXI., No. 49. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



# *THE TRAIL OF THE STORM*

## The recent wind-storm left a big demand for Roofing.

## Here is an opportunity for you.

Samson Roofing is the most satisfactory roofing to sell, and we can take care of your orders promptly.

# SAMSON Roofing

**H. S. Howland, Sons & Co., Limited**
**TORONTO**




# The Kettle with the Cool Handle

TEA KETTLE No.265

# UNIVERSAL ALUMINUM WARE

FOR over fifty years "Universal" devices have led a consistent crusade against the crudities that encumber the home kitchen and turn it into a warehouse. Countless thousands of housekeepers have bought "Universal" kitchen utensils—to their satisfaction. They are the women to whom you can now sell the new Universal Aluminum Ware—the better kind for **cleaner cooking** and **easier cleaning.** "Universal" is built stronger to last longer than the usual run of aluminum ware. Proof is yours for the asking. Ask to-day.

***Canadian Representative:*** **A. Macfarlane & Co., Ltd., Montreal, Quebec**

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN.

**Back of the UNIVERSAL Trade Mark is a manufacturing experience of over half a century**

# THE HATCH
## Garage Door Outfit



**The Set Includes:**

3—Special Swivel Door Rollers.

22 Ft. of Track.

3—Pairs Special Garage Door Hinges.

2—Stay Rollers (Floor Guides).

2—Extra Heavy Garage Door Handles.

1—Safety Hasp (For Fastening Doors Outside.)

1—Hook and Eye (For Hooking Back Swinging Section Inside.)

### Garages Building as Never Before!

Automobiles in Canada have increased more than three times over in the last three years. Every auto owner needs garage hardware.

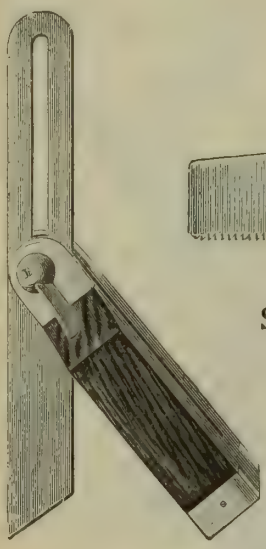
This set comes packed complete in a wooden box with all necessary screws and bolts; track in a separate bundle.

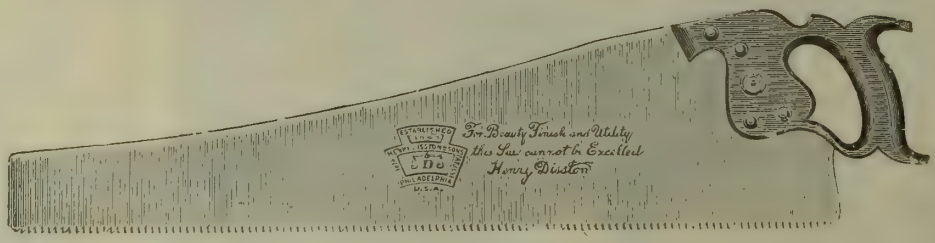
## Canada Steel Goods Co., Limited
### Hamilton, Canada

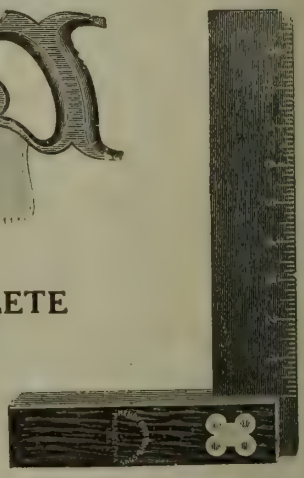
# Christmas Business

***Any of DISSTON Brand Tools will make an excellent Christmas Gift***
***The service-giving quality will last for generations***

We ship **Disston** mail orders the day received





**SEE OUR No. 50 CATALOGUE FOR COMPLETE DESCRIPTIONS AND ILLUSTRATIONS**

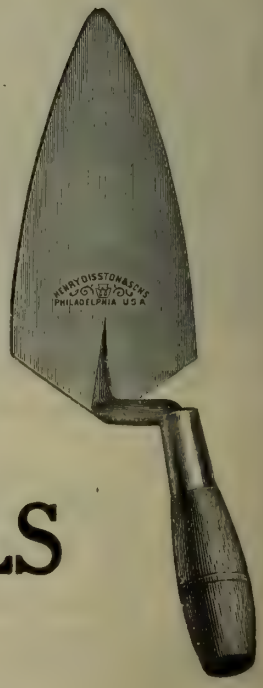
Are you going to be one of the dealers who cash in on Christmas business?

Make a special drive for it this year—and let Disston help!

The same people who regularly read about Disston Saws and Tools in their papers and magazines will be your Christmas buyers — appeal to them through the familiar name Disston.

The Disston message of better saws and tools reaches nearly every different type of customer you have.






# DISSTON

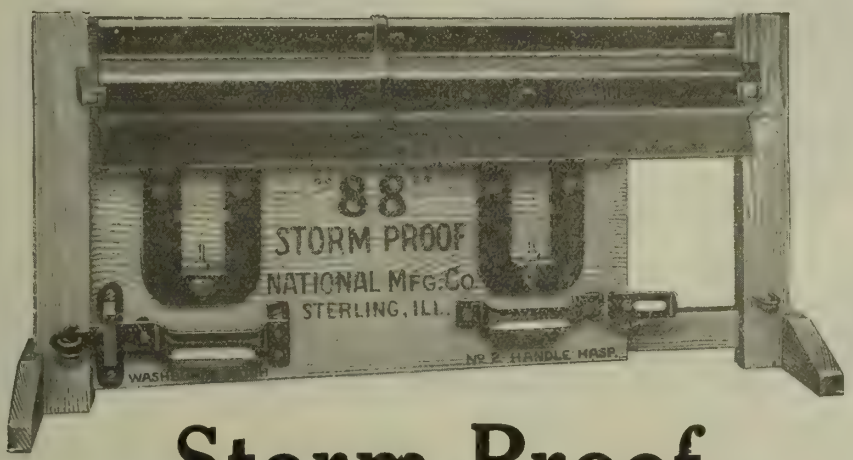
# HIGH-CLASS TOOLS

## SOLD FOR NEARLY FIFTY YEARS

**WE ARE HEADQUARTERS FOR DISSTON GOODS**

# LEWIS BROS., LIMITED, MONTREAL

# "88"




# Storm Proof

This illustration shows the model of the "88" Storm Proof. The articles shown are all full size—taken from stock. We also furnish a similar model demonstrating the No. 66 or No. 77 Hangers.

These models are a great selling help. You should have one.

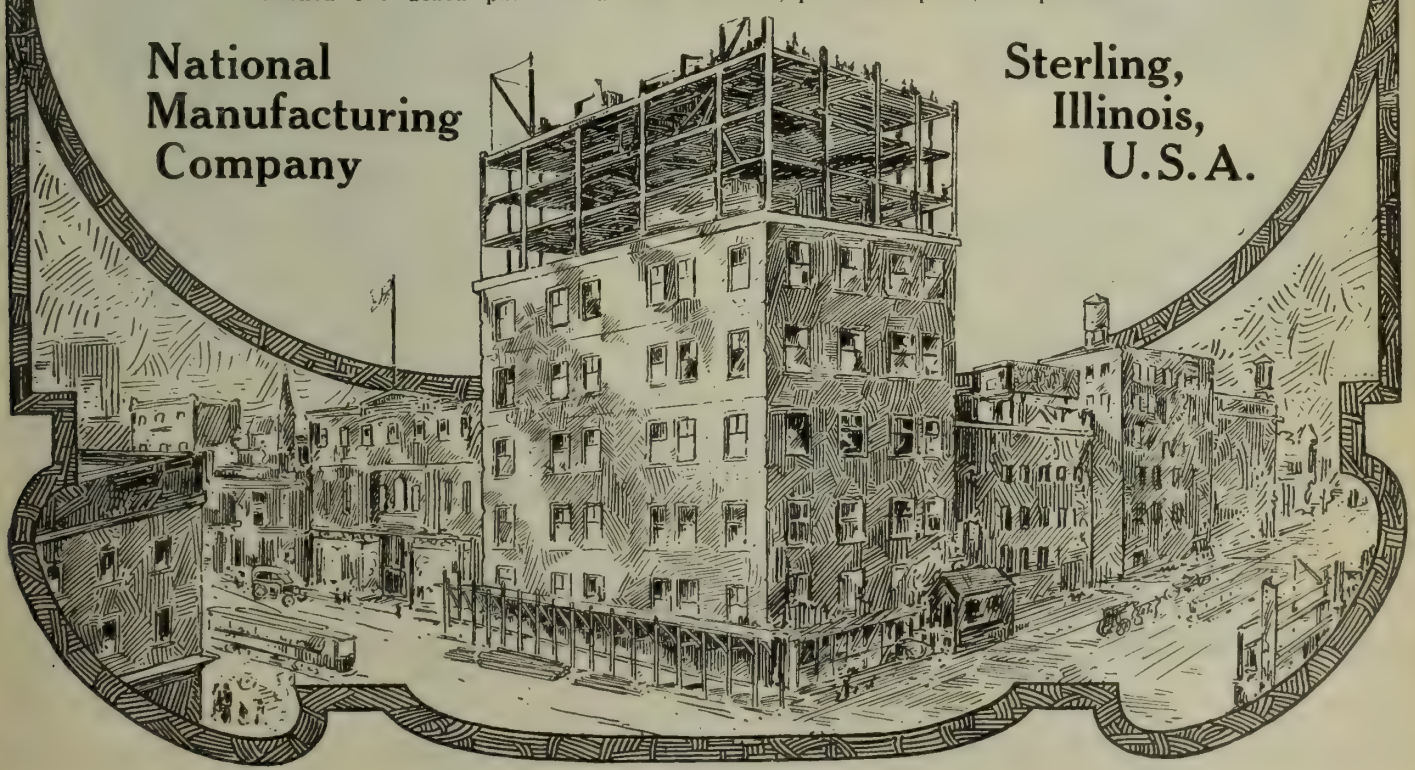
The 88 Hanger carries the door closer to the retail than others. It has adjustments both laterally and vertically. Examine the model shown.

The Hangers are packed one pair in a box, with bolts for attaching the Hangers to the door; also lag-screws and end-caps for the rail. Each box contains, also, a set of illustrated directions for attaching the Hangers and rail.

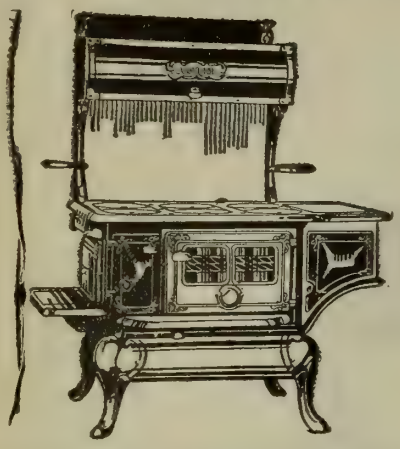
**Packed one dozen pairs in a case. Weight, per dozen pairs, 113 pounds.**

**National Manufacturing Company**

**Sterling, Illinois, U.S.A.**

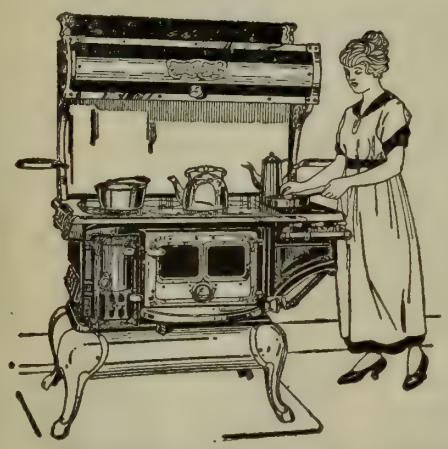


# PROFIT PRODUCERS



**SOUVENIR CAST IRON RANGE WITH RESERVOIR**

One of the best selling ranges. Well made and highly finished. Guaranteed to cook and bake perfectly. Fitted with large and roomy cast-iron fire box with corrugated linings which add life to the fire box and heating surface to oven. Exceptionally well made in every particular.



**SOUVENIR COMBINATION COAL AND GAS RANGE**

An ideal range which eliminates all worries about fuel supplies. This range bakes and cooks perfectly with coal, coke, wood or gas. Coal or gas can be used separately or both at the same time. Can be changed from coal to gas without the use of tools, in one minute. Every range guaranteed. Six holes for coal, three for gas.

SOUVENIR Ranges and New Idea Furnaces create sales which reward the dealer liberally.

The chief reason for selling Souvenir Ranges and New Idea Furnaces is—you make money by it.

The second reason is—you are giving your customers a stove or furnace which will more than satisfy them; one which will compel their admiration and praise. Every time your customers boost you receive the benefit—so the first thing to do is sell a few Souvenir Ranges and New Idea Furnaces to the people in your locality and a steady, ever-increasing trade in this line will soon be built up.

Don't be satisfied with good enough—get more. Here is your chance. Sell Souvenir Ranges and New Idea Furnaces.

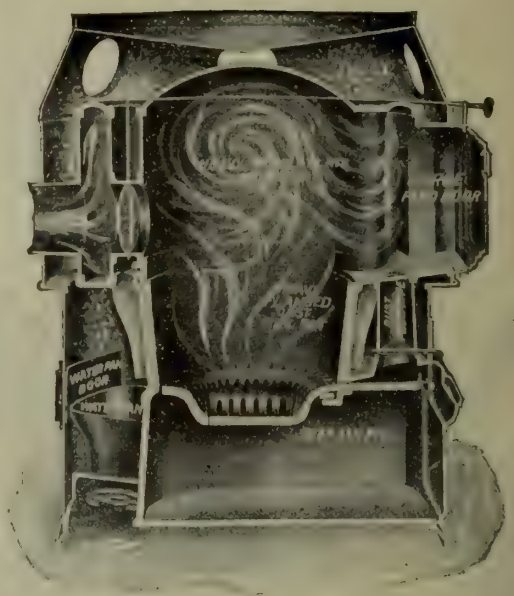
**THE SOUVENIR CAST IRON RANGE**

A range which gives absolute satisfaction and can be depended on to bake and cook perfectly. Every range is guaranteed. Made in a new plan pattern, this range is easy to keep clean and bright. Glass oven doors, oven thermometer, white porcelain enamel back and wide warming closet

**THE NEW IDEA WARM AIR FURNACE**

The proper, satisfactory way of heating homes, business houses, etc., is with this New Idea Furnace. The New Idea combines all the latest and best known features for supplying moist hot air, where you want it, when you want it and in any quantity you want. The New Idea is a perfect piece of workmanship.

The fire pot is in one piece, very heavy and guaranteed for five years. The New Idea is fully guaranteed and is the premier furnace for giving real service.



**WRITE US FOR PRICES AND SPECIAL INFORMATION**

**THE HAMILTON STOVE & HEATER CO., LIMITED**
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER. WINNIPEG. MONTREAL.

**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**

Western Representatives—Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg; Mr. W. G. Chester, Hamilton St., Vancouver

# WILT

## HIGH SPEED AND CARBON TWIST DRILLS

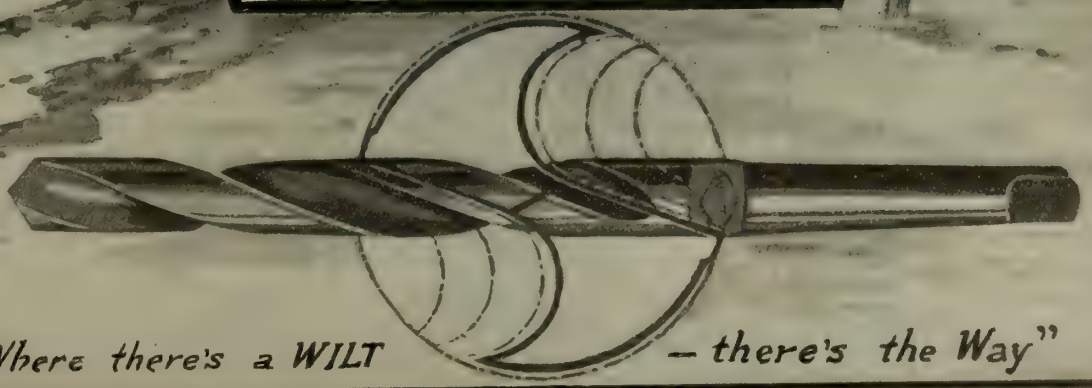
## REAMERS AND MILLING CUTTERS

## Quality First

**A High Standard** of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters. QUALITY FIRST** is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

**WILT TWIST DRILL COMPANY**
OF CANADA, LTD. WALKERVILLE, ONT.
London Office:—Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



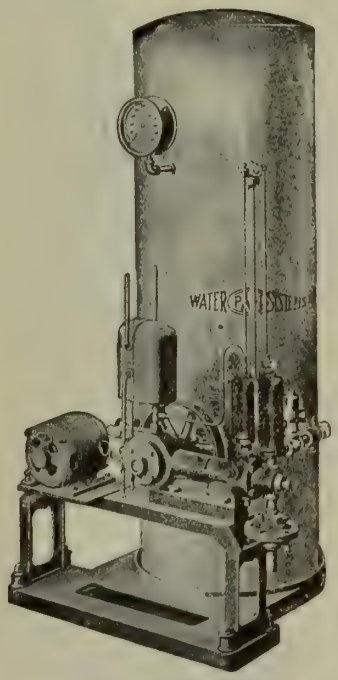
*"Where there's a WILT — there's the Way"*

# *Northern Electric*
# POWER AND LIGHT

The complete line of Electric Farm Plants and Accessories

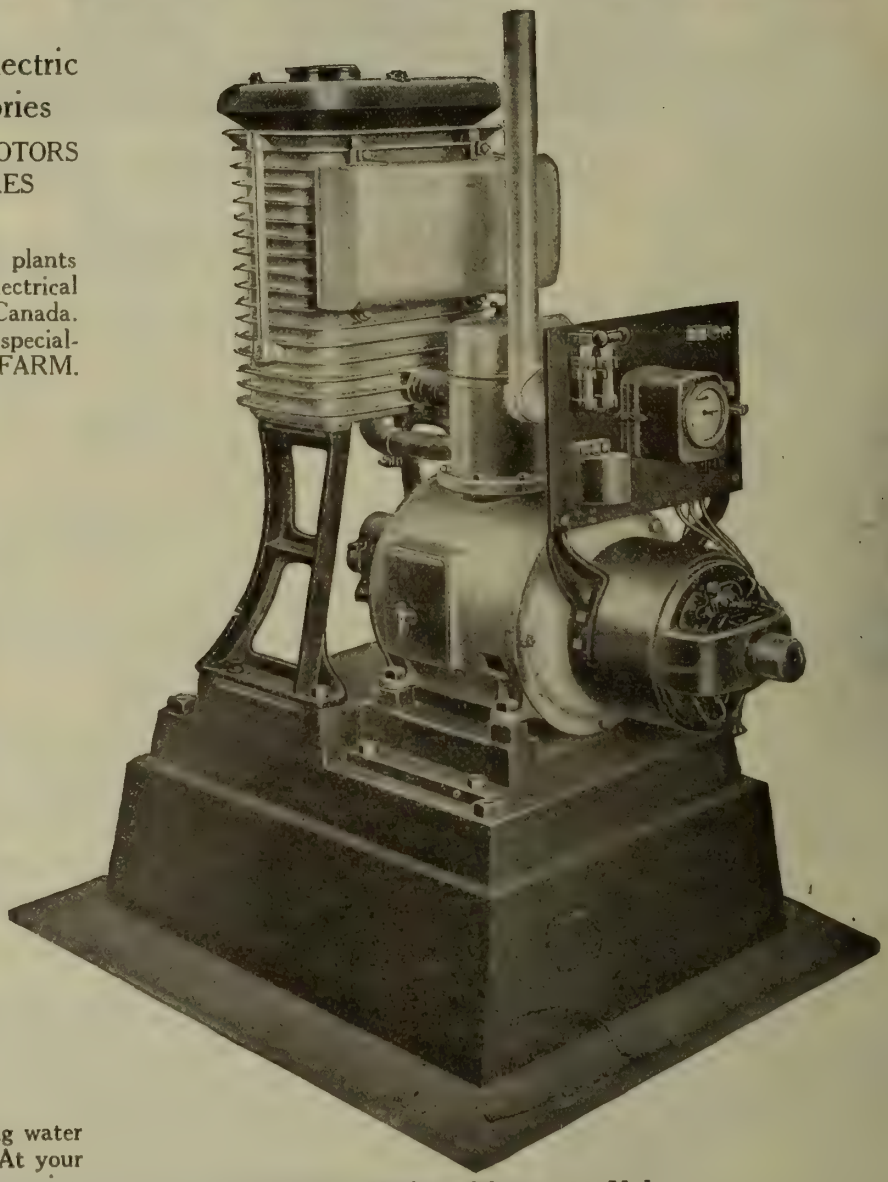
PLANTS---WATER SYSTEMS---MOTORS
HOUSEHOLD DEVICES---WIRES
AND SUPPLIES

Northern Electric Power and Light plants are backed by one of the largest electrical manufacturers and distributors in Canada. For more than twenty years we have specialized in electrical supplies FOR THE FARM.



**Tank and Motor**

Hundreds of farmers are now buying water systems. Are you selling them? At your service, the most complete line---any size. Automatic---Air pressure---open tank or hand controlled.



**¾ KW—Utility Plant—32 Volt**

***The greatest value ever offered the Canadian Farm***

*DEALERS:*

*The Electric Farm Plant field is practically untouched. Your prospects are numbered by the thousands. You can get into this profitable business by writing our nearest house to-day.*

## *Northern Electric Company*
LIMITED

Montreal
Halifax
Ottawa

Toronto
London

Winnipeg
Vancouver

Regina
Calgary
Edmonton

By Product Coke

Hamilton Pig Iron

Open Hearth
Steel Billets

Steel and
Iron Bars

Open Hearth
Steel Sheets

Drop
Forgings

Quality

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

Service

Railway
Fastenings

Wrought
Pipe

Pole Line
Hardware

Screws & Nails

Bolts Nuts & Washers

Wire & Wire Products

*Have You*

# Slow Stock

*and*

# Stickers?

*Suppose You Could Sell Them All At a Cost of Only*

## $5?

"Through your Sales Bureau I have been able to turn over several hundred dollars' worth of slow sellers and stickers."

*—Extract from a Letter*

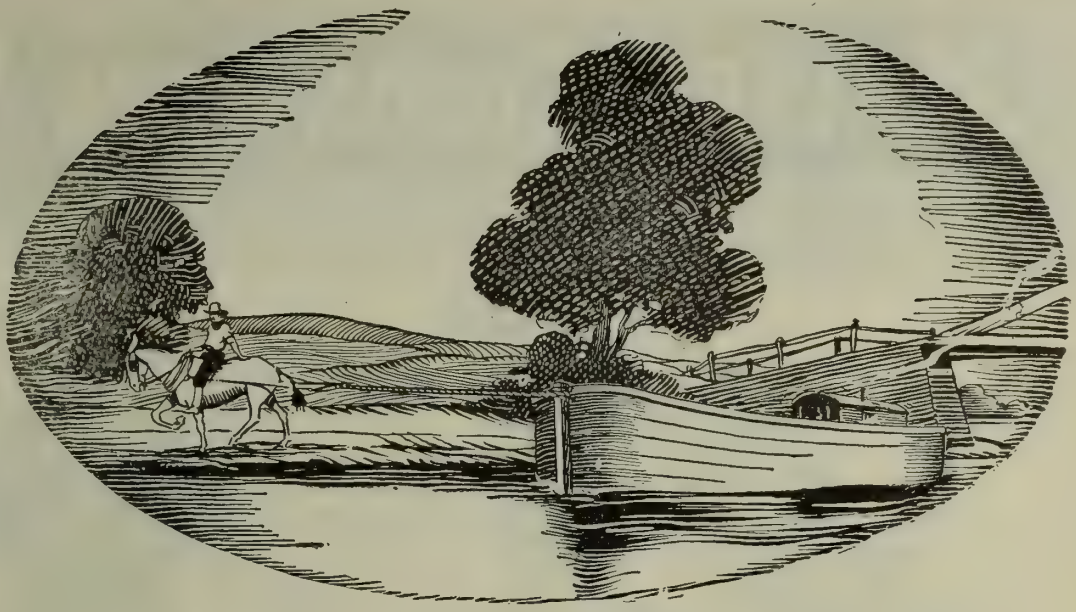
The Sales Bureau to move dead stock; a Collection System worth while; a useful Cost Price Service Book; supplies of Lien Notes and other useful blank forms are features that make membership worth while in the Ontario Retail Hardware Association. Every year there is a convention at which members interchange valuable ideas about the hardware trade.

***Membership, with all the privileges mentioned, is only $5 a year.***

**The Ontario Retail Hardware Association**

**W. F. MacPherson, Secretary**

**PRESCOTT -:- -:- ONTARIO**



# "CLINTON'S DITCH" THEY CALLED IT

THE crazy notion of a visionary man. But De Witt Clinton had faith—faith that the Erie Canal would open up to America and the world the untold riches of the middle west, and on October 26, 1828, the first boat arrived at Albany.

Beside the little stream at Plymouth the wheels hummed in the rope walk (then four years old) as the fiber was spun into yarn and the yarns twisted into tow lines for use on the canal, and hawsers and rigging for the merchant marine which was to help open to the world the great riches of America.

Plymouth was good rope then, it is good rope now. It is the rope you can trust.

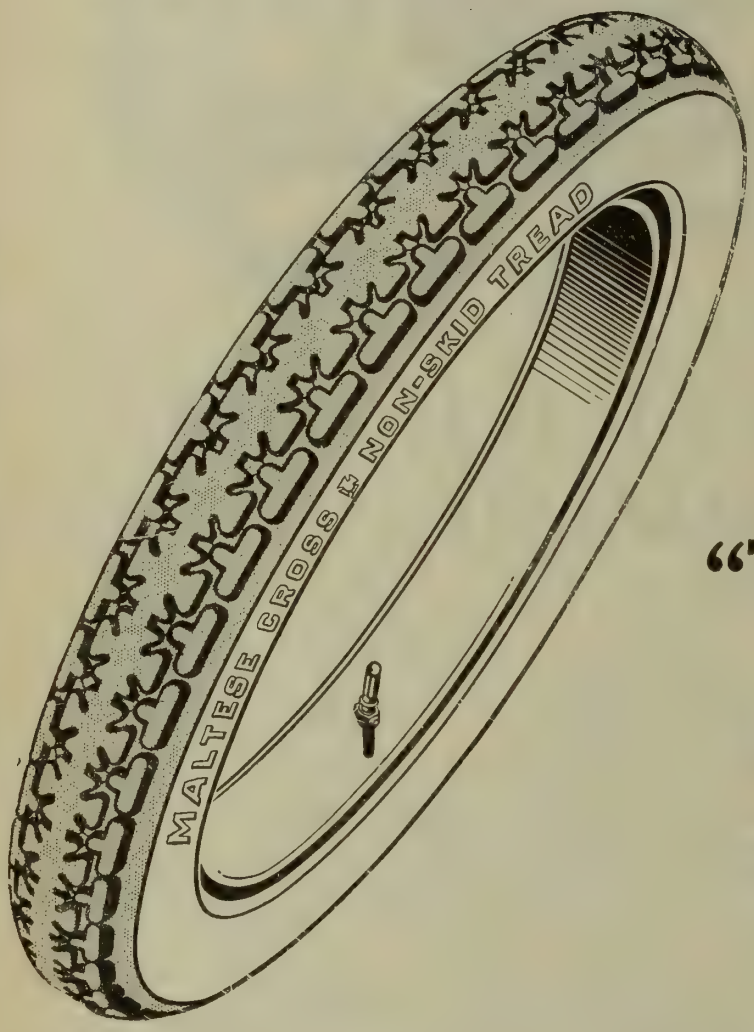
# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 4

# MALTESE CROSS TIRES




GUTTA PERCHA & RUBBER LIMITED
TRADE MARK

## "The Tires that Give Satisfaction"

That's what your customers call them. The bulk of the tire trade of your locality will come your way if you display and sell

## Maltese Cross Tires

A great number of motorists will be equipping with new tires for the winter season and you can secure this business if you make your store "Tire Headquarters." Motorists realize the long-wearing qualities of Maltese Cross Tires and are ready to buy them. See that you display Maltese Cross Tires regularly.

## *Gutta Percha & Rubber, Limited*

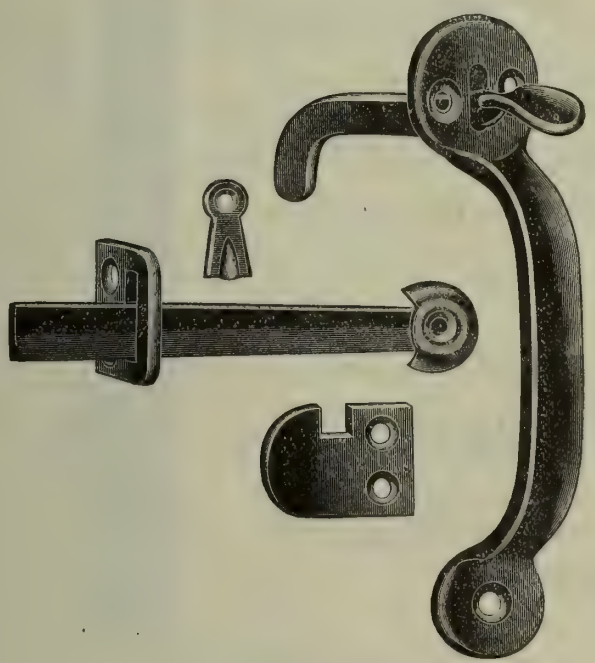
***Head Offices and Factories, Toronto***

***Branches :*** **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.**

CANADA
FOUNDRIES & FORGINGS
LIMITED

# For The Many Outside Doors

## Offering Immediate Shipment



# DIAMOND G THUMB LATCHES

SEE YOUR JOBBER

PRODUCED AT

## JAMES SMART PLANT

BROCKVILLE, CANADA

# *How many of these men do you sell?*

## Starrett Tools

have been accepted as standard for over 39 years. From the Apprentice to the Owner, the name of STARRETT on a tool establishes its quality, accuracy and utility.

***Write for Catalog No. 21 "MA."***

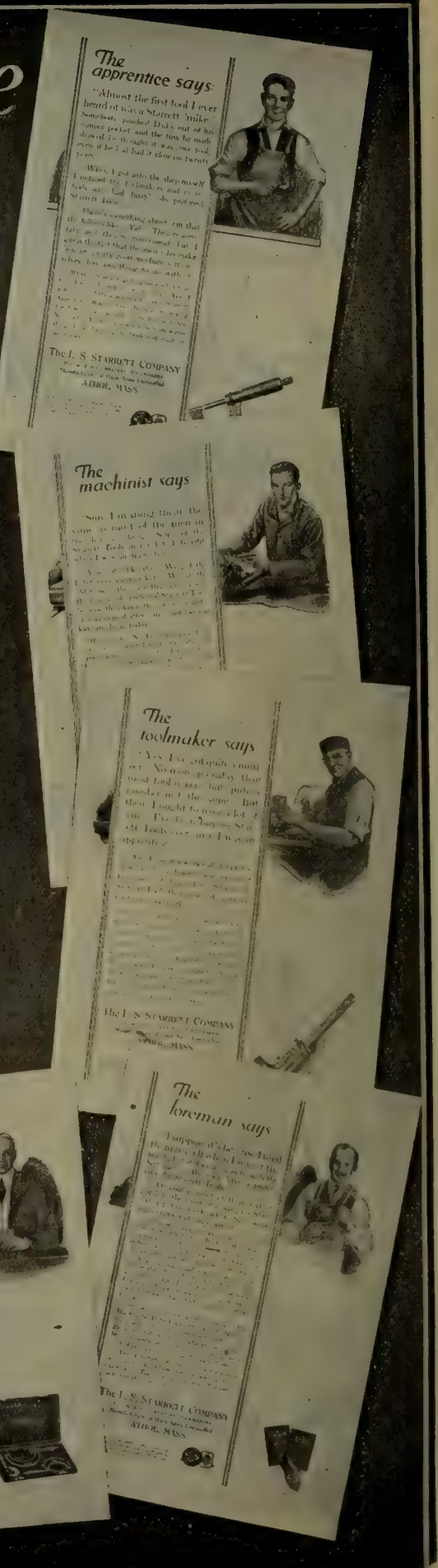
## The L. S. STARRETT CO.

***The World's Greatest Toolmakers.***
***Manufacturers of Hack Saws Unexcelled.***

**Athol, Mass.**

42-2

STARRETT TOOLS



# When Quality, Moderate Price and Satisfaction Go Hand-in-Hand

The selling of household necessities such as Ranges, Furnaces, Heaters and Cooking Utensils, gives the retail business man an exceptional opportunity to use his foresight and judgment. These articles, in daily use, call for ready sale when properly handled and marketed. To convince your clientele make them feel that for money expended they have received more than equal value. Do so, by accepting the verdict of more than three generations of Canadian consumers and handle

## McClary's PRODUCTS

### Makers of Good Stoves and Cooking Utensils For Seventy-Three Years



Two of our leaders—the famous "Sunshine" Furnace and "Pandora" Range. Always acceptable to the discriminating buyer because they have never lost their unique standard of quality. Both have lived through a long period of exceptional tests until to-day they are in universal use.



One point of "Sunshine" superiority—the Dome and Radiator is made of "Armco" rust resisting iron—a pure iron of remarkable durability that successfully overcomes the injurious effects of coal gases.

The nickeled oven of the "Pandora"—keeps the oven clean, fresh and sanitary. The buyer, who understands the value of good baking results will accept the Pandora Oven as the irreproachable standard.

Those who have helped to market these two dominating products have done so, because they have been consistent sellers—accept the opportunity to add to your profits for the coming year of 1920. Our nearest branch will appreciate sending you the complete information.

## McClary's

**LONDON TORONTO MONTREAL WINNIPEG VANCOUVER**
**ST. JOHN, N.B. CALGARY SASKATOON HAMILTON and EDMONTON**

# Sterling Spark Plugs




As sure, as unfaltering as the tick of the clock, Sterling Spark Plugs deliver ignition that means full power in every cylinder.

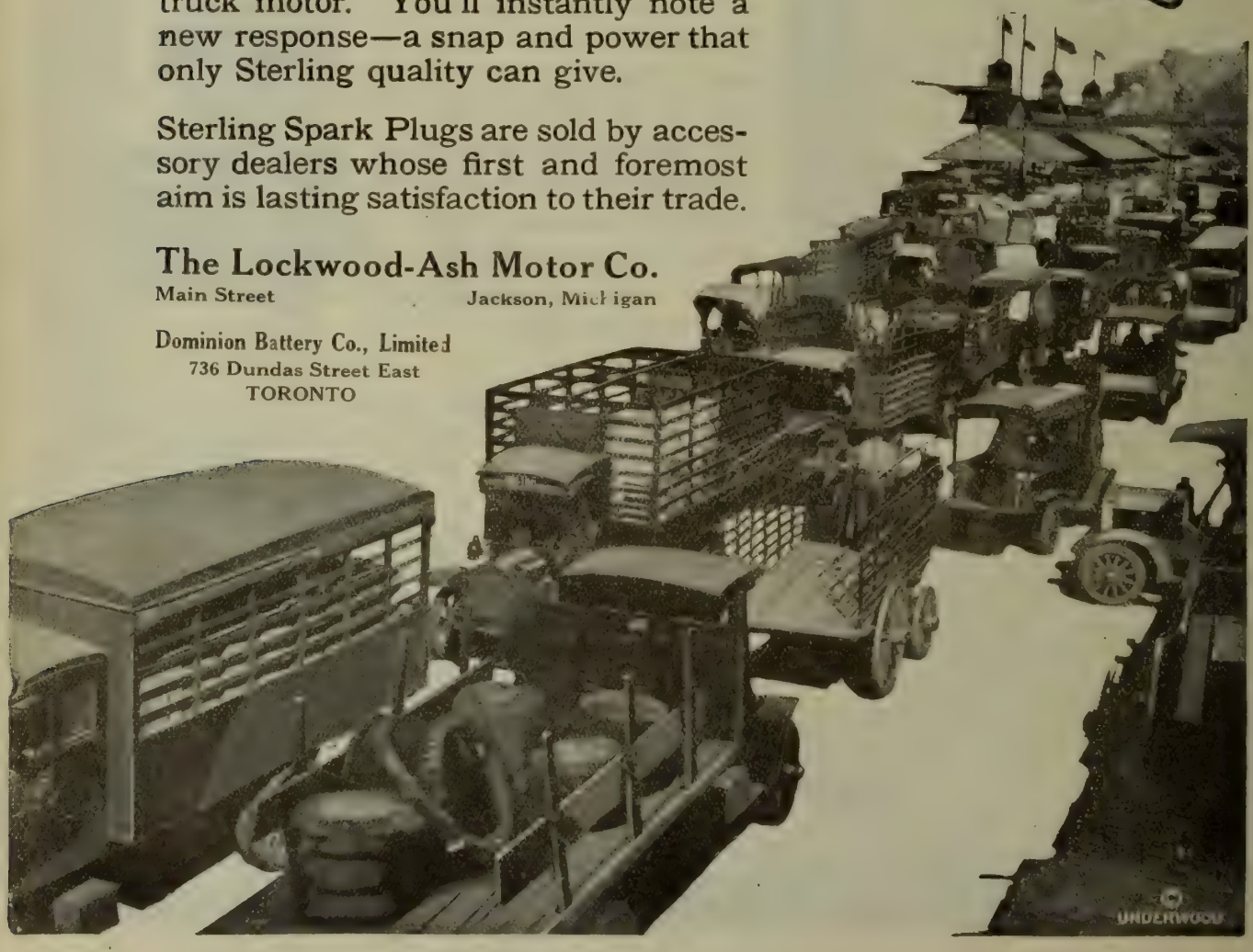
In congested business districts, on main city thoroughfares, on interurban highways, Sterling quality has measurably added to the success and economy of "Ship by Truck."

Put a set of Sterling Plugs in *your* truck motor. You'll instantly note a new response—a snap and power that only Sterling quality can give.

Sterling Spark Plugs are sold by accessory dealers whose first and foremost aim is lasting satisfaction to their trade.

**The Lockwood-Ash Motor Co.**
Main Street Jackson, Michigan

Dominion Battery Co., Limited
736 Dundas Street East
TORONTO



GURNEY-OXFORD

# WINTER IS HERE



How is your stock of Base Burners? Now is the time to cash-in on the demand. We have a good supply of Gurney-Oxford Oaks and Firesides ready to go forward. Drop us a line or wire your requirements.

On the left is illustrated the Gurney-Oxford Oak Heater, made in three sizes. This is one of the best modern-priced Base Burners on the market.



On the right is the Gurney-Oxford Fireside Heater. Note the large mica doors and the beautiful nickel trim. The Fireside is a self-feeder and will burn without attention for considerable length of time. Write for our catalogue describing our full line of Stoves and Ranges.

## The Gurney Foundry Company, Limited

TORONTO, ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney North-West Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver

# Davidson

## *Quick Sellers for the Busy Christmas Sales*

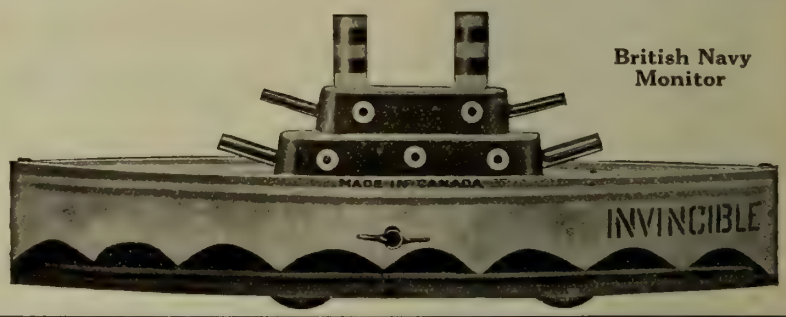
Child's Sets in Premier, Colonial and White Enamelled Ware. Neatly packed in cartons to prevent chipping. Displayed on shelf or counter, these, and Davidson toys like the Monitor shown, sell themselves.



Child's Set--Nine Pieces

## The Thos. Davidson Mfg. Co., Ltd.

**Toronto Montreal Winnipeg**




British Navy Monitor



# Include a "1900" Washer In Your Christmas Display

Let your Christmas window contain useful gifts, displayed in such an attractive manner that the man shopper cannot fail to step inside and become your customer. We suggest as the "centre-piece" for such a window a "1900" Cataract Electric Washer. Many a man passing that window will think of his wife's problem over "getting the washing done"—and will decide that the "1900" Cataract Washer is worthy of investigation.

And with this washer—"to investigate" is "to buy."

You can convince him—easily—that this "Cataract" is a real, all-the-year-'round solution to one of the greatest problems in his home—that our exclusive "figure eight" motion washes clothes in a manner that beats the old "tub-and-rub" way; and that—unlike many machines—it cannot tear or injure the clothes.

If you are interested in profits, you should be interested in the "1900" proposition. The line includes all types of washers—hand power, water power and engine power—each the best of its type. Not only has the "1900" dealer the quality wherewith to make sales—but he has also the "well advertised" line. A continent-wide campaign is carrying the message of "1900" superiority into every home in the land.

Do not delay—get busy to-day—and write us for the information that will convince you of the profits you can make selling this make of machine.

## The Nineteen Hundred Washer Company

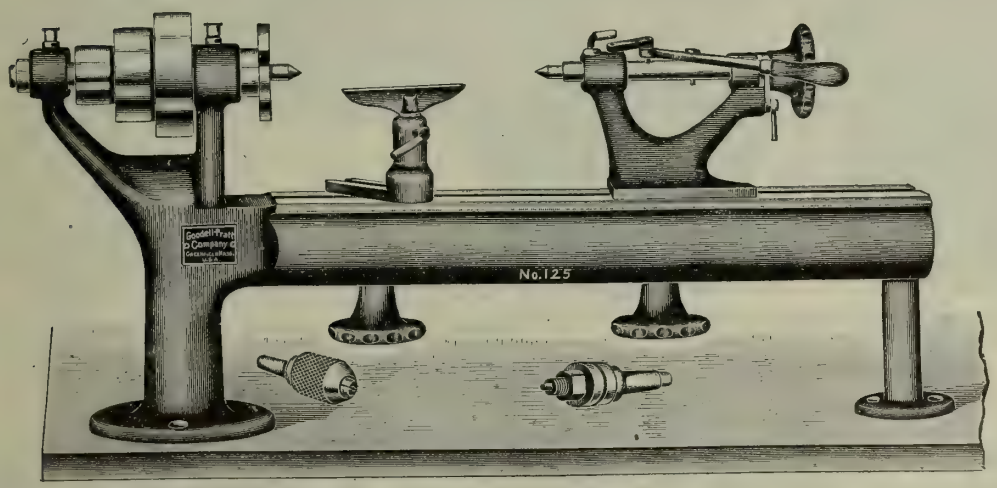
**357 Yonge Street, Toronto**

# GOODELL-PRATT

## 1500 GOOD TOOLS

# Amateur Bench Lathe

### No. 125 and No. 494



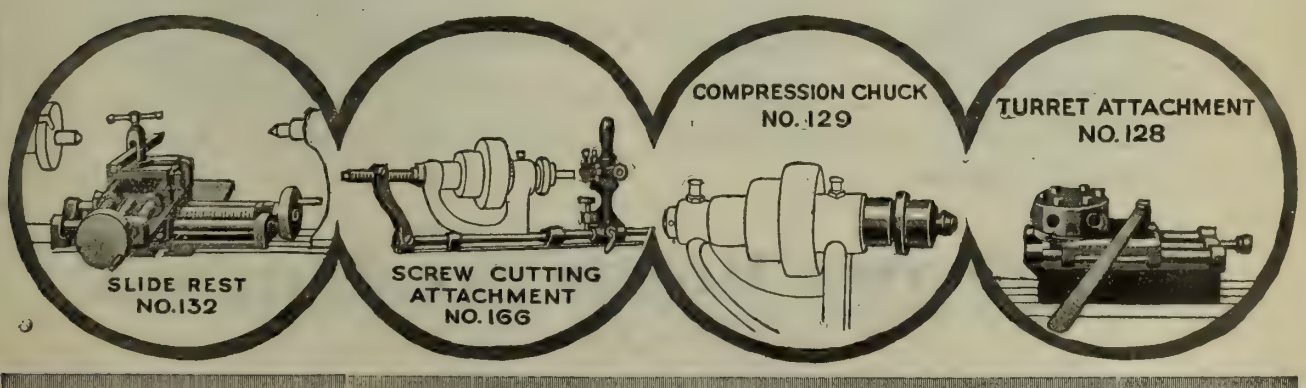

Two models, serviceable, practical, reasonably accurate, and made to sell at a moderate price. They are substantially constructed and designed particularly for Amateurs, Designers, Trade Schools, Experimenters, etc.

The attachments which we make especially for these machines permit an almost endless variety of work.

These lathes are very popular sellers and allow a good margin of profit.

**Send for our catalog.**

**Goodell-Pratt Company,** *Toolsmiths* **Greenfield, Mass., U.S.A.**



# Known from Coast to Coast

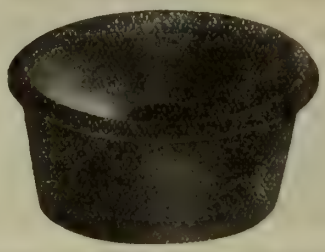
## EDDY'S Silent Five




The recognized standard in Canadian-made matches. Silent striking. Non-Poisonous. No After Glow. They're made by EDDY—and Eddy's Matches have satisfied Canadians for more than sixty years.



## EDDY'S Indurated Fibreware

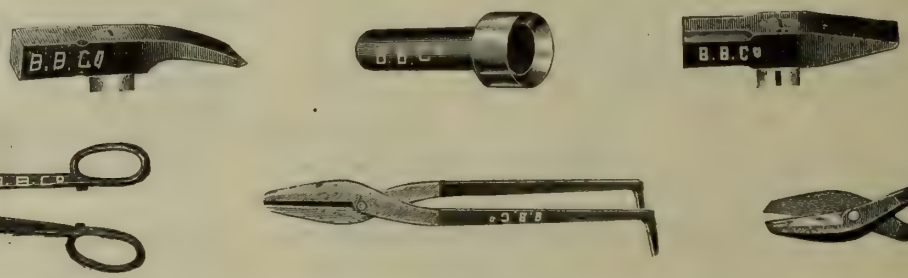


Durable, Light and Extra Strong these Fibreware Utensils are everywhere replacing the old wood and metal products. Washtubs, Washboards, Milk Pails, Butter Tubs, Household Pails and many other household utensils are all included in this Eddy line. Just as dependable as Eddy Matches.

*Link up your displays with Eddy Consumer Advertising and get your share of the popular demand.*

**The E. B. Eddy Co., Limited**
**Hull, Canada**

# Tinsmith Tools




## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

## The Brown Boggs Co., Limited

**Hamilton, Canada**

# BUR-NOR Hardware Specialties For More Turnover

*(Guaranteed)*

## CHEST OR DRAWER HANDLES

**No. 800**

Handle Can Not Raise But Halfway Up



Made of Steel Stampings
Black Enamel Finish

Strong, Light, Durable

Will Not Injure Hands

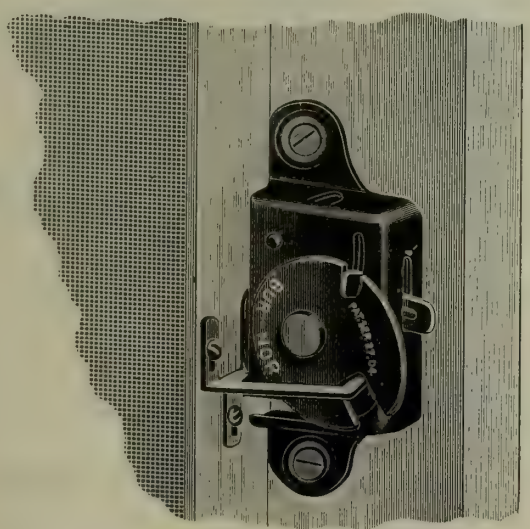
**Manufacturers of BUR-NOR All Steel Hatchets.**

**The "B-N" line of Ford Parts are ours.**

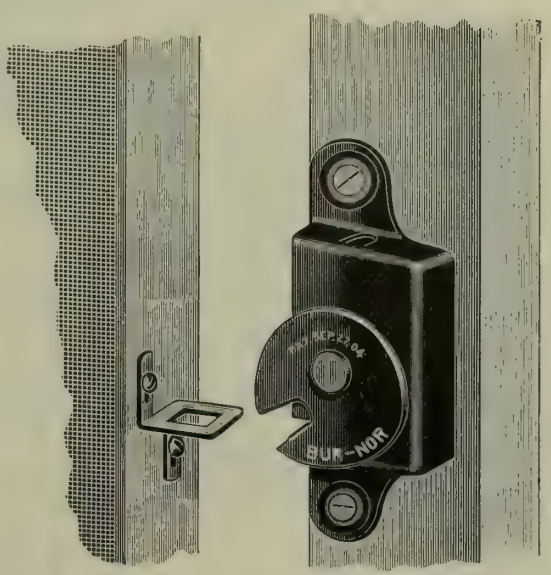
*Actual Size*

## BUR-NOR Screen Door Catch

**Show Your Customers These "Pulling" Features**



No. 3A With Lock
Showing the door closed and locked.



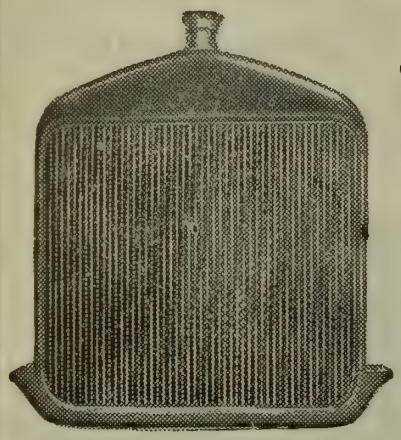

No. 2A Plain
Showing the Door Open.

***Samples to Jobbers on Request.***

## Burgess-Norton Manufacturing Co.

**Geneva, Ill., U.S.A.**

# A Frost-Proof Radiator



## "Perfecto" Radiators

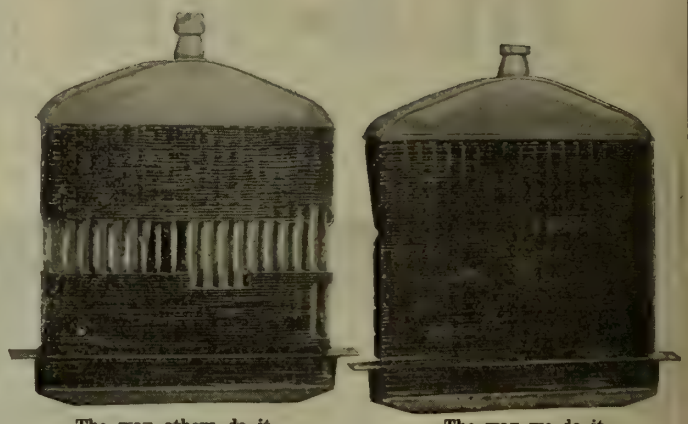
are built on scientific principles, with the greatest cooling surface made. No overheating in summer. We know the capability of the "Perfecto" Radiator thoroughly. As an evidence of our confidence in the superiority of the "Perfecto" we offer the following guarantee:

"The undersigned hereby guarantee the "Perfecto" Frost-Proof Radiator, numbered 1919-20, against frost for the coming winter ending March 31st, 1920, by replacing same with our new Perfecto Radiator if same has been burst from frost.

"Guarantee Sheet Metal & Roofing Co."

A MONEY-MAKING AGENCY.

A splendid opportunity to increase your turnover lies in "Perfecto" Radiators. Write to-day—a post card will bring the proposition. Ford size, $50. Estitmates free on other sizes.



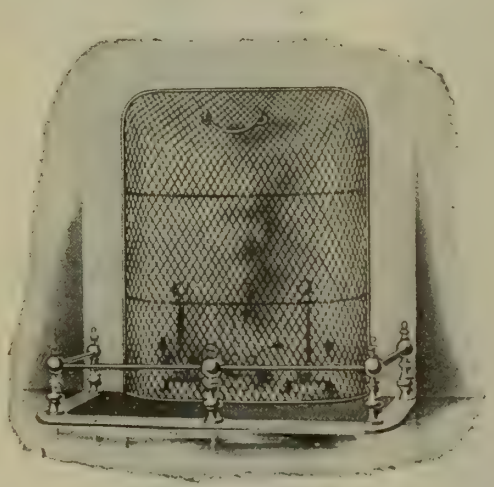
The way others do it. The way we do it.

## Radiator Repairs

If it's repairs, we have the most up-to-date Radiator Repair Department in Western Canada. Give us an opportunity to demonstrate for you the right kind of repairs—the kind that satisfy.

**Guarantee Sheet Metal & Roofing Company**

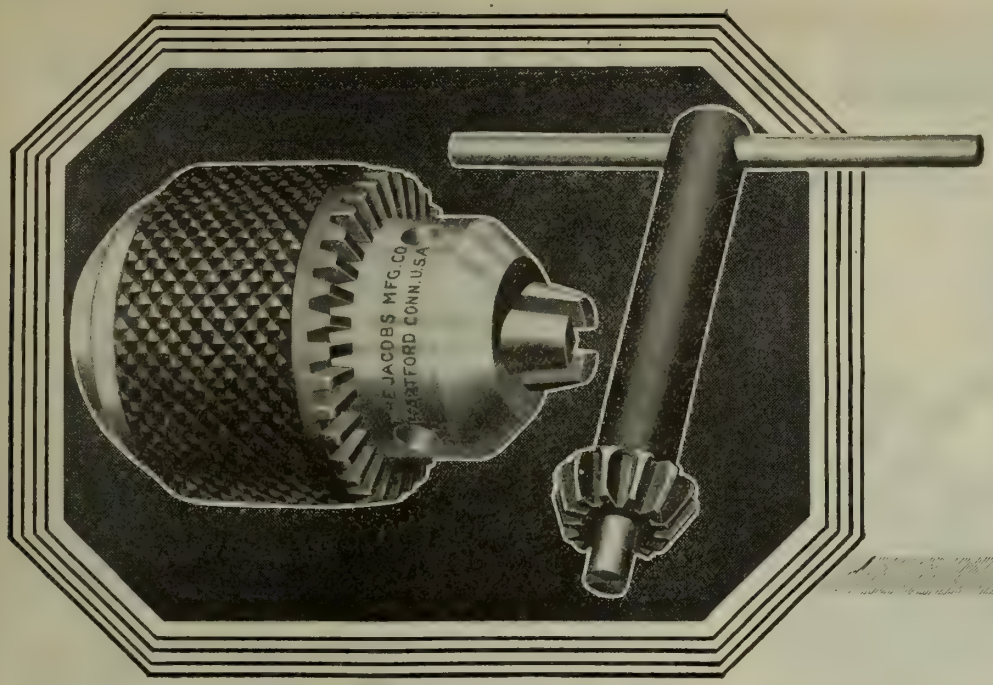
**490 Portage Avenue, Winnipeg**



# Fire-place Screens
# Wire Cloth
# Wire Counter Guards
# Wire Grilles
# Wire Partitions
for tool-rooms and stock-rooms
# Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED

**WIRE WORKS: St. Henry, MONTREAL**




## A RISING DEMAND

Industry the world over is quickening in response to the cry for faster production of necessary goods. New factories are being built, new machinery is being installed, time-saving methods are being everywhere introduced.

As a result the demand for Jacobs Chucks is greater than ever. Mechanics prefer them for their ease in adjustment, their strength, and their accuracy; drill owners know that they save many minutes a day in changing drills.

Most Canadian hardware dealers find mill supplies their most profitable line. Write today for the chuck that is a business builder.

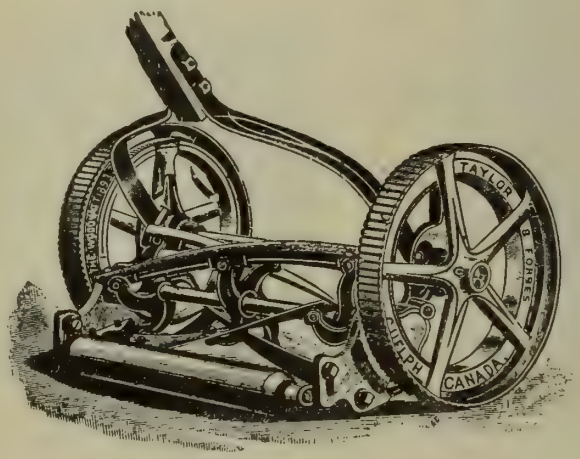
**THE JACOBS MFG. CO.**

**Dept. H.M.**

**HARTFORD — CONN.**

Jacobs Chucks

# Wise Buyers Are Ordering Their Spring Stock of Mowers—NOW




With labor and raw material conditions as they are to-day, it looks quite safe to assume that the scarcity of the past will be quite as marked next year as heretofore.

With this knowledge at hand it is quite reasonable and in order that your next season's stock in lawn mowers should be decided upon without further delay. Therefore, we ask those interested in the best that's made to place their order with us—now—so that we may anticipate and fill orders to the satisfaction of all concerned.

**Write us for prices and other details**

## Taylor-Forbes Company, Limited

*The Largest Manufacturers of Hardware in Canada*

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

Head Office and Works
**Guelph, Ont.**

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

# TRIMO

*The word Trimo*

stands for good tools made by the Trimont Mfg. Co., which are the following:

**The Trimo Pipe Wrench**
**The Trimo Chain Pipe Wrench**
**The Trimo Monkey Wrench**
**The Trimo Pipe Cutter (Hand)**

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

## TRIMONT MFG. CO.

**55-71 Amory Street**
**Roxbury, Mass.**
**U.S.A.**




TRIMO PIPE WRENCH
STEEL HANDLE



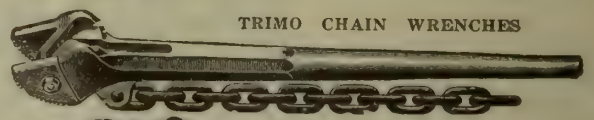

TRIMO PIPE WRENCH
WOOD HANDLE



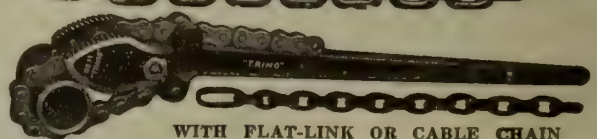

TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES




WITH FLAT-LINK OR CABLE CHAIN

*Look on Drawings for*

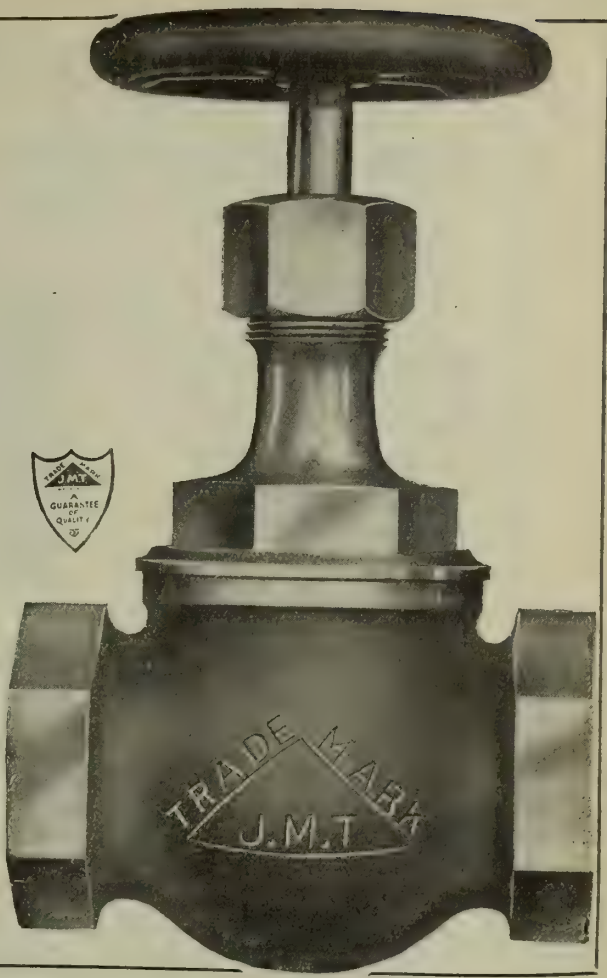
# "J.M.T."

*It's on most specifications*

**Morrison Valves** are so well known to men in the mechanical field that they seldom think of specifying others.

Engineers, draughtsmen and designers are responsible and answerable for the work they plan, so their action infers perfect confidence in Morrison Products. Customers buy them readily for the same reason.

**James Morrison Brass Mfg. Co.**
LIMITED
**93-97 Adelaide Street West - Toronto**




## Time to Order
# FREEZERS







**All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.**

**They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.**




**The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.**

**This means easy net profits for you.**

*Your Jobber Can Supply*

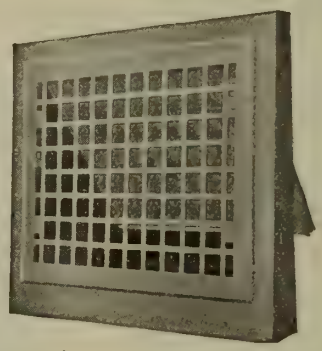
## NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Registers **TUTTLE & BAILEY MFG. CO.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which Are Standard**

**TUTTLE & BAILEY**

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Style No. 99
One piece all steel
Baseboard Register

Cast Iron, Semi-Steel and all Steel.

REGISTERS
FACES
GRILLES
VENTILATORS
INTAKES

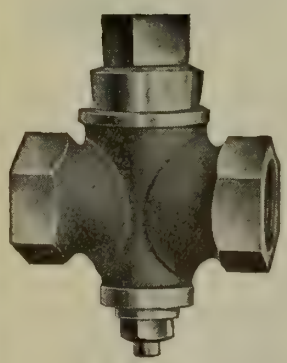
In all sizes, designs and finishes.

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

**TUTTLE & BAILEY MFG. CO. OF CANADA**

BRIDGEBURG, ONT. 259 Stanley St., WINNIPEG, MAN.





FIVE WORKS—OVER 3,000 EMPLOYEES

**UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED**

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

*Specialists in the manufacture of*

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.






**"UBEL" SERVICE**

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., Dominion Bank Bldg., Vancouver, B.C.




## Williams' Superior Drop-Forged Clamps

CAST clamps may cost less, but they are not cheaper—first cost is not the only factor to be considered. No cast clamp can, or does, stand the constant strain of severe usage.

Williams' Clamps are all drop-forged and are then subjected to a refining heat-process which greatly increases their stiffness and strength. They are thoroughly dependable and render superior service under the hardest and most exacting conditions.

Williams' Lines of "C". Machinists' and Strap Clamps provide a wide range of sizes for all clamping service—"There's a Williams' Clamp for every purpose.

*Machinists' Tools Booklet on request*

## J. H. Williams & Co.

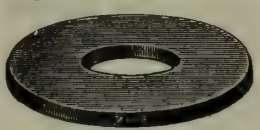
*"The Drop-Forging People"*

**30 Richards Street - - - Brooklyn, New York**

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

## Wrought and Steel Plate WASHERS

*of all descriptions*





Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

**Round & Square Plain or Galvanized**

*Prompt Shipment*

**Wrought Washer Mfg. Company**

Milwaukee, Wis.

# BROOMS

Our

## Canada No. 3

fills the bill

Not too heavy, not too light

## Just Right

Polished handle, pink strings, velvet and tin lock finish.

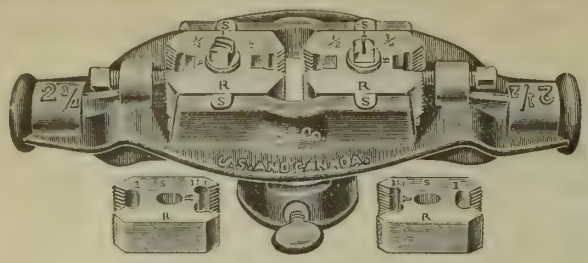
**The Best $9.00 Broom**

We know how to make.

*ORDER NOW.*

## WALTER WOODS & CO.

**Hamilton and Winnipeg**



# Solid Die Plates

**Armstrong Adjustable Stock and Dies**
**Pipe Cutters and Vises**

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

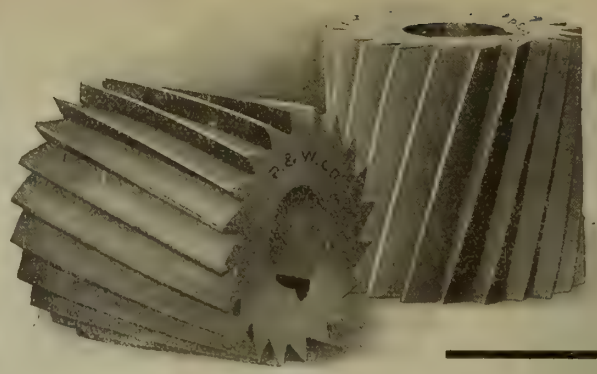
They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

**Prompt delivery guaranteed.**

## Rapid Tool & Machine Co., Ltd.

**Lachine, Que.** **Branch: Iberville, Que.**



# CUTTERS

Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

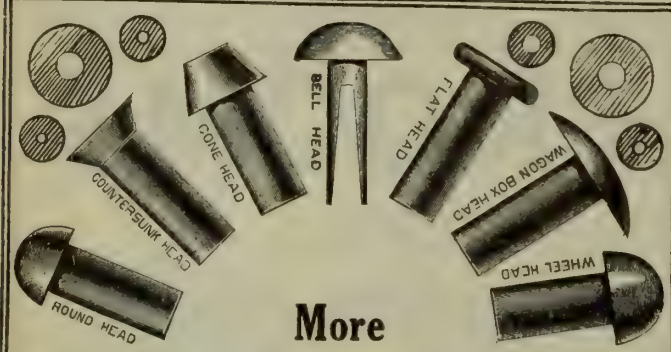
## 'P. & W CO. SMALL TOOLS

—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

**Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools**

## PRATT & WHITNEY CO
**OF CANADA, LIMITED**

Dundas, Ontario, Canada; Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.




# More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
**Countersunk Clout Nails**
**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
**Copper and Steel Boat and Canoe Nails, etc.**



## The Parmenter & Bulloch Co.
**LIMITED**
**Gananoque, Ontario**

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

## Geo. W. Reed & Co., Limited
**37 St. Antoine Street, Montreal**

## North American Hardware Supply Limited

222 Notre Dame Street West
MONTREAL - - CANADA

*Eastern Canada Representatives for--*

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

## VOL-PEEK

15 Cents




**60% Profit in this Line**

**Vol-Peek** makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.
**Vol-Peek** appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.
Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

**At your jobbers or direct.**

**H. NAGLE & CO., Box 2024, MONTREAL**
**(Owning and operating Vol-Peek Mfg. Co.) Canada**

## Files with a Reputation that promotes Sales

It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:



E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg




**4 Good Reasons --READ 'EM!**

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

# PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

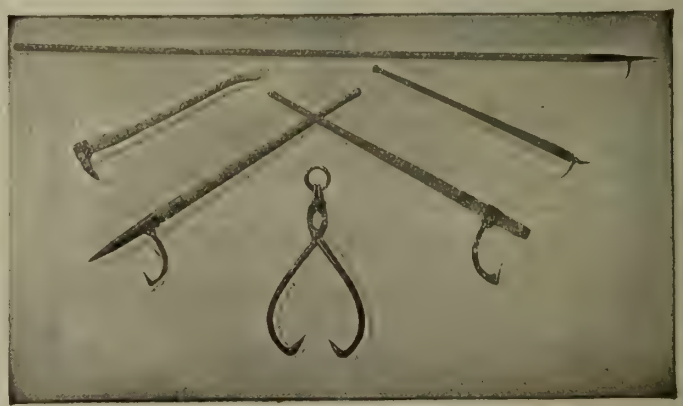
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**
Manufacturers of Lumber Tools
Pembroke Ontario



## The Megantic Broom Mfg. Co., Ltd.

***Manufacturers of Brooms and Clothes Pins***



**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

**AGENTS:** Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S



## ARROWHEAD SAWS

***Vanadium Steel***

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

**Our Catalog is a guide to profit; your name and address will bring it.**

**T. F. Shurly Company [Limited**

**St. Catharines Ontario**

## *FISHING TACKLE*

TRADE MARK "MORRISCA"

## This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

*Our new General Catalogue is now in preparation. May we put your name on our register?*

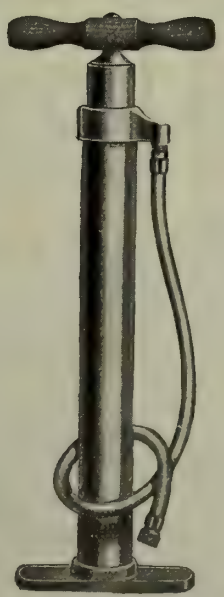
**Morris, Carswell & Co., Ltd.**

*Craftsmen in Silkworm Gut*

**118 Howard Street, Glasgow**

**Scotland** :: (Wholesale only)

*And at Murcia, Spain* *Established 1855*



**MEHASCO**

## Auto Pumps and Jacks

The dealers have about decided that a Single Cylinder Auto Pump is the one to stay by. We are featuring the **Tallman Double Action Pump,** and for a cheaper line the **Crescent**—both guaranteed.

We also have good substantial Auto Jacks to sell from $2.25 to $7.00 retail. The **Lane Handle Control Jack** has many special features; and is going to stay permanently on the Western market.

Our prices are right on the complete line. Do not fail to write us, or see our representatives.

**Merchants Hardware Specialties, Limited**

**Calgary**



# MENDETS

A PATENT PATCH

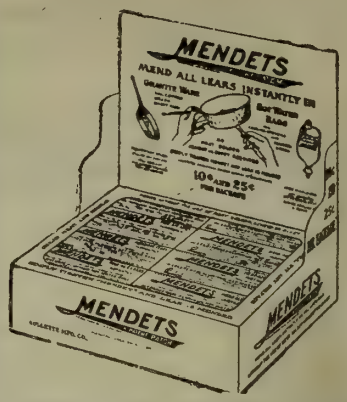
Millions of Boxes Sold

They Sell Themselves

**Collette Mfg. Company**

**Collingwood, Ont.**

***Your jobber has them***




TRADE YALE MARK




## Behind YALE Padlocks

and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "Yale" on the product is our guarantee that it is.

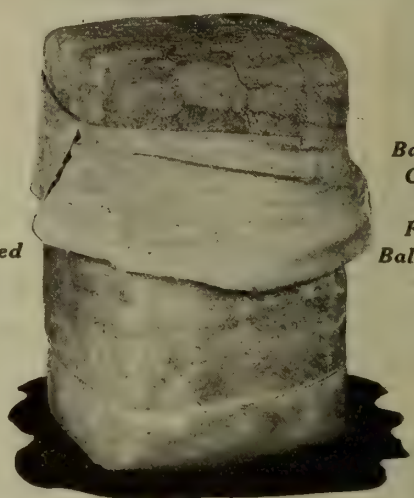
*"The trade-mark 'Yale' helps makes the sale."*

**Canadian Yale & Towne Ltd., St. Catharines, Ont.**

# SPONGES

***(British and West Indian)***

*Highest Quality Unbleached*



*Bahama Cuban and Florida Bale Goods*

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

## Evans & Co., Limited

(Importers and Exporters)

Head Office and Warehouse

247 St. Paul St. West, Montreal.

Toronto Office 8-10 Wellington St. East, Toronto, Ont.

**Satisfaction to Gentlemen**




**Only One Quality Made. Fully Warranted**

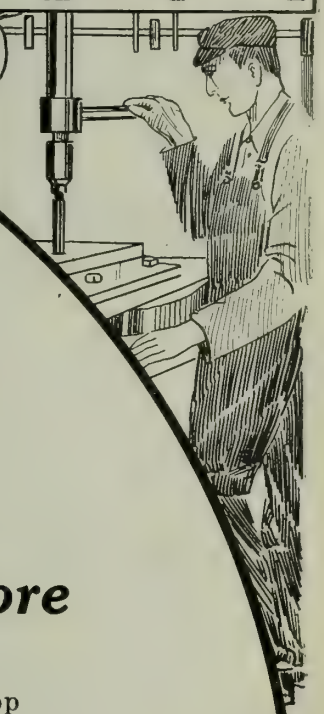
**Beautifully etched and finished. The most favored of our Razors. Perfect concaved and set ready for use.**

TRY THE RAZORS AND BE CONVINCED.

## GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.

**Canada Office: 140 McGill Street, Montreal**

# BUTTERFIELD



# Reamers and Taps

## *Direct Factors in Production— Therefore Quick Sellers in the Store*

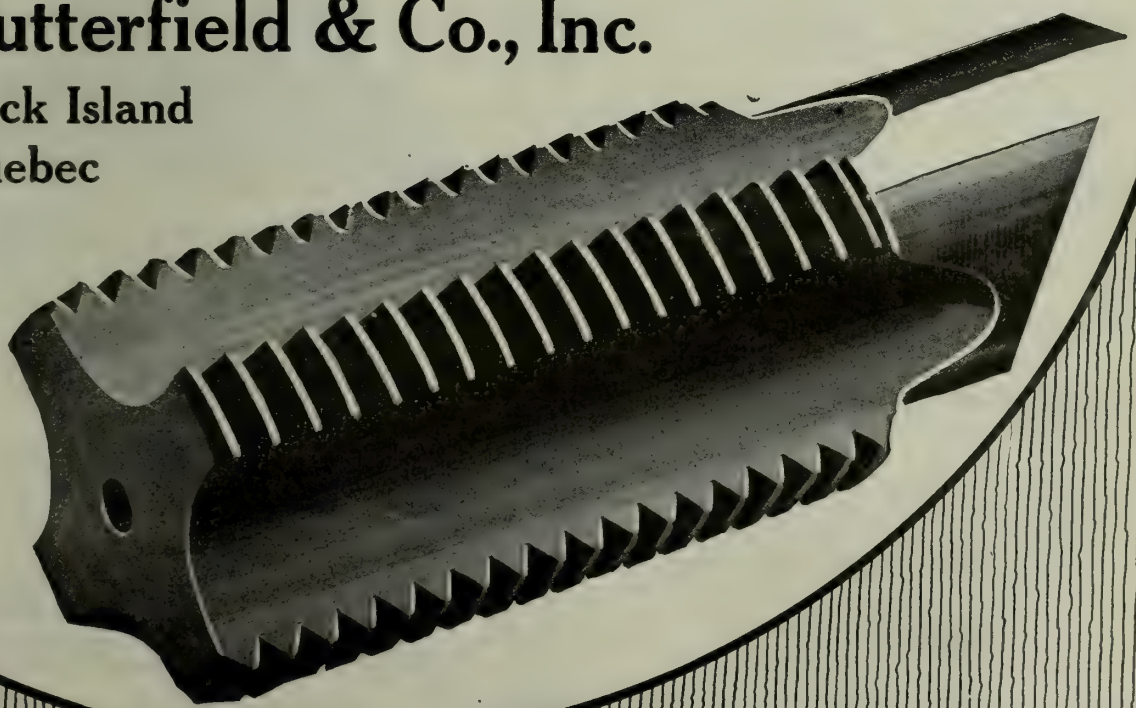
All Butterfield Tools are direct factors in production. Because shop executives know this and know their reliability, accuracy and speed, Butterfield's sell readily and often and build permanent business. Many dealers have found Butterfield policies helpful and profits generous—if you have not done so, it will pay you to join our organization.

**Send for Catalogue.**



## Butterfield & Co., Inc.

**Rock Island**
**Quebec**



# "J. C." Refillable Fuse Plugs

Simple to Refill, Accurate.

# "J. C." Refillable Cartridge Fuses

Simple in design, save 75 per cent. in fuse costs.

# "J. C." Electric Soldering Iron

Saves 70 per cent. in labor costs.

MADE IN CANADA

CLEMENS ELECTRICAL CORPORATION
LIMITED
HAMILTON, ONTARIO

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.




"TALLMAN'S SPECIAL"
ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Tallman Brass & Metal Limited
HAMILTON, ONT.



# The Hall-Mark of Quality

The long standing reputation of C.G.E. Electrical Goods is a valuable asset to the Electrical Dealer.

It should be borne in mind that first cost is soon forgotten, but satisfactory service never.

C.G.E. Electrical Appliances are sold on a quality basis. Each one sells another.

This famous line comprises a wide variety of Electric Cooking and Heating Devices, every one of which is designed to fill a distinct need in the home.

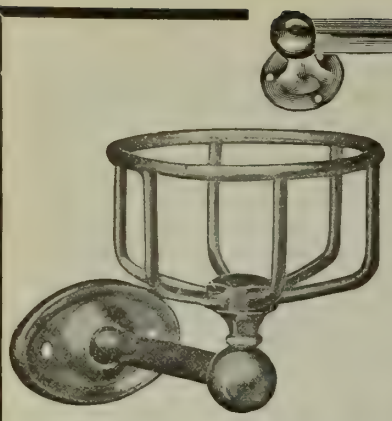
C.G.E. Electrical Goods have come to be looked upon as criterions in their respective fields. It is because of this that we say, they are the "Hall-Mark" of good quality among electrical appliances.

***Christmas, 1919 will be "Electrical." Are you prepared?***

## Canadian General Electric Co., Limited

**Head Office - TORONTO**

**Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria**



# Gendron Bath Fixtures

Another Gendron suggestion for increased turnover. Gendron Products mean large sales, good profit, permanent trade and repeat orders. They attract, sell and satisfy customers.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

# "Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

***Manufactured in Canada***

# P H

TRADE MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

## Ingersoll File Company Limited

INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited

INGERSOLL ONTARIO

Sole Distributors

**ASK YOUR JOBBER**

**IMPERIAL**

TRADE MARK

Colors — Black and Tan.

Shapes — Local, Ball Top and Round.

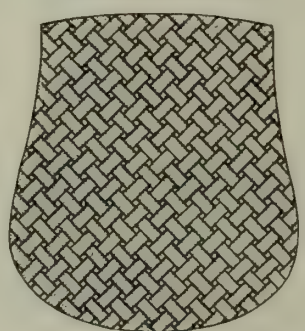
Sizes—12, 13, 14, 15 and 16-inch.

These splendid looking seats are heavy and will not warp or split.

**E. G. GOODERHAM**

**Canadian Selling Agents**
**24 King Street West**
**TORONTO**

**Basket Pattern, Heavy Fibre Chair Seats**



# Important Notice to Hardware Dealers

Do you know that you can make 100% selling phonograph accessories and needles. There is a big demand for phonograph supplies.

My latest catalogue containing a list of the better class and popular lines is now ready.

Write me to-day for a copy. My lines will make

**DOLLARS FOR DEALERS**

**H. A. Bemister**

**Suite 301 Mappin Bldg., 10 Victoria St., Montreal, Que.**

TAPATCO STAPLING
Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.

# A Quality Article and Well Advertised

## That's Why It Sells so Well



The demand for stuffed collar pads is certainly on the increase and is destined to grow still more as horse owners come to realize that this type of pad is the best safeguard against bruised, chafed and galled shoulders.

But why do people usually ask for Tapatco Pads?

Some, because they read our advertisements that tell in a sincere and truthful way, the story of Tapatco superiority.

Others are led to try Tapatco Pads by what they hear of them from neighbors and friends who have used them on their horses and found them to be all we claim—soft, pliable, cushion-like—the best of all protection against the rubbing of the collar.

TAPATCO BRAND
REGISTERED TRADE MARK
COLLAR PADS

TAPATCO GLOVES
Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.
STYLES—Gauntlet, Knit Wrist, and Band Top.
WEIGHTS—Heavy, Medium and Light.
MATERIALS — Leather Tip, Leather Faced, Jersey. Gloves and Mitts in Tan, Slate or Oxford.

**American Pad & Textile Company**
**Chatham, Ont.**



QUALITY FIRST IN

# Still's Handles

We are specialists in the manufacture of wood handles.

**Quality First** has always been our policy in all our products.

**STILL'S HANDLES** enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

**J. H. STILL MFG. COMPANY**
**ST. THOMAS . - ONTARIO**



# You Will Sell More Waffle Irons

## If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

| | |
|---|---|
| Mop Sticks | Door Pulls and Latches |
| Meat Broilers | Coat and Harness Hooks |
| Lamp Brackets | Hammers and Hatchets |
| Quilt Frame Clamps | Cast Pliers |
| Mincing Knives | Saw Vises |
| Pulleys of all kinds | Screen Door Hinges |
| Stove Pipe Dampers | Lifters and Pokers |

And a general line of fireplace fixtures.

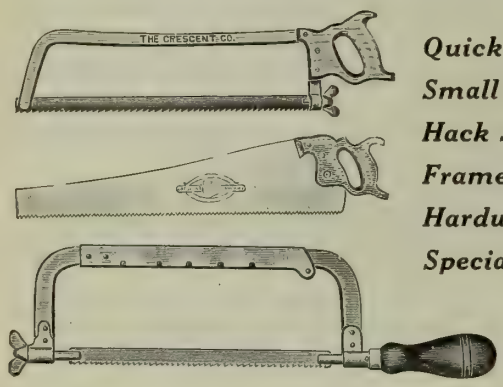
**Stover Mfg. & Eng. Co.**
**709 East St.**
**FREEPORT, ILL.**

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

# "Crescent"

## —if you want more turnover




*Quick Selling Small Tools, Hack Saws, Frames and Hardware Specialties*

A reliable line for increasing turnover, because it is widely known and well liked; it is well made of superior materials under perfect inspection; always dependable, salable goods that hold and build trade.

*At Your Jobbers*

**Campbell Agencies**

Toronto, Canada

The Crescent Co., Meriden, Conn.

# LIBERTY WASHER

## Feature Liberty Washers




**For Christmas Trade**

People are buying useful gifts this year. What better suggestion for the husband than to get a Liberty Washer and free his wife from the drudgery of wash day.

Display Liberty Washers—talk them—sell them. The highest quality washer made. Sells about fifty dollars less than other machines. Write us for particulars.

**A. R. LUNDY**

257 King St. W. TORONTO

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

# NEXT YEAR

WILL SOON BE HERE. HAVE YOU DECIDED ON YOUR STOCK OF

## ALUMINIUM?

WE CAN SUPPLY YOU WITH ANY COMMERCIAL FORM OF THE METAL.

NOW IS THE TIME TO WRITE FOR BULLETINS AND PRICES.

**The British Aluminium Company, Limited**

**265 Adelaide Street W., Toronto**

*(Eastern Agents: Spielman Agencies, Montreal)*




**The Signal of Distinction**

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

## WARNS BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

# "LIBERTY BELL"

**DEFINITE AND DISTINCTIVE**

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

**GETS THE RIGHT OF WAY**

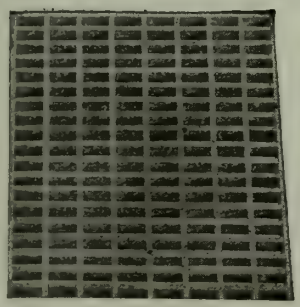
This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

**A POLITE SIGNAL**

*We have an attractive proposition for you. Write for prices.*

**THE BUNYAN MFG. CO.**

9805 MADISON AVE. - CLEVELAND, OHIO



Did you ever stop to consider the cost of

**Wood Cold Air Faces**

in comparison with iron ones? Oak faces are stronger, neater, cheaper and make a better finish with any kind of floor and are also cleaner and more sanitary.

Made with oblong mesh. Legs of chairs or other small articles will not drop through Write for price list and order some samples.

**A. H. Power Furnace Co., 1-3 Hayden St., Toronto**




Manufactured by

**J. J. TURNER & SONS, LIMITED, Peterborough, Ont.**

# "Business Follows Facilities"



**The "W & W" Winch**

## *Convenient in Size—Two Cranks*

Contractors will buy a winch that will give them real service. Just show him how a "W & W" winch will do the work of two men, and he is sold.

With one of these winches, one man with a single line can handle 500 pounds with safety, and the load cannot drop until he turns the crank.

Put a couple on the floor of your store; they will sell themselves.

Special discounts to dealers. Write for price list to-day.

**WILLIAMS & WILSON LIMITED**

**84 Inspector Street, Montreal, Canada**

*(Ask Your Jobber)*

# There Is No End



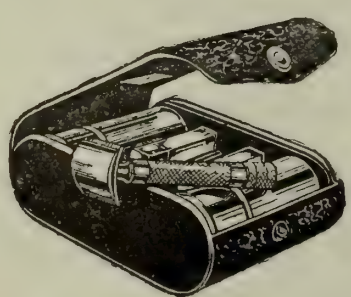

## To Gillette Co-operation

Here is the Christmas poster. And we are doing more newspaper advertising than ever before.

The Gillette Safety Razor has always been a Christmas seller. and Christmas 1919 is proving the biggest season yet.

Are you getting all you can out of the poster by exhibiting your window card reproduction?

# Gillette Safety Razor



MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

**Gillette Safety Razor Co., of Canada**
LIMITED
**73 St. Alexander St.**
**Montreal, Que.**

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, DECEMBER 6, 1919 No. 49

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atbek, London, Eng.
ESTABLISHED 1887.

## HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 620, 111 Broadway; Telephone, Rector 8971; Boston, C. L. Morton, Room 734, Old South Building, Telephone, Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone, Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

"QUEEN'S HEAD"

CANADA

# GALVANIZED IRON

**Stands alone, and is cheap at any price**

A. C. LESLIE & CO., LIMITED
MONTREAL

Canadian Agents for

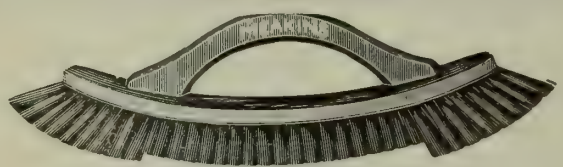
## JOHN LYSAGHT, Ltd.

BRISTOL, ENGLAND

# METALS

We carry a complete stock of all lines in ingot and sheet form and are in a position to quote to advantage for shipment from stock or direct from smelter.

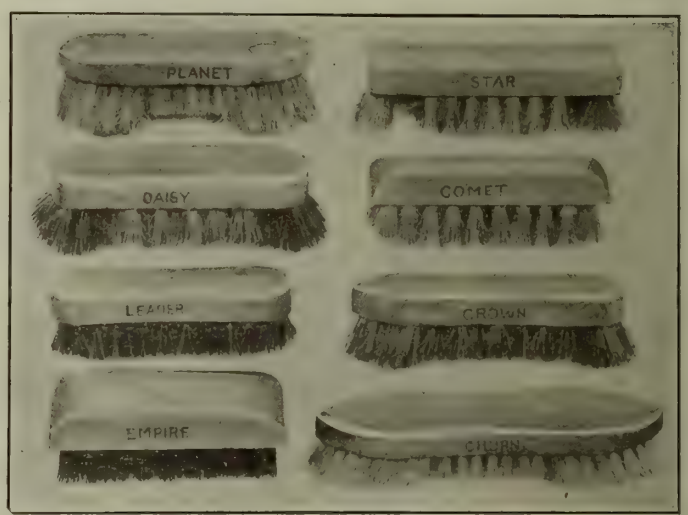
**A. C. LESLIE & CO., LIMITED**
560 St. Paul St. West
MONTREAL




Bent Double Winged Stove.




Straight Stove.




## Meet Every Need of the Household

# Meakins Brushes

Provide a line that not only meets every demand for the household, but when displayed they create demand by suggesting forgotten or unknown needs. Superior in quality and profitable to sell.

**Meakins & Sons, Limited, Hamilton, Ont.**

**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, DECEMBER 6, 1919 No. 49

# Finds Electrical Goods Move Quickly

## Care in Purchasing is Essential if Trouble is to be Avoided, Says W. F. Moon—Hardware Merchant Gives Many Practical Pointers on How He Handles His Steadily Growing Trade

Based on an interview by J. H. COLE, of Hardware and Metal, with W. F. Moon, of Toronto

"I WOULD not advise any hardware man going into the electrical business too strongly at first, but, rather start with a small assortment and by careful management and good judgment, work into a larger stock which necessarily would have the demand, owing to the demand being the main factor which would cause the stock to grow." This is the plan followed with success by W. F. Moon, 2924 Dundas St. W., Toronto, who now controls three hardware stores, one being located at Bloor St., one at Mount Dennis and the one mentioned above.

Electrical goods, says Mr. Moon, are a profitable line and if handled right will grow very quickly into a healthy revenue getter. On the other hand though, there are a lot of conditions to contend with, especially if one goes in for contract and other outside work.

### Must Buy Carefully

"One department it pays to study is the purchasing," said Mr. Moon to HARDWARE AND METAL. "There are so many salesmen coming around continuously with specialty lines, and I must admit their propositions often look more genuine than they really are, not saying that all salesmen are dishonest, but one is liable to stock heavily a line that turns out to be a poor seller or probably one that the inspectors will not pass. Then when another salesman comes along with a really good article and probably an established good seller, in some other place, one may turn it down and thereby lose a good opportunity, and opportunity is really one of the main assets of a profitable business.

### Advertised Goods Move Faster

"My idea, and I think it is becoming the most general amongst hardware men, is to buy as far as possible only lines that are the most extensively advertised in reliable papers and trade journals. I find that sales are more easily made and customers are better satisfied if you can show them articles they know about. And if they happen to have seen the goods at a friend's or read about them, it's usually only a case of wrap them up and take the money. For instance, take electric irons. I always stock two makes, one of the best advertised and a cheaper line. I find it pays to set both irons out on the counter so the customer can handle them. Some minds cannot seem to register an article until the owner has handled or felt it; others judge by the sound, while it is only necessary for some to look at it in order to impress its different qualities on the mind. There are several advantages of setting a variety before the customers. In the case of the irons if I only showed the higher-priced one the customers would probably think, 'this store is very dear. I saw electric irons advertised elsewhere for less money,' and probably walk out of the store with the old remark. 'I just wanted to know the price,' or 'I'll be in again.' By showing the two together it can be seen at once that electric irons are not all alike and just 'electric irons.' This is what many think, and in most cases they will pick the highest-priced one to make sure of securing the best.

### Must Pass Inspection

"Another thing that comes to my




*Some splendid practical ideas in regard to arranging windows are given in the accompanying article. You may be able to adopt many of them for arranging your own displays. The illustration shows how attractive Mr. Moon keeps his windows.*



*Attractive store arrangement is a most important factor in keeping merchandise moving says W. F. Moon. Keep your stock out where people can see it, he says, and keep it looking its best, and sales will take care of themselves.*

mind," said Mr. Moon, "is that the most staple lines often do not show as big a margin of profit as we think they should, therefore, you are tempted to stock something a little different that's supposed to be as good. Notice our feelings when the inspector or commissioner will not accept in his final inspection (and practically all electrical work requires to be inspected) we then have to go to the expense of ripping it all out again and putting in the old reliable, with the result that the whole job is showing a loss as well as shaking the customer's confidence in the firm's reliability.

**Carry Good Profits**

"I find electrical lines one of the best revenue getters. There are so many electrical appliances that are almost a necessity in the modern home, such as portable heaters, toasters, irons, grills, broilers, table lamps, not to mention sockets, plugs, switches wire, in fact, the whole line just bristles with opportunities for the hardware man. I might again mention that it pays to handle the well-advertised lines; in fact it is just a matter of displaying properly, whereas a line that is not so well-known often takes considerable time to sell, and then probably the customer is not thoroughly satisfied and is more or less dubious till she has found out from experience. For this reason she gives it a more severe test than otherwise, and if it did not stand up or last as long as Mrs. Brown's, the merchant that sold the article and not the manufacturer gets the blame, and perhaps the customer deals elsewhere. For this reason I always deal with reliable wholesale houses, and go slow in stocking electrical goods, 'appliances' especially, till I find out for sure if they are reliable and suitable for my stock."

**System is Necessary**

Mr. Moon is a very busy man as he has the three stores under his personal supervision and necessarily requires a good system of handling his business. He keeps all contract and outside work entirely separate and charges a proportionate share to the general overhead expense, and is therefore enabled to keep down actual costs.

The Dundas St. store is splendidly laid out. The two windows in the front allow one electrical and one hardware display to run continuously. These displays are changed every week with few exceptions, and it is found that one line helps out the other, both in sales and displays, for instance, take the window displaying silverware, two electric table lamps are shown in the background. At night the other window lights are turned out and only these are burning. The effect is striking as the view of all else but the display mentioned is eliminated, leaving the concentrated effect of the glittering silver showing out distinctly and harmoniously against the black background. The illustration hardly does the window justice, as most of the color effects are missing, and it is said to be one of the most important features to get the right color combinations. One reason given for this is that there is so much motion of different colorings shown on a busy street, even automobiles, street cars, clothing, in fact anywhere and everywhere the eye glances some color moving or stationary unconsciously attracts the eye, and in order to be more conspicuous it is necessary to have some pleasing coloring effect in order to draw attention to the goods displayed.

**An Excellent Window**

The window just mentioned is a fine specimen. On the floor was placed boxes, pedestals, etc., in irregular positions. Over the top of these was laid a piece of rich black corded velvet. The irregular heights of the boxes beneath gives the appearance of a wavy effect and each article shown seems to be imbedded individually. The bright silver also shows out very distinctively against the black background. In order to relieve this there is a panel running all around the back and wall side of the window. This is about three feet wide and on it is pasted an attractive pattern of wall-paper with mottled colorings. The two lamps also have rich colored shades, and especially when lit, lend a tone and distinction to the window which is hard to surpass.

**Is Seasonable Also**

As will be noted this makes a very seasonable display, as it informs passersby who already are making up their Christmas lists that an article of silverware such as displayed is just the thing for a "married sister" or some girl or lady friend, or perhaps reminds "hubby" that his wife's collection would be almost complete if she had just such a piece as shown. He may not come in at once and purchase it, but would keep the store in mind.

The electrical window is also a good

Continued on page 60

# *To the Hardware Clerk—*

How do your employers' window displays look to you? Are they good—could you improve them? You no doubt can give your employer many good suggestions. Not only this, but you have every chance of winning a splendid cash prize in the Christmas Window Display Competition of HARDWARE AND METAL.

If your employer finds that you are efficient at this important work perhaps he will turn over the responsibility to you. Window trimming requires keen attention and good judgment. With a little time and thought you can soon become efficient in this most important work and make yourself more valuable to your employer. Start now to put your ideas into effect. Try out a window or two and note carefully the results and then prepare for the grand display that will bring the Christmas shoppers into the store and set the cash register jingling.

# HARDWARE AND METAL WINDOW DISPLAY COMPETITION

has started many hardware clerks on the road to successful window trimming. It can do the same for you. Read the following details now and enter one or more window display photographs in this competition:

**EIGHT CASH PRIZES**

**Are Offered as Follows:**

| (Places Under 5,000) | | (Places of 5,000 and Over) | |
|---|---|---|---|
| First Prize | $10.00 | First Prize | $10.00 |
| Second Prize | 5.00 | Second Prize | 5.00 |
| Third Prize | 3.00 | Third Prize | 3.00 |
| Fourth Prize | 2.00 | Fourth Prize | 2.00 |

This means an absolutely fair and equal chance for the hardware man in the small town or the big city. The field is wide open to the window-dresser with ideas.

The only condition in connection with this contest is that the windows must be dressed with merchandise for the Christmas trade. The winners will be those who in the opinion of the judges have put the greatest "pull" into their displays.

The contest closes on Thursday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to "The Editor, HARDWARE AND METAL," 143-153 University Ave., Toronto, and marked "For Christmas Window Contest."

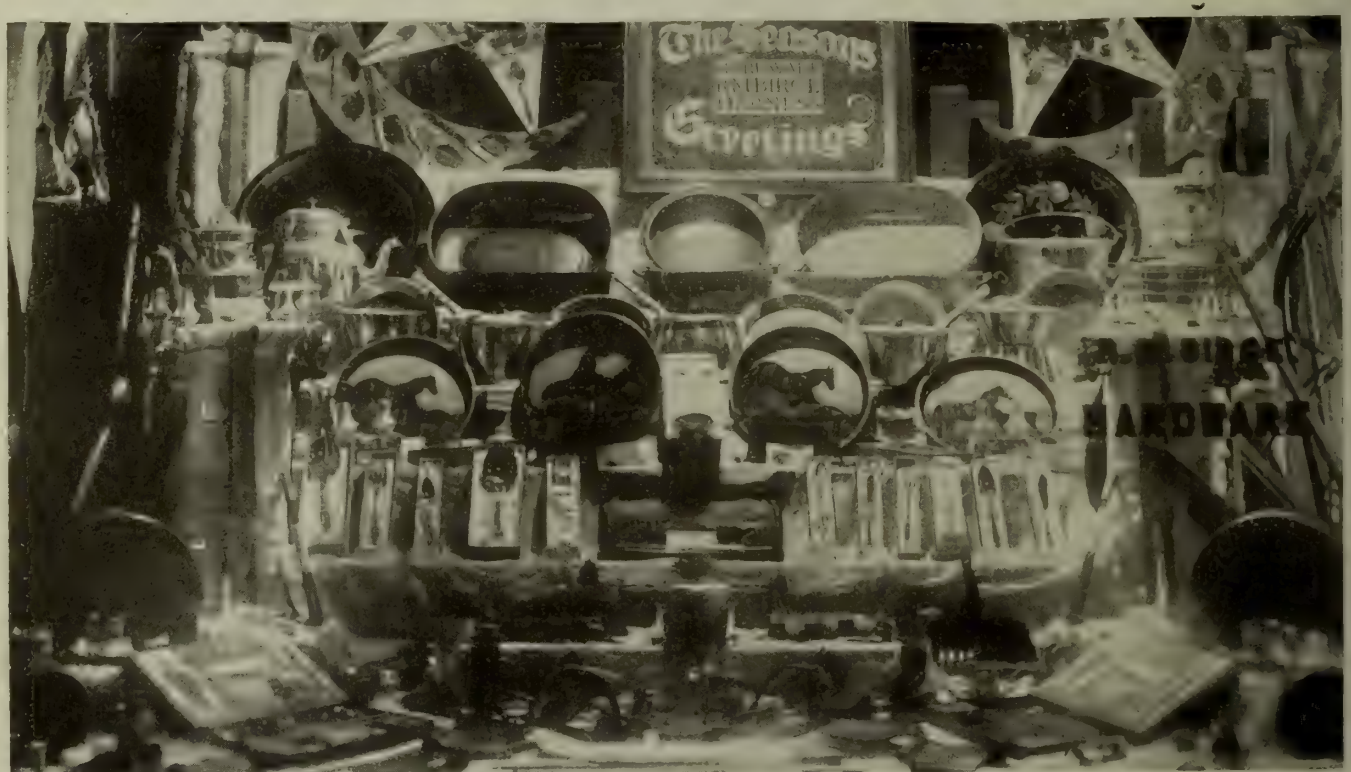
***Competition Open to All Hardware Dealers or Their Clerks***

**Get Busy and Win a Cash Prize!**

# Suggestions for Arranging




*This window dressed by G. E. Hammond, for the Mills Hardware Co., of Hamilton, won first prize last year in Hardware and Metal's Christmas window contest. There is nothing in this display that does not carry an appeal to the shopper seeking something useful and serviceable as a gift for Christmas.*




*F. S. Newton, of the hardware firm of R. M. Birce, Essex, Ont., dressed this window which carries a particular appeal for the people it was intended to reach, a prosperous farming community.*

# Your Christmas Windows




*The free use of price tickets and a fine showing of hardware lines suitable for gifts made this window a winner. It was dressed by H. G. Binns, of the Binns Hardware Co., Newmarket, Ont., and won first prize for the best window last year in towns under 5,000.*



*"Do It Electrically" is a slogan that is more popular every Christmas. Electrical goods not only look well in a window or store display but they offer a wide range of really useful, serviceable and practical gifts that will be appreciated by anyone.*

# Who Will Get the Powder Business?

## Educational Campaigns to Create Demand for Explosives—Lifting of Restrictions Will Make Transportation Easier—Good Profits to be Made

A FIELD for profit-taking that bids fair to become a more or less prolific one, is that of selling farm explosives. Almost right away, a large Canadian manufacturer of these lines is instituting an educative campaign showing the various operations reuired to remove stumps, rocks and other land impediments, or barriers that stand in the way of cultivating farm lands. It is very evident that the possibilities attaching to this development so closely affect the hardware merchant, that he may, with profit, give the matter of stocking these lines his careful consideration. And particularly now. The farm, or agricultural development of Canada is merely in its infancy, and with a program of development in prospect, greater and vaster than any yet contemplated, it is well to consider the possibilities of profit-taking, even before the need is more manifest than it now is. With the educational features that are contemplated, there is doubtless a big opportunity to link up with these advantages, and take the accruing profits, from selling explosives.

### Methods of Education

One of the most outstanding features of the contemplated campaign of education, which will be conducted in all parts of Canada, is that of introducing on the screen, moving pictures of the various operations required to remove stumps, boulders, rocks or other obstacles that impede the progress of the plow while turning over the sod on farms. These films are said to be most interesting, the camera-man having secured pictures just at the moment when the blast has spent its force, and the mass of rock and earth has expanded to a diameter of many feet.

The depicting of the operations required, begins with the initial preparations of going to the scene of blasting, drilling the holes, inserting the charges, and igniting the placed fuse. Each motion being shown as it actually occurs, makes the picture decidedly realistic, and where shown in rural centres, or where farmers have access to the movies, the accruing value is considerable.

### Where the Dealer Comes In

Of course, there is great growth in store for stumping powder or dynamite where ditching is required. The products have now been worked out in such a way as to permit of shipment being made in any desired quantities, so that car lots do not have to be bought. That is to say, the transportation companies will accept, HARDWARE AND METAL is informed, small shipments of such explosives without the old-time necessity of forwarding full carloads. This suggests that the explosives have been manufactured in a way that eliminates, or greatly minimizes, the possibility of a premature explosion while in transit.

The hardware merchant, being closely in contact with the farmers, is the logical handler of these lines, and the manufacturer states that a good profit will be afforded the retailer. It is therefore a matter of studying one's district; sizing up the needs of one's farmer customers and suggesting to them ways and means of getting the use of every acre of soil. With a beginning in this way, and linking up, as before stated, with the educational work of the movies, and with that of the magazine and other consumer advertising, this looks like a line which will yield profit for the wide-awake dealer who is making the best use of his sales organization and buying the lines that give him a good margin. It will be interesting to watch the growth of this business. It will bring custom for fuse and detonators, too, and for crowbars, shovels, and other lines that are regularly handled by the hardware merchant.

### BUILDERS' HARDWARE VERY ACTIVE

In all sections of the country there has been an increasing sale for builders' hardware. This is due, doubtless, to a variety of conditions. HARDWARE AND METAL is informed that many dealers permitted their stocks to get very low during the war period. In some cases lines were reduced to a very few gross or dozens, as the case might be, and with the prospect of building operations speeding up, there is now a desire to sort up. "Sort up" is scarcely the right expression to use, for it has been, with many, more like "stocking up."

There is this to say: If the building that is required next year, in all sections of Canada, can be undertaken and completed, then the demand for all kinds of builders' hardware will probably exceed the available supply. Prices, if one can judge by the wage increases and the continued high cost of raw materials, are not likely to decline. It is obvious, then, that to buy now is to protect oneself against shortages just when the goods will be most required.

### CONDITIONS AT SHEFFIELD

Reports from Sheffield, England, state that the overseas demand for mild steel, and to a less extent for crucible steel, is very active, and more open-hearth and crucible furnaces are working than a month ago. The output of mild steel has to be restricted, however, through a deficiency of rolling-mill capacity, which is holding up a lot of business. The position is aggravated by the moulders' strike, as, owing to the closing of the heavy foundries, mills are unable to replace their worn rolls. All branches of manufactured steel and tools are handicapped by delays in obtaining materials and machinery parts, without which goods cannot be finished.

# Electric Wiring Contractors Must Obtain Permits From Inspector

OTTAWA. — Electrical contractors who violate the law by installing wiring in any building without first notifying the district electrical inspector and obtaining from him a proper permit for such work, are likely to find themselves in serious trouble.

A Toronto contractor was heavily fined in one of the North Ontario towns recently for failure to observe this regulation, and his case is cited by the local insector of the Hydro Electric Commission as a warning to be observed by local men who might be tempted to follow his extmple.

This contractor installed work in a town in the County of Simcoe, and failed to notify the district electrical inspector and obtain a proper permit for such work, which, it is aileged, was found to be defective. This violation was quickly discovered by the Inspection Department, and although they gave him every warning and plenty of time to attend to it, such warnings were ignored, with the result that the contractor was summoned to Police Court, and the magistrate handed out the fine of $450 and costs for first having failed to take out a permit and, secondly, for having failed to remedy the defects when notified.

The Electrical Inspection Department of Ottawa was recently visited by the chief inspector from Toronto, and it is anticipated that a crusade will be made against violators of the commission's regulations, and the local inspectors are on a still hunt for wiring contractors who instal work without proper notice to the Inspection Department before such work is commenced.

# What Will Happen When Prices Decline?

## Indications That the Peak Has Been Reached in Many Lines—Suggestion That Prices Should be Guaranteed to Protect Retailer From Loss

WHAT'S going to happen when the prices drop? This question has been made the title of a most interesting article on the present price situation as applied to the manufacturer, the wholesaler and the retailer—as well as the consumer—by G. A. Nichols in "Printer's Ink." In answering, Mr. Nichols presupposes that the peak of the high price movement has been reached and that it is only a matter of time until readjustment is commenced.

### Is Problematical

Whether that readjustment will be sudden or protracted he regards as problematical, but investigations indicate that people are developing a disposition to save money where possible and are looking for more moderate-priced goods or postponing purchases in the hope of lower prices to come. Mr. Nichols' inquiries have provided him with a composite picture of the whole situation and the conclusion is reached: That there is a noteworthy agitation on for lower retail prices and that it is spreading far outside its original limit of things to eat. Up to the present, however, the only specific direction in which it is being felt is the hesitancy on the part of dealers to place advance orders for ready-to-wear, including work clothing.

### Shortage of Goods

From inquiries in the Canadian markets there appears to be as yet little indication that the time for a decline in prices is at hand. There is a marked shortage of goods in almost every direction, and there seems to be little chance of anything like a slump while this condition continues. That the effort of rising prices will eventually be to check buying is inevitable, but as the advance is a result of the shortage and it will be a matter of increased production to make up this shortage—and production is increasing very slowly, if at all—it would seem logical to anticipate that any readjustment will be gradual and spread over a considerable period.

### Meeting the Situation

Manufacturers, wholesalers and retailers are all affected by this question of price adjustment. The actual losses to be faced in relation to goods on hand are in themselves a problem, but a still larger question is the placing of orders. In short, it is not so much a question of taking a loss on stock actually in hand, but of the uncertainty as to what the market may be three or six months hence for goods and materials which may be ordered to-day. Under such circumstances the safer course to pursue would be to work on a hand-to-mouth basis in making purchases, but this is a doubtful if not actually impossible policy when there is a prospect on the other hand that there will be an actual shortage of goods.

### Guaranteeing Prices

One question which has been raised under the conditions prevailing has to do with the advisability of manufacturers guaranteeing prices for the protection of their customers. This is the policy which will be followed by a big concern manufacturing men's furnishing goods; the general manager says:

"We are going to meet this situation by guaranteeing prices, There is no use in temporizing with a proposition like this. I don't blame the retailers for being conservative. We are telling our customers that they need not hesitate or hold back. They can safely place their advance orders at present prices. Then if the market drops between now and the time for delivery of the goods, they will be billed at whatever the price is. There is nothing particularly new about this policy of ours. We used it to good advantage during the slow buying days brought about by the wartime merchandise crisis.

### Likely to be Gradual

"Of course, in making this proposition to our customers we do so on the supposition that any decrease in prices that may come will be gradual. If the totally unexpected should happen and prices should drop all in a heap, I don't know just what would be the outcome. I do not think it would be any fairer for us to bear all the loss in this case than it would be to ask the retailer to bear it. But to think about this possibility is merely to borrow trouble. There isn't the slightest chance in the world for prices to slump over night. They will go down so gradually that the reduction can be absorbed without any distress. People manufacturing and selling goods may not make so much money, but I am sure they need not fear disastrous consequences.

### Remove Timidity

"If manufacturers and jobbers generally were to guarantee their prices as we are doing this would remove much of the timidity retailers now are displaying. Most of the jobbers and manufacturers are insistent that the price decline will be gradual and that nobody need fear. All right then—let them have the courage of their convictions and guarantee their prices on advance purchases. We have no fear at all as to the consequences to us. And we are very sure that our customers will get a fair deal. I suppose that we are the most stiff-necked people in the country when it comes to cancellations. We want our customers to know their needs intimately enough to order merchandise that they really want. When we accept an order we expect to fill it. We have to manufacture or buy the goods to fill that order and we have a right to expect the retailer to make good on it. I suppose our cancellations owing to this policy do not amount to more than five per cent. But if a retailer should get up against it owing to price drops or any other reason, what is there to do other than to meet him at least on a fifty-fifty basis? Guarantee prices now so as to speed up the buying for future delivery and then later proceed with the dealer on a live and let live basis. This is our policy and we have no misgiving as to what may happen."

### Careful Consideration

This question of guaranteeing prices to the trade is one which should not be adopted without careful consideration. In some lines of manufacture it may be successfully worked out and may justify itself by maintaining the demand of the retailer. In other cases it will be found to only have the effect of postponing the necessary adjustment. Much would depend also upon the position of the producer in relation to his raw materials. If he does not have to book ahead for his own supplies on a definite basis and has confidence in his ability to judge what is going to happen he may find it good business to take such a course, but if he has to make definite purchases at top levels in order to protect his own supplies it would seem to be going far to endeavor to protect the trade against loss.

### Would Be Absorbed

There would appear much to support the contention of many experienced merchandisers that just as there were benefits all along the line on rising prices, so there will be losses to be borne on stocks on hand on any readjustment to lower levels, but in a gradual change such as is anticipated these should be absorbed without serious consequences. Advances on goods and materials in stock were justified on the ground that there would probably be a time of declining values, but no one looks to see such declines attain anything like the proportions of the advances. There should be no apprehension as to the various branches of trade and industry generally being able to meet the situation out of the profits of several prosperous years without being crippled.

## NEW IMPORT RESTRICTIONS IN AUSTRALIA

Advice from the Prime Minister of Australia to the effect that a proclamation has been issued prohibiting the importation of the undermentioned goods except by license: Muntz or yellow metal, nickel silver, German silver, and Britannia metal sheets; bronze and gunmetal bars, rods and ingots; gilding metal sheets; antimony, star antimonial and lead compounds, viz., type and linotype metal, antifriction, and plastic metals; brass, viz., angles and tees, bars and rods, pipes and tubes, plate sheet and strip; copper, viz., angles and tees, bars and rods, pipes and tubes, plate sheet and strip, wire; phosphor copper—bars, rods, and ingots; zinc and spelter—bar and ingot; railway and tramway materials, viz., rails, fishplates and fishbolts, tie plates and rods, switches, points, crossings, and intersections; beams, channels, girders and joists rolled iron or steel; manganese or chrome steel parts for grinding, crushing or pulverizing machinery; accumulators or storage batteries; wire, electrical cotton-covered; tubes, collapsible; iron and steel pig-iron, ingots, blooms, billets, bar, rod, angle, tee, high-speed tool steel bars, rods and ingots; oils, coal-tar, viz., benzol, naphtha (solvent), naphtha (heavy); paints and colors, viz.: dry white lead, kalsomine water paints and distempers in powder form, white lead in oil, paint ground in liquid in packages weighing over 14 pounds, plaster of paris; veneers, three-ply; strawboard; frames for side-cars in sets; wheels, steel and steel-rimmed (including tires), for use on railways and tramways; axles and other parts for such wheels; panels and mudguards for motor cars.

# EDITORIAL COMMENT

## *RED BLOOD NEEDED*

NOMINATION day is almost at hand, when a selection will be made of the men who are to direct the affairs of municipalities, large and small, all over the Dominion. There never was a time in the history of this country when red-blooded men were so badly needed as right now. Real problems exist which, if not solved wisely, will affect conditions for many years. Such matters as the housing shortage, the fuel problem, the settlement of labor difficulties and similar important questions are general. Experience has proven that businesslike handling of big problems is only possible when business men take hold of them. One of the most regrettable things in connection with municipal and public matters generally in the past has been that so few business men, comparatively speaking, are to be found taking an active part. This has resulted in many situations arising that would not have been possible had men with business training been at the head of things. Men who are used to settling matters quickly and efficiently every day are invaluable at any council board. They are needed always, and especially just now. It was the business men who led the fight against the extremists in Winnipeg last summer and quickly and effectually stamped out Bolshevism as soon as it raised its head. The results of last week's elections in Winnipeg may be attributed to the good work of the business men. They aroused the right-thinking people of the community to the real dangers that exist if the extremists gain control of civic matters. Fortunately for the country at large there are very few such problems to be solved as that in Winnipeg. But there are any number of others which the business men can and should lend a hand in settling. Their experience is needed and their counsel has a value that is far beyond a mere dollars and cents basis. If you are asked to be a candidate, even though you are a very, very busy man, give the matter your most earnest consideration, and if possible accept. Remember that with more business men at the head of affairs there will be less cause for future trouble.

## *A STEADILY GROWING FIELD*

AS a result of the situation that has arisen out of the scarcity of coal, not only this year but in former years, electricity is displacing steam in many places. Manufacturers of motors and many other lines of electrical apparatus are simply swamped with orders. This is only one phase of the situation. Another is the general demand on the part of the public for electric equipment. The increase in electric lighting each year is an enormous item in itself. This is not confined to the city, but throughout the country farmers are putting in their own systems. This opens up a big field for hardware merchants in the sale of fixtures and various utilities, and many of them are reaping handsome profits on this business. To HARDWARE AND METAL many of the men who are handling these lines state that the business is one of the nicest to handle in their whole stores, and one which holds a big future. With the construction of new power lines out into the country districts and the installation of their own power plants by farmers who are either out of reach or do not wish to depend on these lines, a business is developing that now runs into many hundreds of thousands of dollars every year. It is a gratifying fact that hardware merchants are now one of the largest factors in the distribution of electrical supplies and equipment.

## *WATCH YOUR ADVERTISING*

ATTENTION has frequently been drawn in HARDWARE AND METAL to the importance of giving careful attention to advertising copy and keeping it well arranged and seasonable. An example of what happens when this is not done is before the writer. A merchant in a Northern Ontario town comes out this week with the announcement in display type three-quarters of an inch high, "Summer Goods," and then goes on to state that "The hot summer weather is on us in full blast and everyone is grabbing for a straw hat or other articles calculated to keep them cool and comfortable." He then goes on to state that his stock is complete, and that his prices are low and that his service will be found satisfactory. It would be far better for this merchant to have omitted his advertisement altogether than to pay good money for a nice double-column space and then fill it up with such stuff as this. A real message just now about the Christmas goods he has to offer would mean good profits for him, but people who read his announcement will either think that he is trying to have some fun with them or is asleep at the switch. Either opinion is not calculated to bring them into his store or secure them for permanent customers.

### *A NEW S.O.S.*

EVER since the advent of the wireless telegraph the letters "S.O.S." have come to mean in the public mind boats in distress, and an urgent call for help. For some time past hardware merchants and manufacturers all over the country have been busy with an S.O.S. all their own. Just how many letters, telegrams and messages of one kind or another "Send On Supplies," have been forwarded there is no means of knowing, but without doubt they are legion. Instead of decreasing the situation as a result of general conditions, labor shortage, coal scarcity, removal of trains, difficulty in getting raw materials is getting worse. One class of people who have been having troubles of their own are those who are building. Any number of houses which were started with the hope of helping to relieve the scarcity of dwellings are standing partly finished. In some cases bricks are unobtainable, and the frames stand waiting their coming. In others it is plumbing or heating goods. All over the country there is a scarcity, and as a result hundreds of thousands of dollars' worth of construction work cannot be completed. Not only this but several millions of dollars' worth of new building was not even started. Those who had planned to build hope to get started some time during the winter or early spring. There is no doubt that if the weather remains open for any length of time so that men can work outside, and if materials are to be obtained, that a great deal of new building will be started as soon as possible. There is every indication that next spring and summer will see a building boom that will far surpass anything in the history of the Dominion. Everything points to a record trade in all construction work. All this means business for the hardware merchants and opportunities for excellent trade. In the meantime high rents and housing problems are going to remain because many would-be builders cannot get the materials to proceed.

### *AN OPTIMISTIC VISION*

CHARLES M. SCHWAB made some interesting observations this week at the memorial service of the Carnegie Institute at Pittsburgh. He stated that there never was such a riot of luxurious expenditure as at present, and yet he did not think there was anything wrong with the people Present conditions, he thinks, are "the natural aftermath of the war," with other forces contributing to it. The cause of a lack of production is inefficiency, but it is on the side of employers as well as labor. We have all "got to go through some sort of crisis before we realize just what it means." He thinks the present "labor crisis" is not big enough to produce the desired effect. There must be a greater one which the people will have to go through before they learn the importance of efficiency. He would not make remarks to be quoted about the general labor situation at this time, but he did "believe in the common sense of the people," which would bring everything out all right.

### *HELPS BRITISH FIRMS*

MUCH has been said in recent discussion of the necessity for bringing the European exchanges back to par, and of stabilizing them. Some have thought that if this were accomplished all the difficulties of trade with Europe would be straightened out. The best European comment on the situation, however, is of a different character. A distinguished Frenchman, for example, recently said: "It is not an exchange problem, it is a production problem," meaning thereby that France must increase her production, so that exports would balance imports. Others in Europe are emphasizing the necessity for straightening out financial conditions, and for rectifying currency disorders, as necessary preconditions to anything like normal conditions. The decline in sterling has been regarded by the best authorities in Britain as far from an unmixed evil. They have looked upon it as a means of checking their imports and of increasing their exports. Every decline in sterling makes foreign goods cost more in Britain, and British goods cheaper in foreign markets.

### *THE COAL SITUATION*

AS stated in HARDWARE AND METAL previously, Canadian manufacturers, except foundries, are suffering no immediate dislocation of operations as a result of the bituminous coal strike in the United States. For the most part, their supplies for the present are adequate; but, according to information from the Manufacturers' Association, they are showing considerable anxiety over reports from Washington that, in spite of the promise made that one hundred and fifty carloads of coal would be forthcoming daily into Canada, not a single carload has yet crossed the line. Should this continue for any length of time, it can only mean that measures will have to be taken to make present supplies hang out longer, either by shutting down for certain days in the week or restricting the hours of the working days.

The effect of the cancellation of many trains in Ontario upon the commercial travellers and the houses which they represent, can, as yet, hardly be measured. The sales manager of one of the large hardware wholesale houses of Toronto informed HARDWARE AND METAL that, as yet, the only noticeable effect was that many of their travellers were being put to considerable inconvenience. They have been obliged during the past week to do much more driving by automobile than formerly in order to make their calls.

The cutting off of many trains also means disruption of the mail service and delay in deliveries.

# EVENTS IN THE TRADE

## Personals

George M. Rice, of Whitby, was in Toronto during the week.

W. B. Gillespie, of London, Ont., was in Toronto for a few days this week.

W. A. Rankin, hardware merchant, Ottawa, has accepted the invitation of a large number of friends to become a candidate for the Ottawa Public School Board. Mr. Rankin has been taking much interest in public matters, being an active Rotarian, a member of Stewarton Presbyterian Church, a director of St. Andrew's Society, and past chief of the Sons of Scotland.

Alex. Prudhomme, of A. Prudhomme & Fils, Ltd., has been confined to his house through a rather severe attack of heart trouble. Mr. Prudhomme has been at business regularly until very recently and has been enjoying good health. The last reports indicate much improvement in his condition.

## Trade Notes

The Oriental Paint Oil Co. has been registered at St. Basile, Que.

The St. Marys Cement Co., of St. Marys, Ont., has been incorporated.

Aikenhead Hardware, Ltd., Toronto, has just opened a new electrical department.

The Verdun Broom Co. has been registered at Verdun, Quebec, by Adrien Robert and Leo Rilley.

T. N. Dunn, hardware, Ingersoll, Ont., is remodelling the interior of his store and putting in a new front.

The Vlit Manufacturing Co. of Montreal has been dissolved and will be continued under the same style by Thomas H. Higginson.

Soren Bros., Toronto, has purchased a site on Van Horne Street, on which they plan to erect a large new factory for the manufacture of tinware.

E. C. Stearns & Co., Inc., of Syracuse, N.Y., hardware manufacturers, have completed arrangements by which Prescott W. Robinson of Montreal will represent their lines in Canada.

The Brantford Cordage Company, Brantford, Ont., was a heavy loser as a result of the big blow on Saturday night. About 325 feet of roofing on its warehouse was torn off.

Captain W. S. Montefiore, who went overseas early in 1915, and has been with the Imperial Army on the Western front, Egypt and Palestine, upon his return to Montreal recently has been made a partner in Spielman Agencies, Regd.

## Western News

A. E. Boyle, secretary of the retail trade and the wholesale trade bureau of the Winnipeg Board of Trade, has resigned.

Mr. Craig, of C. C. Craig & Co., of Winnipeg, is on a business trip through the West and will visit Pacific Coast points.

C. D. Hobbs, manager of the Western Hardware & Steel Co., Ltd., Vancouver, has left for England, where he will buy for the Vancouver, Victoria and Duncan branches of the firm.

The Winnipeg Paint and Glass Company has completed its removal of offices and warehouse to new premises next door to the building formerly occupied on Notre Dame Ave. E.

Wade H. Owens, who has for some time been associated with the British American Paint Co., has been placed on the sales staff of the H. L. Perry Co., Ltd., Winnipeg, and will make his headquarters in Moose Jaw, covering the Province of Saskatchewan in the interests of Messrs. A. Ramsay, Son & Co., Montreal, whose products are controlled by the H. L. Perry Co., Ltd.

## Montreal News

Thos. M. Birkett Jr., of Thos. Birkett & Son Co., Ltd., Ottawa, was in Montreal recently.

D. A. Rogaff, representing the Durham-Duplex Razor Company, Jersey City, N.J., was a Montreal caller this week.

J. A. Hossack, of the Lufkin Rule Co., Windsor, Ont., was in Montreal in the interests of his firm.

Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Ltd., was in Montreal from his home in Cleveland.

"Dick" Terrill, sales manager of Caverhill, Learmont & Co., wholesale hardware, has been detained from business for a week or ten days through illness.

Alex. Gibb Jr., was in Quebec City recently calling on the trade in the interests of Alexander Gibb, wholesale metals.

J. N. Young, who has been the London, Eng., representative of the Thos. Davidson Mfg. Co., Ltd., returned to Canada on Sunday last.

Harry Harrison, Peterboro, who represents the Ontario field for Lewis Bros., Ltd., on automobile equipment, was in Montreal this week.

Fred R. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal, was chosen one of the team captains in connection with this week's drive for new members for the Board of Trade.

## Incorporations

National Varnish Company of Canada, Limited, head office Montreal, capital $50,000, plans to manufacture and deal in paints, oils and varnishes.

The Regal Tire & Rubber Company, Limited, capital $75,000, head office Sherbrooke, Quebec, plans to manufacture and deal in tires and rubger goods.

The Canadian Aseptic Cotton Works, Limited, head office Montreal, capital $250,000, plans to manufacture and deal in paints, varnish, pigments, cut glass, rubber goods and other products.

Special Auto Service of Canada, Limited, head office Montreal, capital $100,000, plans to deal in auto parts and accessories.

Dominion Hair Felt Company, Limited, capital $25,000, head office St. Johns, Quebec, plans to manufacture and deal in insulating materials.

### MAY ERECT STEEL PLANT

Press reports from Belleville, Ont., state that A. P. Gillies, on behalf of the Tivani Electric Steel Company and allied interests, has applied to the Hydro-Electric Power Commission for quotations on a block of 50,000 horse-power, to be delivered at their proposed steel plant, to be erected presumably at Belleville. New York mining and engineering experts have visited Belleville and North Hastings the past week. They looked over the various iron ore deposits in Tudor and Wollaston townships, and have been most favorably impressed with the ore bodies awaiting development.

### CLERKS PLAN ORGANIZATION

London, Ont.—A branch of the Retail Clerks' International Protective Association, affiliated with the American Federation of Labor, is to be organized in this city shortly, according to local labor men. This association will include all retail clerks in the city, both male and female, and the purpose of the organization is to bring about early closing in London. A petition was circulated last spring by the London Chamber of Commerce among the local retail stores, but owing to the fact that a sufficient number of signatures was not secured it was impossible to have a by-law passed by the city council enforcing early closing.

### ADVOCATES FREE IRON AND STEEL

An interesting address was delivered in Montreal on Saturday by A. Rives Hall, K.C., who spoke on the necessity of iron and steel in its primary stages of manufacture being admitted in the Dominion free. The speaker quoted from views of various economists and also produced statistics to indicate that whatever necessity there was many years ago for high tariff in order to foster infant industries the purpose of the National Policy as outlined by the late Sir John Macdonald had been eventually to bring about a reciprocity between Canada and the United States, which would result in the abolition of all tariff. The speaker pointed out that while the Federal Government was exercising every effort to increase export, it at the same time deprived the country of the advantages that might ensue by excluding as far as possible import.

### MAY RAISE EXPORT DUTY ON IRON ORE

Press reports from St. John's Newfoundland, state that Hon. W. F. Coaker, leader of the fishermen's party, and the controlling power in the Government, declared in his address at the fishermen's annual convention, outlining the new Government's policy that the export duty on iron ore from Wabana Mines will be advanced from 7½ cents per ton to an amount which will net the Treasury a larger sum than at present.

Should the Newfoundland Government embark on such a policy at this time it would be of vital importance to the Dominion Steel Corporation and the Nova Scotia Steel and Coal Co., Ltd., which between them control the entire iron ore deposits on the Island of Wabana.

Both companies are understood to have been preparing to resume exports of iron ore on a large scale. That part of the business of both companies was entirely shut off during the war. Prior to 1914 a large quantity of the Newfoundland ore was shipped to European countries.

It is understood that the recent purchase of a large block of Dominion Steel shares by British interests was closely associated with a plan to embark on a broad policy of both coal and ore export to Europe, which it was figured could now be more profitably undertaken under existing conditions affecting the markets for raw materials generally, not only in Great Britain, but throughout Europe as well.

### WOMAN IS APPOINTED

George L. Storm, chairman of the American Safety Razor Corporation, announced this week the appointment of Miss Jane Carroll as general manager of the $20,000,000 corporation's subsidiary export company. Miss Carroll is a Cornell graduate, and served her apprenticeship in foreign trade as foreign trade promotion manager of the American Express Company.

# All Lines of Wrought Hardware Will Advance Immediately

## Higher Quotations Are in Effect in the United States—Steel and Wire Are Higher and Deliveries Are Anything But Satisfactory

AN advance has been made in all lines of wrought hardware. American manufacturers have already advised the trade that prices of bright butts japanned butts, strap and tee hinges have been increased by 12½ per cent., while plated butt hinges have gone up 10 per cent., half-surface butts 25 er cent., and all other lines of wrought hardware 15 per cent.

Canadian manufacturers of these lines adopted the same course, owing to the increase in the cost of labor and also the increase in the price of all materials entering into these lines.

Steel and wire recently had a sharp advance, and the probability is that these materials wil be so scarce that it will be almost impossible to make deliveries in any way complete.

Owing to the trouble in the coal mines, many of the steel manufacturers in the United States are unable to obtain coal and have already closed down, and the railroads having withdrawn so many trains from their systems owing to the shortage of coal, cannot begin to bring forward the materials which the Canadian manufacturers will require to use. It may, therefore, be a serious matter if merchants do not provide themselves with any goods which they can obtain delivery of.

# Manufacturers Accede to Request of Tire Dealers

THE annual meeting of the Toronto Retail Automobile, Garage and Accessory Dealers, held on Friday, took the form of a luncheon at the Carls-Rite Hotel, Toronto. The president, W. H. Wilkinson, occupied the chair. Guests from the London, Guelph, Woodstock, Kitchener and St. Thomas branches were present.

One of the most important matters to be discussed and settled was that relating to the sale of tires by manufacturers to commercial accounts. A previous conference had been held between the dealers and the manufacturers; and at the meeting on Friday the announcement was made by the manufacturers of their policy of 1920.

#### Will Discontinue

By the adoption of this policy they have agreed to discontinue the solicitation of any future five or ten car contracts. The existing lists will be curtailed and the difference of existing accounts will be credited to the dealers, pro rata, to their purchasing power from the tire manufacturers. This concession met with the hearty approval of the dealers generally and it is felt that it will be conducive to the better interests of the trade.

#### A Provincial Policy

The policy will be from a provincial standpoint and simultaneous announcements have been made in the other branches of the Association.

The Chevrolet Company, through G. E. Gooderham, has offered ten per cent discount to all bona-fide members of the Association, the offer being accepted and the thanks of the Association tendered to Mr. Moore on behalf of the Gooderham Company.

S. H. Rowed, of London, Ont., provincial president, gave a short address on organization and reviewed the many things which the association had accomplished since its inception. He intimated that the association had now over 200 members, comprised of the most representative dealers in the province and requested that the slogan of 1,000 members be adopted at the January convention.

#### Election of Officers

The election of officers of the Toronto branch then took place and resulted as follows:

President, H. B. Moore; 1st vice, Warren McBride; 2nd vice, Claude Pearce, 3rd vice, G. B. Baby; treasurer, W. C. Warburton; secretary, W. C. Miller; advisory committee, Messrs. Mayall, Daniels, Tulloch, Harpin, Adams, Crighton, Secord, Moore, Breakey.

### BELGIAN GUNS FOR FALL OF 1920

A Montreal jobber states that Belgian guns will be available for the fall season of 1920. Orders for delivery in time to reach the trade for selling next fall are now being booked. HARDWARE AND METAL understands that, for the present, much the same lines will be available as those sold before the war. Of course the prices will be materially higher than they used to be. Many of the guns were made formerly, it is stated, in the homes of the people, while now, with better living conditions, workmen will attend to their chosen vocation of gun-making at the various factories.

# Ten British Firms Working Together for Canadian Trade

WITH a view to securing business in the Canadian field the British firms, having as their chief output automobile accessories, are trying out an interesting experiment. Under the name of the Associated British Industries of Canada, Limited, with a capital of $50,000, they have opened an office in the Ryrie Building, Toronto, with Sidney A. Rowlandson and N. E. O. Storey as Canadian manager and assistant manager.

"It occurred to the firms," said Mr. Rowlandson, in discussing the project with HARDWARE AND METAL, "that they could open an office and be represented on the spot, ten industries as well as one. So, they have combined and formed this syndicate. It is purely a try-out; many of them have their business here at the present moment, while others have not. We are principally aiming at jobbers' trade, as with ten firms represented it would be impossible for us to handle goods, as many of the travellers do, and call upon individual merchants."

The ten British firms represented and their manufactured products are: Abingdon Ecco, Ltd., of Tyseley, Birmingham: wrenches, automobile accessories, cycle and motorcycle fittings, tools and component parts. Accles and Pollock, Ltd., Oldbury, Birmingham: Weldless steel tubing for all trades, tools and motor accessories, press work specialists, airplane construction experts. Amac, Ltd., Aston, Birmingham: Carburetors for all types of engines, also accessories for motors and motorcycles. W. and A. Bates, St. Mary's Mills, Leicester: Pneumatic tires for cycles, motorcycles and automobiles, rubber sport goods, elastic thread, and elastic for all purposes. Benton & Stone, Ltd., Birmingham: Engineering and automobile accessories in brass, pumps, valves, cocks and allied productions. J. B. Brooks & Co., Birmingham: Saddles for cycles and motorcycles, accessories in leather and canvas for the automobile trade, tool bags, hold-alls, etc. Harvey Frost & Co., London: Vulcanizers, material and equipment for operating same, tools, rubber preparation proofed canvas, etc. Powell & Hanmer, Ltd., Birmingham: Lamps (electric, oil and acetylene) for automobiles, cycles and motorcycles; also dynamos, and self-starters for automobiles. Rotherham & Sons, Ltd., Coventry: General engineering supplies for the automobile trade, grease and oil cups, taps and cocks, speedometers, etc.; also chronometers and watches. Sphinx Manufacturing Co., Birmingham: Spark plugs for all types of internal combustion engines, also general accessories for the automobile and allied industries.

## WANTS TARIFF BOARD

"That the council of the Montreal Board of Trade strongly advocates the establishment by the Dominion Government of a tariff board to act under the jurisdiction of the Minister of Finance."

Such was the resolution unanimously adopted by the above body regarding the tariff. This action was taken in view of the recent arguments which have been set forth regarding the appointment of a permanent tariff board to handle these important matters, aside from political affiliations.

The Montreal Board of Trade has always taken a great interest in matters of this kind and its action has embodied in the foregoing resolution that the result of their ideas concerning the importance of appointing a definite board to handle these important questions

## HERE'S A FUNNY ONE

Brantford, Ont.—The big windstorm here Saturday night played a strange freak. It blew over an outer shed in the east ward, under which the rifles and ammunition stolen from the Gott hardware store recently had been hidden. The owner found that his son, under 16 years of age, with another youth, had committed the robbery and reported the matter to the police. Restitution was made, the juvenile defendants being remanded.

## POWER SUPPLY LIMITED

HAMILTON, Ont.—This city's supply of Hydro power has been cut by 4,500 h.p. and will remain cut until the end of the year at least. At a special meeting the Hydro Commission demanded that Hamilton's peak load of 17,500 h.p. be cut to 13,000 h.p. In view of this fact the commission decided that no further applications for power or light would be accepted from local consumers.

## NEED 500 RESIDENCES

SARNIA.—This city needs or will need by spring 500 new houses. The housing situation has been serious for months and all indications point to an even more serious situation in the spring when the proposed new industries start breaking ground and when the plants already established erect their proposed additions.

In HARDWARE AND METAL of November 22 in the Letter Box, the name of Gurney Tilden & Co., Hamilton Ont., was inadvertently omitted from an inquiry, asking, "Who makes a large hotel range with the fire box at the end?"

The Dominion Roofing Co., of Toronto, has been dissolved.




**F. Parks & Co., Cranbrook, B.C.**—Will you inform us where we may procure Chinook bread mixers? We understand they have the handle on the side instead of at the top.

Can any of our readers supply this information?—Editor.

**A. Spratt & Sons, Inglewood, Ont.**—Where may we procure self-feeder for Art Garland No. 30, made by Bowes-Jamieson?

Canada Stoves Limited, Grimsby, Ont., manufacture repairs for stoves formerly made by them.—Editor.

**McLeod & Joynt, Lucknow, Ont.**—Where can we procure lanterns suitable for horse-drawn vehicles such as buggies and cutters?

These may be procured from the Ontario Lantern & Lamp Co., Hamilton, Ont.; E. T. Wright Co., Hamilton, Ont., and Sheet Metal Products Co. of Canada, Toronto, Ont.—Editor.

**Matthewson Bros., Strassburg, Sask.**—Please advise us where Keeper exhibition chicken coops and fronts may be purchased.

Model Incubator Co., Ltd., 196 River St., are Canadian agents.—Editor.

**Cowan Hardware Co., London, Ont.**—Will you please inform us if there are any fireless cookers made in Canada?

These may be procured from the Royal Fireless Cooker Co., Ottawa, Ont.—Editor.

**Saskatoon Hardware Co., Saskatoon.**—Will you please give us the names of Canadian manufacturers of packing twines?

Shurley & Derrett, 1080 Bloor St. W., Toronto; Doon Twines Ltd., Doon, Ont.; Consumers Cordage Co., 9 Church St., Toronto, Ont.; Independent Cordage Ltd., 55 Colborne St., Toronto, Ont.; Hamilton Cotton Mills Ltd., Hamilton, Canada.—Editor.

**Base Burner Repairs**

C. B. Brown & Co., Aylmer, Ont.—Where can we get repairs for Bowes-Jamieson Art Garland Base Burner?

These may be procured from the Canadian Stove Co., Grimsby, Ont.—Editor.

**Gold Leaf**

James Cowan & Co., London, Ont.—Kindly advise us of names and addresses of Canadian manufacturers of Gold Leaf.

National Refining Co., 69 Grosvenor Street, Toronto; also Wickett and Smith, 71 Lombard Street, Toronto.—Editor.

# British Buyers Want Prompt Delivery

## Big Market for Canadian Goods if Sent so as to Reach Market in Good Time, Says J. M. Young, of Montreal, Just Back From England

IN AN interview with J. N. Young, London representative for the Thos. Davidson Mfg. Co., Montreal, and who returned on Sunday from the Old Country, HARDWARE AND METAL was informed that the British market is ready for, and can absorb considerable quantities of Canadian goods so long as delivery can be made promptly. Mr. Young has been in England for almost a year and has made two trips there. He has found the British buyer to readily purchase any offerings which are made, and in this respect Mr. Young expressed his appreciation of the British buyer for the splendid parts that he possesses as a business man. "The buyers there are nice people to do business with and they want to do it on the dead square," said Mr. Young.

The British people, as a rule, are not inclined to the "brass band" stuff, which is the stock-in-trade of some salesmen, and the average buyer over there will not stand for this. If you have a proposition to put before him, Mr. Young states, he is very glad to entertain it and to tell you on the spot whether or not he is interested. Once the confidence of these people is won there is no difficulty in perpetuating their connection.

### Price Is No Object

In connection with the various wares which Mr. Young has been selling for his company and with other products generally which are imported into the country, the average buyer makes very little stipulation regarding price. There is an immediate need for various goods, and if they can be supplied the buyer is willing to pay what the goods are worth, and even an abnormal price.

As to a continuance of demand for these goods, Mr. Young pointed out that no one could tell how long there would be a demand for goods outside of England. Of course a great many of these goods are produced at home, under normal conditions, although for enamelled ware, the imports into the Old Country, as before pointed out in HARDWARE AND METAL, are approximately 90 per cent. of the consumption. Because of the unsettled conditions that prevail there at the present time and the uncertainty of their duration, it is out of the question for any one to form an accurate opinion as to what the future will develop.

### Labor Difficulties Exist

Mr. Young pointed out that the difficulties which manufacturers have had with labor still exist. All classes seem to have considerable amount of money and for this reason they are happy and do not care, particularly, whether they are employed or not. Life is taken as a matter of course from day to day, and there has been very little inclination on the part of some to return to their labor in an old time way. "As soon as the unemployment problem is settled things will go ahead and be very much better than they now are," said Mr. Young. Up to the present time there is not a great deal of change there, and in connection with the home or domestic trade, the manufacturers in England are not people to take care of the trade.

With regard to the prices on various commodities which are made there, Mr. Young pointed out that manufacturers were afraid to give definite quotations. They do not know just where they are at with regard to supplies of raw material, and for this reason they will not commit themselves to a definite delivery proposition.

Altogether Mr. Young pointed out that he was more than ever, if that is possible, a Canadian. "One of the most welcome sights I have ever seen was that of the appearance when we steamed up the St. Lawrence, of the banks of this great river. It did seem good to get back to Canadian soil again."

## DEVELOPMENT OF ALUMINUM INDUSTRY OF BIRMINGHAM

According to reports, Birmingham is greatly strengthening its hold on the aluminum industry, to which it claims to be the principal centre in the United Kingdom. The metal is not rolled there but used chiefly in manufacture, both in the making of bodies and the beating of panels for motor cars, and the production of hollow ware. The raw material is principally secured from home sources, and attention has been directed lately to the desirability of increasing the output, though at the present time there is no great difficulty in the securing of aluminum since the release of the metal from war purposes. The principal difficulties in the trade have been in the direction of labor and lack of equipment. There is a good deal of new plant needed and the reconverting of old machinery and tools to normal service has been slower than was anticipated when the armistice was signed.

### Large Increase in Output Expected

A number of new firms have entered the industry as a result of the war. They have learned by experience that aluminum is an easy metal to work and has valuable characteristics of its own. It is stated that the present output of aluminum hollow ware in Birmingham exceeds that of pre-war days, and it is anticipated that six months hence the output will be very much larger than it is to-day. During recent months the trade has profited greatly by the inadequate supply of enameled hollow ware and the high prices which it commanded. Machine processes are said to be displacing hand labor to a considerable extent in the factories devoted to aluminum hollow ware; stamping presses are being largely used where the spinning lathe was formerly relied upon. The economizing of costs by standardizing models and a nearer approach to mass production is going to give a notable impetus to the industry.

### Large Demand for Cups for Collecting Latex—Hollowware Trade

An interesting branch of the industry is in the production of cups for collecting latex from the rubber trees in foreign parts of the world. Enormous numbers of these cups were manufactured in Birmingham prior to the war, and an output of three to four million a year was not uncommon from single factories.

The enameled hollowware trade appears to be on a somewhat different basis. Prior to the war the Germans held a dominating position in the trade, nine-tenths of the imports coming from Germany, and it was estimated that the German were doing between half to three-fourths of the business in this country. Strenuous efforts are being made by British manufacturers to supply the goods which were formerly bought from outside.




### American Flyer Mfg. Co.

The American Flyer Mfg. Co., P.O Box 196, Chicago, has issued a catalogue listing the line of miniature railroads manufactured by the firm. The catalogue is most attractively printed in colors and is well illustrated. The pages are 9 inches by 12, and contain much information regarding toys for boys. Readers of HARDWARE AND METAL, who desire copies of the catalogue, may obtain same upon request.

## IVER JOHNSON BICYCLES

"Iver Johnson Bicycles—New Edition," is the title of a neat catalogue, No. 20, just issued by this company. Under the caption, "The Quick Way to Anywhere," the reader is introduced to advantages possessed by the bicycle for those living in suburban districts, in rural sections or in towns and cities. Then follow various specifications, together with illustrations of the various models made by the company at its Fitchburg, Mass., plant, together with illustrated styles of saddles, handle bars and sundries. The new catalogue is of 20 page, and readers of HARDWARE AND METAL who are interested may secure a copy upon request.

## WILSON AUTO SPECIALTIES CO.

Bulletin No. 11, issued by the Wilson Auto Specialties Company, of Hamilton, Ontario, lists winter necessities and driving comforts for the motorist. The bulletin contains sixteen pages and is generously illustrated. Copies may be obtained by readers of HARDWARE AND METAL upon request.

# THE CLERKS DEPARTMENT

## "ONE GRADE ONLY—THE BEST" ROBT. McLAUGHLIN'S MOTTO

### Obstinacy of a Farmer Who Wanted Too Much for His Land Started Him on Road to Success—Hard Work Took Him There

"IT was fate — fate and an obstinate farmer—that started Robert McLaughlin on the road that led him to the place he occupies to-day in the industrial life of Canada as the founder and still the head, in spirit and name if no longer in activity, of Canada's greatest motor car manufacturing and distributing organization," says F. S. Chalmers in "Financial Post."

Fifty years ago, when Mr. McLaughlin was thirty-three years old, his father gave him a fifty-acre farm near Enniskillen, Ontario. But in those days eggs did not bring $1.20 a dozen on the market, and wheat had not soared to $2.25 a bushel. A fifty-acre farm was not large enough to be worked with any degree of profit and the McLaughlins, or rather Mr. McLaughlin, Sr., for Robert refused to take any interest in anything pertaining to agricultural matters, decided to enlarge their holdings.

**Refused to Pay It**

There was a farmer nearby who owned fifty acres adjacent to the McLaughlin farm. Mr. McLaughlin, sr., tried to buy it. He offered $90 for it. The other farmer demanded $100. He was obstinate, and held out for the extra $10. Mr. McLaughlin refused to pay it. That settled Robert McLaughlin's career. The deal was off, so his father allowed him to move into town, where he set up a little blacksmith shop on a corner and began to make wagons and "buggies." He has been making vehicles ever since, but in place of "buggies" he is making automobiles. The little blacksmith shop with a manager and three employees—Mr. McLaughlin and his apprentices—has grown into a vast plant that employs 2,500 people, covers a million square feet of floor space, and has half a thousand dealers throughout the country handling the 40,000 motor cars it turns out every year.

**High-Grade Work Counts**

Fate started Robert McLaughlin on the road to success, but it did not carry him there. Something else was needed and Robert McLaughlin supplied that. "Hard work," answered Mr. McLaughlin when I asked him the secret of his rise from blacksmith to manufacturer. "But hard work alone won't do it," he added. "There are several kinds of work. There is poor work and there is high-grade work. When I made my first wagon I pounded every rivet until I knew it was perfect, and I shaped every spoke until I knew it, too, was perfect. My motto was: 'One grade only and that the best,' and I've stuck to it ever since.

"I used to make my wagons and buggies just a little bit better than I thought anybody else could make them. I made them good and solid and then I painted them up and added little decorations that looked nice. I even painted landscapes on some of them. I had the knack of handling the brush, and I liked to do that.

**Work Was Interesting**

"The work was interesting to me, and I believe it means a lot for a man to get into the line of work that he is best fitted for. My father tried to make a farmer of me. I was born and brought up on a farm. I made a very poor farmer. I got very tired of it, and I used to make cutters in my spare time. I made my first cutter in the old log cabin on the farm in 1863. Even when I settled down on the fifty-acre farm in 1864 I continued to make cutters in one corner of the barn. I got more fun out of that than out of the farming, and when fate and that farmer combined to set me up in the manufacturing business, I think it was the luckiest thing that ever happened to me. It would have been a mistake if I had stuck to the farm."

**He Moves to Oshawa**

By 1872 Robert McLaughlin's blacksmith shop had grown so that eight men were employed, and there is still a photograph in existence of the shop and its staff, taken in that year. The business kept on growing as the reputation of the "high-grade work" spread, and in 1878, Mr. McLaughlin borrowed $3,000 and moved to Oshawa, and started a carriage shop in that town. There was a furniture factory in Oshawa that had been a failure from the start. It went to the town for unpaid taxes, and Robert McLaughlin, who in fifty years of business has never missed an opportunity of extending the scope of his work to even the slightest extent, made a deal with the town whereby he traded his own shop for the furniture factory. It was a big factory, and his little organization was swallowed up in one end of it. But not for long. Soon they were making buggies and cutters and wagons in the whole factory and there were additions outside.

Then came a blow that might have disheartened any man. In 1899 the entire plant with its stock of seasoned wooden carriages was swept by fire. Was Robert McLaughlin downhearted? No. Hardly had the flames died down when the town printer was distributing through the town hand-bills bearing the words:

ONE THING THAT WILL NOT BURN IS THE SUPERIORITY OF McLAUGHLIN CARRIAGES.

But the fire really brought bigger things with it. Two years later the McLaughlin Carriage Company was incorporated. Formerly it had been a partnership between Robert McLaughlin and his sons.

**Motor Company Formed**

The next step in the growth of the organization was the formation in 1907 of the McLaughlin Motor Car Company, Ltd. Robert McLaughlin foresaw the development of the automobile and although he did not expect that the industry would grow to the size it has reached to-day he thought that motor cars would be a good "sideline" for the carriage industry. He built the first motor cars in Canada. Since then the history of the company has been public property. The McLaughlin Company saw that building motor cars would be almost too much for a self-contained plant so they entered into an agreement with the Buick people of Flint, Michigan, under which the Buick concern supplied a number of the parts, while the McLaughlin people manufactured the cars.

That agreement was the beginning of a number of similar arrangements, which have consummated in the recent acquisition by the General Motors Corporation of a large share of the McLaughlin interests and the formation of the General Motors of Canada, Ltd., the management of which is still in the McLaughlin family, and which makes McLaughlin and Chevrolet cars and will shortly be turning out Canadian Oldsmobiles.

**Other Developments**

"We have never tried to tell anybody that the motor cars we turn out here are 100 per cent. Canadian, as we have always imported a large number of our parts from the United States," Mr. McLaughlin told me, adding that he hoped shortly that the cars would be entirely manufactured in Canada in the McLaughlin plants. When the units at present under construction in Oshawa and Walkerville are completed the capacity of the organization will be over 50,000 complete automobiles every year, a mighty output when compared to the infinitesimal production of the blacksmith shop in Enniskillen where Robert McLaughlin and his two or three employees hammered high-grade work into spokes and wheels.

**Relaxes in Painting**

At 83, Robert McLaughlin is still a busy man. He has long since given over the active control of his business to his two sons, George W. and R. S. McLaughlin, the latter of whom is president of the General Motors of Canada, Ltd. But although not active in the routine affairs of the company, he is at his office at eight o'clock every working day, giving advice and sage counsel to all who seek it, and attending the weekly meetings of leading employees who are called together to discuss problems that arise. When he has any time to spare he spends it with his paint brush. In his office are landscapes and portraits that he has painted, including a pastel of the late Lt.-Col. Sam Sharpe, M.P., and a portrait group of Mr. McLaughlin and his three sons.

**Only One Strike**

In fifty years of employing labor, Mr. McLaughlin has had but one strike. Twenty years ago when he was in Western Canada on a business trip, an agitator from across the border came to Oshawa to stir up trouble in the plant. Some of the employees listened to his unwise counsel and a strike was threatened although the strike leaders promised to wait until Mr. McLaughlin should return from Winnipeg before calling

out the men. Mr. McLaughlin hastened East, but the strike leaders broke their promise and called out the men. At first the men had the sympathy of the townspeople until Mr. McLaughlin opened up the company's books and showed that the men on strike had been drawing the highest wages in the town. Sufficient loyal employees remained at work to keep the plant going, and not a day was lost by the strike. It was not long before the entire organization was running smoothly once more. The strike failed because it was ill-advised and absolutely unnecessary.

**Advances His Own Men**

"We never go outside this organization to pick our big men," said Mr. McLaughlin. "We give every man a chance to advance himself as high as he wants to go, and many of the managers of our divisions and branches started with us twenty or thirty years ago as jointers, trimmers, etc.

"The employees are able to buy stock in the company if they want to on very easy terms and we have a systematic investment plan which enables them not only to save money, but to double their money while they save. The result is seen in the fact that 60 per cent. of our employees own their own homes."

This is the man who started a business that, with additions now being built, will cover thirty acres of ground, pays out $3,000,000 a year to its employees, and turns out more than one hundred motor cars every day. Some of his secrets of success, if indeed, they could be called secrets, have already been given. Another of his favorite bits of advice is: "Put character into whatever you do and never try to turn a short corner or do a crooked trick on anyone."

## FRENCH FAIR AT LYONS

The spring session of the Lyons Fair, to be held at Lyons, France, from March 1 to 15, 1920, is now in course of preparation. The preliminary work of gathering together those manufacturers who will display their products at the exposition has already begun, and especial attention is being paid to American articles.

The fair has been divided into two parts. Until now there has been but one single showing from the first to the fifteenth of each March. Since the termination of the war, however, the increased number of visitors has compelled the committee to divide the various trades into two lists, one exhibiting at the spring fair and the other at the autumn fair to be held from October 1 to 15. Each trade section is open to exhibitors once a year at one of the fairs only, and the grouping is done in such a way as to prevent buyers of similar articles from having to visit the fair twice in the same year.

The trade sections are as follows:

**Spring Fair**

Heating and lighting
Electrical lighting
Medical requisites
General chemicals
Textile machinery
Church requisites
Silk goods
Furs and skins
Ladies' and men's hats
Men's clothing
Shirts, collars and ties
Ladies' clothing
Ladies' underclothing
Hosiery
Haberdashery
Woollen goods
Cotton goods
House furnishing
Footwear
Leather
Leather goods
Earthenware and glassware
Perfumery and toilet requisites
Toys and fancy goods
Paper and cardboard
Printing and publishing
Stationery and office requisites
Photographic requisites
Motor industry
Jewellery
Clock and watch making
Fire arms and ammunition
Technical schools
Decorative arts
Aircraft industry

**Autumn Fair**

Industrial supplies
Light hardware
Metallurgy
General engineering
Agricultural products
Dry foodstuffs
Liquid foodstuffs
Agricultural machinery
Industrial buildings
India rubber goods
Electrical engineering
General building
Musical instruments
Colonial and imported products
Foreign and colonial governments
Transports and touring

# Hardware Clerks Hold Social Evening

St. John, N.B.—The members of the St. John, N.B., Hardware Clerks' Association not only attend to matters affecting their interests in business but have a good social time quite often as well, going on the slogan, "All work and no play," etc. They held a very pleasant social gathering this week in the rooms of the Y.M.C.A. Many games were indulged in, including basketball, bowling and swimming, and keen and friendly rivalry prevailed among the teams from the different houses. In basketball the W. H. Thorne & Co. team, consisting of Willett, McLennan, Doherty, Hood and Armstrong, defeated by a score of 12 to 11, the team from Emerson & Fishers, Ltd., composed of Thorne, Stinson, Hoyt, Henderson and Keeley.

Those represented in the various games were the employees from S. Hayward & Co., T. McAvity & Sons, Ltd., Emerson & Fisher, Ltd., W. H. Thorne & Co., Ltd., and Robertson Foster & Smith. In the bowling matches some of the young ladies took part, to the no small interest and amusement of the spectators. Three ladies and two men from each firm composed the teams.

Refreshments were served by the young women, and a very enjoyable time had by all present.

## SEEK TO STAY APPLICATION EARLY CLOSING BY-LAW

Action is being entered in the Montreal Practice Court to restrain the City of Montreal from the operation of the recently-passed by-law, requiring retail stores to close their places of business at 7 p.m. This action is brought by the introduction of an injunction against the city.




—Gale, in Los Angeles "Times."

FROM ONE WHO KNOWS

# SHER-WILL-LAC




A SHERWIN-WILLIAMS Product. A modern finish for interior woodwork. A combination of transparent Stain and Varnish that gives new life to old, shabby floors, furniture, sashes, wainscotting, woodwork, etc.




*Dealer's Name*



Produces on new wood a genuine representation of any hardwood finish, closely resembling the beauty of the natural grain.



Used over Sher-Will-Lac Ground on old, soft wood surfaces, it gives a handsome grained effect in any desired shade.

Cherry, Rosewood, Light Oak, Dark Oak, Light Mahogany, Dark Mahogany, Golden Oak, Green, Walnut, Ground, Ebony, Dull Black and Natural.




## *Another Product That Will "Cover The Earth"*

Absolutely Waterproof—Will not scratch or mar easily—Repeated washing will not spoil its lustre.

**SHER-WILL-LAC is put up in quarter pints, half pints, pints, quarts, half-gallons and gallons —all full Imperial measure.**

*Made in 13 different shades*

## *HARDWAREMEN! IMPORTANT!*

This is the line to tie up to for the coming season. Do not wait for the Sher-Will-Lac man to call; write us to-day for full particulars. Ask us about our selling plans—they are effective sales creators, guaranteeing, with the co-operation of the merchant, very large increases in his sales at an exceptionally good profit. Let us tell you about our Free Sample and Bonus Plans.




THE SHERWIN-WILLIAMS CO.
of Canada, Limited

"Save the surface and you save all" *Paint & Varnish*

### ELECTRICAL GOODS MOVE QUICKLY

Continued from page 44

selling one, and it has been remarked that owing to the war and other reasons people are giving more useful gifts of late years, and instead of some expensive bauble are presenting something more serviceable. Where then, is it possible to procure more serviceable lines than electric iron, vacuum cleaners, in fact, electrical appliances of any kind, also not forgetting other hardware lines?

A feature of the electric window shown is: a good length of lamp cord was connected in series with very small colored light bulbs such as are used for decoration purposes. This is woven in and out through the display over the entire bottom of the window. When lighted these give a very pleasing, as well as novel effect and direct special attention to the goods shown.

#### A Striking Display

On entering the store it would be impossible not to notice the fine display of fixtures which are attached to the ceiling at the back of the store. A sample of all kinds carried in stock are shown, as well as other lines, which are made up or brought in as the case may be. Mr. Moon considers this the ideal place for them as they are readily seen by all coming into the store, and it gives prospective purchasers a better chance to see them, especially if the store is busy, as it eliminates interruptions. It is also more convenient to the stockroom, which is just in the rear, and odd parts are more readily shown.

#### Many Show Cases

It would be hard to enter Mr. Moon's store and not notice the fine show case displays which are on each side of the store; electrical on the east and hardware, cutlery and silverware on the west. The first case on the east side has a fine display of electrical irons, toasters, grills, broilers, and other electrical appliances, while the next one shows a line of sockets, bulbs, wire, in fact a sample of the supplies most generally used for constructive work. Joining this is a counter case displaying flashlights and flashlight batteries, which are popular sellers.

#### A Cutlery Display

On the west side is shown a cutlery display. This case is devoted practically to pocket-knives, razors and shaving supplies, and a line of strops, brushes, hair clippers and shaving requirements are shown. This stimulates sales. When a razor is sold it is a very simple thing to bring out a strop and in a casual way comment on its quality. The general customer appreciates this as he likes to feel that he is receiving special attention. It also is a good source of knowledge for the salesman, as often a customer will bring up some experience that he has had with razor strops and the salesman is often able to pick out some good pointers for making his next sale.

Another feature of the cutlery is the surplus stock which is kept in drawers behind the showcase, and after the customer has pointed out what he wants it is very convenient to get what is required from this stock rather than disturb the display which has taken time to arrange.

It may be noticed that one case, both in the electrical and hardware departments have on display practically the same lines as are shown in the window. This has the effect of doubly impressing on the minds of the customers the articles shown.

Mr. Moon carries a big line of well-advertised paint, and finds an ever-increasing demand for it. He also notices that women are becoming enthusiastic painters. It is not so long ago that painting was considered a man's job, and necessarily any small jobs around the house would have to wait the opportunity or convenience of the man of the house. This line is put up so attractively and handy, and as people are becoming more educated to its use it is fast becoming one of the most popular household necessities.

## Says Getting Delivery Will be More Important Than Prices

IN spite of the uncertainty of supplies of steel as a result of the strike in the United States, and in spite of a general unrest in labor circles which has resulted in lower productive power by many workmen, the aim of many of the big producers of steel is, according to Mr. G. G. Complin, sales manager of the Metallic Roofing Company of Canada, to keep quotations steady and prevent, as far as possible, any sky-rocketing in market prices. Mr. Complin hesitates to don the robe of a prophet with regard to future prices, other than to say he does not see any decline for a considerable time to come. Smaller, rather than big, producers may influence to a greater extent prevailing prices. But what he regards as more important than prices is delivery, that is, for some time to come at all events. These are very uncertain; and there seems to be no immediate prospect of better conditions prevailing in this regard.

#### Raw Materials Scarce

Discussing the whole matter with HARDWARE AND METAL, Mr. Complin said: "The situation in the steel market for some time past has been very trying for a manufacturer using steel as a raw material. It has been a case of either a feast or a famine—we had the feast for a few months after armistice, and for the past few months the general market has been working up to a state of famine which is surely approaching, or may, indeed, be said to exist now in many places.

"None of our departments have been actually closed down by the shortage. We have not been able to maintain our usual stock of manufactured goods, resulting in slight delays in orders for certain materials; but so far we have been able to keep ahead on staple lines, such as shingles, corrugated iron, eavetrough and conductor pipe."

#### Expects No Decline

As to the future of prices, all I can say with any degree of certainty is that there will be no decline for a long time. Any change is bound to be upward. Certain big producers are adopting a policy of holding prices steady and they are greatly to be commended; but, unfortunately, they cannot furnish all Canada's requirements and prices may depend largely on the action of a number of smaller producers. The steel market and the general situation change very rapidly. Even though mill prices on the whole remain stable, there will probably be considerable fluctuation in re-sale prices, regulated by supply and demand at time of re-sale.

"The exchange situation is another serious factor; at 5 per cent. it is not an item that manufacturers can continue to absorb as we have been doing for some time past.

#### Get the Goods

"Generally speaking, an advance in prices is not improbable; but leaving price out of the question, the best advice I can give the prospective buyer of steel or sheet metal goods is to get under cover quickly, so as to assure himself a supply. In my opinion, delivery is going to be a more important feature than price for some time to come.

"The labor situation is still difficult. Plenty of men are anxious to draw wages, but few seem to have any real appetite for work. In one of our departments we are paying twice the money paid five years ago, but actually getting out only about half the work.

"Business has been good and I look for it to continue so. A large amount of new construction is going on, as well as considerable repair work deferred during the war. Many farmers and others put off building or repairing in the expectation of lower prices, and these are now realizing that present prices are as low as may be expected for a long time and are consequently proceeding with their work. I confidently look for good business.

### PRESS REPORT WAS UNFOUNDED

Denial is given to press reports that the Humber Nut and Bolt Factory was to be closed down and part of the plant removed to Brantford. Manager J. B. Detwieler, of the Steel Company of Canada, stated that no such move was in contemplation.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

THE upward tendencies in the general hardware lines are continuing and some of the changes noted this week are very important. The scarcity throughout the entire hardware line is becoming more pronounced every day and it is stated that manufacturers generally are refusing to accept orders for shipment after Dec. 31, except at prices prevailing at date of shipment.

The sheet, bar iron and steel situation is serious. The mills have again advanced their prices $5.00 per ton and this is partly reflected in sheets and plates and they are recorded at an advance of 30c over base prices.

Other advances are wrought butts, light and medium tee and strap hinges, 12½ per cent. All builders' hardware, including locks, knobs and lock sets, advance approximately 10 per cent.; stove pipe wire, 50c per 100 pounds higher and mica 20 per cent.

Nails are very scarce and are holding firm. Sweat pads are up 90c per doz., while hame straps, aluminum leg bands, Everlastic roofing cement, steel stove pipe dampers, Victor mouse traps and rat traps and alarm clocks all show higher prices.

# MONTREAL MARKETS

MONTREAL, Dec. 4—The features of the week include important advances for a number of lines. Coil chain is advanced materially and there are general advances for all lines of small chain also. Galvanized sheets are up another quarter of a dollar per cwt. Pig lead and spelter are higher. Bar solder advanced about two cents per pound. Sweat pads are up 20 to 25c per dozen. Cotton twine, in balls and in the cone, has been advanced about 3c per pound. Stove pipe wire is higher and new prices are out for various preserving sealers for 1920. Old iron, particularly the heavier machinery grades, is in demand and higher buying prices prevail.

There has been some weakness in ingot copper and the price is slightly reduced. Pig tin also is lower. Sisal rope is ruling with an easier undertone and a decline may be effected. Coal oil is firm, but without change. Gas pipe is very firm and some expect increases to come at any time. Lead products continue to rule with a very firm undertone, but no advances have been made this week. These are anticipated.

## *New Prices Out For Various Glass Sealers*

**Montreal.**

GLASS SEALERS.—1920 prices are announced on various grades and makes of sealers. The new prices on the Crown and Improved Gem are: Small, per gross, $11.50; medium, $12, and large, $15. The Crown, Imperial measure, are $12 for pints; $13 for quarts, and $17 for half gallons. Perfect Seal prices: small, $12.50; medium, $13, and large, $17 per gross.

## *All Coil Chain Is Marked Higher*

**Montreal.**

CHAIN.—New prices, recording an advance, have been made effective for coil chain. The new net prices are as follows: Electric weld, ⅛ in., $18.95; 3-16 in., $17.25; ¼ in., $15.85; 5-16 in., $13.30; ⅜ in., $10.50; 7-16 in., $10.20; ½ in. and ⅝ in., $9.95. Firewe'd proof: ⅜ in., $11.05; 7-16 in., $10.80; ½ in., $10.40; ⅝ in., $10.65; ¾ in., $9.95; ⅞ in., $9.65; 1 in., $9.50. B.B.B.: ⅜ in., $13.70; 7-16 in., $13.30; ½ in., $12.95; ⅝ in., $12.75; ¾ in., $12.20; ⅞ in., $11.90, and 1 in., $11.80.

## *Sweat Pads and Stove Pipe Wire Are Higher*

**Montreal.**

SWEAT PADS, WIRE.—Advances totaling from 20c to 25c per dozen are applied to sweat pads, and are effective at once. An increase has been effective for stove pipe wire, this following the recent advanced prices for all wire products by the mills. The No. 18 is now quoted at $8.25 per 100 pounds, and the No. 19, $8.75.

## *Cotton Twine is Up; Pipe May Go Higher*

**Montreal.**

COTTON TWINE, PIPE.—There is an advance this week for cotton twine, and this is equal to about 5 per cent. New prices are about 3c per pound above those ruling last week. Cotton wick, too, is very firm, and the tendencies are upward on all cotton goods. The outlook for higher prices on gas pipe is a prominent feature among market tendencies. There is no change as yet, but with coil chain, bars and steel products already advanced, the outlook suggests increases for this line soon.

## *Various Small Chain, Cow; Cattle Ties Up*

**Montreal.**

CHAIN.—The market has advanced on nearly all lines of chain. This applies to cow and cattle chains, ties, stall fixtures, and ordinary and special bright chains. Dog chains, also, are included. The increase is approximately 10 per cent.

## *Heater Orders Big; Wares Active, Too*

**Montreal.**

STOVES AND WARES.—The heater trade is reported to be a very active one, "repeats" coming to hand freely from the retail trade, and indicating that the trade of the latter is brisk. Naturally, the undertone of the market continues firm at the recent advances. Just whether there will be enough stoves to

meet the needs of the trade will depend upon the severity of weather conditions and the consequent demand from consumers. Ranges have been actively in demand, too. Buyers can be assured of no drop in the market, and as a consequence of this it would seem well to anticipate needs for the earlier part of the coming season, as raw material suppliers are away behind with orders. The demand for seasonable wares is an active one, and prices on these have been firmly held at the recent advances, but without change.

## *Solder Advanced; Lead Pipe Firm*

**Montreal.**

SOLDER AND LEAD, ETC.—Prices are advanced on bar solder. This is in definite accord with the market reports appearing in HARDWARE AND METAL. The tendencies continue strong on lead pipe and lead sheets, but the manufacturers have not, as yet, made any advance. There is a fair demand for various lines.

| | |
|---|---|
| Lead pipe | 0 12½ |
| Lead waste | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | |
| Lead traps and bends | 15% |
| Lead wool, lb. | 0 13 |
| Lead sheets, 3 to 3½ lbs.. sq., ft., lb. | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | 0 12 |
| Cut sheets ¾c lb. extra. and cut sheets to size, 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 37½ |
| Solder, strictly, lb. | 0 35½ |
| Strictly, commercial, lb. | 0 33½ |
| Solder, wiping, lb. | 0 30½ |
| Solder wire (8 gauge)— | |
| 40160 | 0 56 |
| 45-55 | 0 38¾ |
| 50-50 | 0 41¼ |
| Zinc sheets, casks | 0 16 |
| Do., broken lots | 0 16½ |

## *Coal Oil is Firm But No Advances*

**Montreal.**

COAL OIL, GASOLINE.—The market for coal oil is steady and firm, but prices have not altered, the basis being from 22c to 25c per Imperial gallon, according to grade. There is an active demand, and the sale of gasoline, too, while smaller than it was, is seasonably active. Its price remains at 33c per gallon.

## *Nail Sales Are Big; Wire Products Firm*

**Montreal.**

NAILS AND WIRE.—Jobbers report a very heavy movement of nails, and as one said to HARDWARE AND METAL, "While we are able to supply our customers it is not an easy matter to get supplies, even of regular staple stock." The tendencies are steadily firm, and present base price for cut and wire nails is $5 per keg. The demand for all wire products is seasonably active, and the market firm. Base price for No. 0-9 gauges, smooth steel wire, is held at $5.25 per 100 pounds, and plain galvanized, No. 9, $9.50.

## *Sisal Rope May Be Lower; Manila Firmer*

**Montreal.**

ROPE AND CORDAGE.—There may be some readjustment of sisal rope prices to a lower level. This will not, if it comes, be a heavy reduction, manufacturers state, but may be one-half or one cent per pound. On the other hand pure manila prices are ruling with a firm undertone, and in the United States, HARDWARE AND METAL understands, manufacturers are inclined to advance prices. There is a firm basis for manila fibres, while the cotton rope market is firmer, and some lines are already advanced. Existing prices on rope are: Pure manila, 31c base; beaver and British manila 27c; sisal 23½c. The demand is just fair.

## *Sheets Are Again Advanced 25 Cents*

**Montreal.**

SHEETS.—An advance of 25c per 100 pounds is made effective for galvanized sheets. This, the importers state, does not represent the increase in the cost to them, and the outlook is for still higher prices. Stocks are much reduced. It is evident that there can be no general replenishment for some months to come with mills behind on orders, and manufacturers are wondering where their supplies of plate are coming from. The situation on black sheets is firm, and scarcity is the big feature here again.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 20 |
| 12 gauge | 5 95 | 6 25 |
| 14 gauge | 6 00 | 6 30 |
| 16 gauge | 6 10 | 6 40 |
| 18-20 gauge | 6 55 | 6 70 |
| 22-24 gauge | 6 60 | 6 75 |
| 26 gauge | 6 70 | 6 80 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | | 9 00 |
| 28 gauge | | 8 85 |
| 26 gauge | | 8 75 |
| 22 and 24 gauge | | 8 40 |
| 20 gauge | | 8 25 |
| 18 gauge | | 8 25 |
| 16 gauge | | 8 00 |
| English Standard— | | |
| 28 gauge | | 10 00 |
| 26 gauge | | 9 75 |
| 24 gauge | | 9 15 |
| 22 gauge | | 8 80 |
| 18 and 20 gauge | | 8 60 |

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *Rolling Mills Busy; Firm Bar Markets*

**Montreal.**

IRON AND STEEL.—The volume of business accorded the jobber is stated to be of large proportions, and the undertone is steadily firm at the recent advances. As far as raw material goes, the outlook is not bright, that is supplies will not be available, it is said, from the United States. Export orders have been offered the mills at higher prices than those prevailing in Canada, HARDWARE AND METAL is informed, but the domestic demands are being first met, in fact one source states that the export orders are being turned down.

IRON AND STEEL

| | |
|---|---|
| Iron finish machinery steel | 4 10 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 5 00 |
| Sleigh shoe steel | 4 05 |
| Tire steel | 4 25 |
| Toe calk steel, per 100 lbs. | 4 95 |
| Band steel | 4 05 |
| Harrow tooth steel | 4 20 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond tool steel, per lb. | 0 22 |
| Black Diamond cast steel, per lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 90 |
| Refined iron, per 100 lbs. | 4 90 |
| Mild steel | 4 05 |

## *Record Prices Paid For Machinery Cast*

**Montreal.**

OLD MATERIAL.—Prices on old iron scrap, for the most part, are firmer, there being a scarcity of some grades. This applies to machinery cast, and prices advanced this week to $29 to $30 per ton. Pipe and malleable scrap are also higher, while No. 1 wrought iron is quoted at $16.50. As a general thing, other scrap metals are easy and very quiet.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | | 16 50 |
| Malleable scrap (ton) | | 20 00 |
| Pipe scrap, ton | | 12 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 29 00 | 30 00 |

## *Copper and Tin Are Marked Little Less*

**Montreal.**

INGOT METALS.—There is weakness in copper and tin to an extent, although the reductions are not heavy. Prices on lead are held firm, and are, in fact, somewhat higher.

COPPER.—While there is a slight reduction of price to 23½c on pure ingot copper, the bottom of the market is thought, by some, to have been reached Casting ingot is quoted at 22c.

TIN.—There was a slight reaction during the week, and the basis is one cent less than that ruling last week, the present price being 59c.

LEAD.—Stronger. The market price this week is 8¾c. Under a heavy demand from all sources, the tendencies are upward.

SPELTER.—Is strong at 10¼c. The movement is normal for this season of the year.

ALUMINUM.—No change, with little trading. Price 34c-35c per pound.

PIG IRON.—While the tendencies on various products would suggest a firmer basis for pig iron, no advance is recorded, and a nominal price of $50 per ton still obtains.

# TORONTO MARKETS

TORONTO, Dec. 4—The continued upward tendencies in hardware is again noticeable this week. The sheet situation continues to be in a serious predicament; it has been stated that it will be two or three years before the situation is properly adjusted and conditions are again settled anywhere near back to normal. This also applies to iron and steel bars, angles and plates. There was a heavy demand noted for some lines of roofing, window glass, nails and other lines of hardware, also corrugated iron. This is attributed to the heavy storm which tore through the country.

Some of the changes noted are: Stove pipe wire up 50c per 100 pounds; builders' hardware 10 per cent. higher; soldering irons show a new base of 59½ cents per pound. A sharp advance is noted in mica of 20 per cent. Chain has advanced and is from 10 to 20 per cent. higher. Stall fixtures, Dominion brand, are now $1.75 per doz. net. The new extra now charged on shovels larger than No. 2 is 35c. Sheets, both black and galvanized, have advanced 30c over base. Nails are noticeably scarce and whether an advance will take place in the near future is uncertain. Brushes may be higher, owing to the bristle situation. Spelter is ½c higher.

## *Stove Pipe Wire Up 50c Per 100 Pounds*

**Toronto**

STOVE PIPE WIRE shows a new and higher price, which is quoting at 18-gauge, $8.75 per 100 lbs.; 19-gauge at $9.25 per 100 lbs.

## *Scarcity in Nails; May Advance*

**Toronto.**

NAILS are showing a decided scarcity and although the supply is limited, it is stated no change in price is at present noted. Some have it that maufacturers have withdrawn prices, but it is believed this is more of an endeavor to steady the prevailing prices, which are very firm and showing a strong tendeny to advance. The present base is $4.95 per keg.

## *Builders' Hardware Advances About 10%*

**Toronto.**

BUILDERS' HARDWARE advances approximately 10 per cent. The price is very firm and the demand continues to be brisk. Manufacturers, it is stated, are booked to capacity on orders, and the business prospects for next year are very favorable. The steel strike and other disturbances are a big factor in this line, especially those commodities of the cheaper variety.

## *Mica Shows a Sharp Advance of 20%*

**Toronto.**

MICA.—An advance of 20 per cent. is noted on mica, due no doubt to the higher cost of producing.

## *Soldering Irons Again Advance 59½c Pound*

**Toronto.**

SOLDERING IRONS.—A new and higher price is again noted on soldering irons. The new base price is now quoting at 59½ cents per pound.

## *Stall Fixtures Up; Chain Also 10% to 30% Higher*

**Toronto.**

CHAIN.—An advance in chain is noted this week and is now quoting as follows: Cow ties, 10 per cent.; tie-out chains, less 30 per cent.; Steel fixtures, Dominion, $1.75 per dozen net, and proportionate advances in other lines of chain.

## *Spades, Shovels, Scoops Up Net Extra Now 35c*

**Toronto.**

SPADES, SHOVELS AND SCOOPS show an advance on the net extras and instead of quoting a net extra of 25 cents per dozen on sizes larger than No. 2, it is now advanced to 35 cents net.

## *Solder Unsettled; May Advance at Once*

**Toronto.**

SOLDER.—It has been rumored that an immediate advance would take place in solder of from 1 to 2 cents per pound. On being questioned by HARDWARE AND METAL, jobbers stated that they had received no official notice of any change in their present prices to date.

### DECLINE IN ROPE PRICES

As HARDWARE AND METAL goes to press it is learned that jobbers have received a wire stating that some qualities of rope have declined 1 cent per pound.

Some of the new prices are: Beaver manila, 26 cents per pound; New Zealand, 26 cents per pound; sisal cordage, 22½ cents, and lath yarn, 22½ cents per pound. The new prices will be given fully in next week's issue of HARDWARE AND METAL.

## *Butt Hinges 12½% More; Others Up 10% to 25%*

**Toronto.**

BUTTS AND HINGES ADVANCE.—Manufacturers have advanced their price on butts and hinges and are quoting as follows: Bright butts, japanned butts, strap and tee hinges, 12½ per cent. Plated butt hinges, 10 per cent. Half surface butts, 25 per cent., and all other lines of wrought hardware, 15 per cent.

## *Scrap and Waste Materials Quiet; Prices Hold*

**Toronto.**

WASTE MATERIALS.—Scrap iron and waste materials are very quiet at present. The coal crisis coming so near the steel strike may have had no more than a little to do with this. The transportation problem may also prove to be a factor, although so many mills are disorganized that it may be some time before they are in condition to require any of these materials. The following are the quotations:

DEALERS' BUYING PRICES

| | | |
|---|---|---|
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¾ |
| Pipe scrap | .... | 10 00 |
| Stove plate, per ton | .... | 17 50 |
| No. 2 busheling | .... | 11 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 15¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06 |
| Heavy copper | .... | 0 17 |
| Wrought iron, No. 1, per gr. ton | .... | 14 00 |
| No. 1 machinery cast | .... | 22 00 |
| Heavy melting steel | .... | 14 00 |
| Old rubbers, boots and shoes | .... | 0 06 |
| Overseas, lumberman's rubber boots | .... | 0 04 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 03 |
| Tea lead | .... | 0 03½ |
| Heavy lead pipe | .... | 0 05¾ |

## *Sheets Galvanized and Black Advance 30c*

**Toronto.**

SHEETS AND PLATES.—The sheet market continues to be in a very serious predicament. It has been stated that it will be 2 or 3 years before the mills are back to anything near their old stride. As a general thing jobbers state they have no sheets in any proportion to sell. It is stated that the mills are all conservative, and as they do not know what is ahead of them and are unable to predict what is coming, they are not able to figure on future deliveries. The prices quoted below are as near correct as possible. While we are quoting these prices we cannot in all cases find stocks to cover them, and any that have small stocks are quoting anywhere, for example, from $8.50 to $10.00 per 100 lbs. for 10¾ oz. The following are the quotations:

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | 5 45 | 6 50 |
| 16 gauge | 5 90 | 6 95 |
| 18-20 gauge | 5 45 | 6 85 |

| | | |
|---|---|---|
| 22-24 gauge | 6 50 | 6 90 |
| 26 gauge | 6 60 | 6 95 |
| 28 gauge | 6 75 | 7 05 |
| 3-16 inch plate | 5 20 | 5 55 |
| ¼-inch boiler plate | 4 80 | 6 10 |

**Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.**

**GALVANIZED SHEETS.**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | $9 20 | $9 80 | $8 55 | $9 55 |
| U.S. 28 | 8 60 | 10 20 | 8 15 | 8 85 |
| U.S. 26 | 8 20 | 8 80 | 7 85 | 8 50 |
| 22 and 24 | 8 00 | 8 20 | 7 70 | 7 30 |
| 18 and 20 | 7 80 | 8 00 | 7 55 | 8 10 |
| 16 | 7 55 | 7 80 | 7 40 | 7 90 |
| 12 and 14 | 7 35 | 7 55 | 7 25 | 7 65 |

**An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.**

**Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.**

## *Iron and Steel Bars Hold; Mills Advance $5 Ton*

**Toronto.**

BAR IRON AND STEEL.—An advance of $5.00 per ton on bars, angles, plates, sheets, etc., has been made at the mills, and no promise of delivery generally can be obtained till the second quarter. Local prices show no change as jobbers have been trying to regulate the market, and claim they wish, if possible, to continue at present prices till the end of the present year. It is hard to state if this will be accomplished though, as undoubtedly as the stocks are used, higher prices will have to be paid at the mills, and present stocks are very low. The present prices are as follows:

| | | |
|---|---|---|
| **Common bar steel** | .... | **4 25** |
| **Common bar iron** | .... | **4 25** |
| **Angle base** | .... | **4 50** |
| **Horseshoe iron** | .... | **4 75** |
| **Tire steel** | .... | **4 70** |
| **Mild steel** | .... | **4 50** |
| **Norway iron** | **11 50** | **15 00** |
| **Ice caulk iron** | .... | **5 45** |
| **Sleigh shoe steel** | **4 25** | **4 50** |
| **Band steel** | **4 25** | **4 50** |
| **Spring steel** | **9 50** | **11 50** |
| **Mining drill steel** | **21 00** | **30 00** |
| **Sheet cast steel** | **0 42** | **0 45** |

## *Lead and Zinc Products Unchanged But Firm*

**Toronto.**

LEAD AND ZINC PRODUCTS are holding steady. If the present demand continues manufacturers and jobbers will be well pleased with this year's business. No immediate changes are noted this week, although the price holds very firm, for this season of the year. The following are the present quotations:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | 0 35½ | 0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Brushes Advance; Prices Being Revised*

**Toronto.**

BRUSHES advance. Some manufacturers have withdrawn their prices pending an upward revision, and will, it is expected, have the new prices distributed very shortly. Bristles continue to be a scarce necessity in the brush line, and it is stated that manufacturers are booked with orders till about February or March. The new prices are as yet not available, and will show a range, some lines being more affected than others.

## *Corrugated Sheets Firm; Stocks Nearly Exhausted*

**Toronto.**

CORRUGATED SHEETS.—There is no change noted in the corrugated sheet situation. Flat sheets continue to be very scarce and warehouse stocks, it is stated, are depleted. The severe wind storm is causing the local manufacturers to be deluged with orders, on account of the great number of roofs damaged. Some claim that they will have only the iron used for making shingles left in the course of a few days, as the size used for making corrugated is almost exhausted. Present quotations are as follows:

| Corrugated Sheets— | Per 100 square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

**Discount, 7½ per cent.**

**On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.**

## *Boiler Tubes Remain Unchanged*

**Toronto.**

BOILER TUBES.—The rush business in the boiler tube line is practically over for the season and business is noted to be slackening off, although a very good demand is noted for this season of the year. The present price is holding firm and no new or higher prices are looked for at present. The following are the present quotations:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 60 |
| 4 inch | 75 00 | 56 00 |

## *Spelter Up ½ Cent; Other Ingots Firm*

**Toronto.**

INGOT METALS are showing little change this week, and with the exception of spelter last week's prices remain unchanged. The business offering is fair, with the exception of aluminum, which is very quiet. The present and also recent strikes and industrial disturbances have curtailed production in nearly all cases where ingots, as here listed, are the basic metals used in manufacture, and this is particularly true of copper, which is used in so many industries.

SPELTER is very active again, and is showing a good demand. The market is showing a higher figure, and is quoted at 11 cents per pound.

COPPER.—The demand is a little stronger for copper. The European buyers have as yet not come into the market for any quantities, and it is not generally known how this situation will pan out. One of the prominent factors is the large amount of copper being offered by the custom smelter, who are receiving comparatively large consignments from high-priced mines because of the relatively large proportion of silver in such ores, and in not a few instances the silver recovered pays the cost of production and smelting. The present quotations are 24 cents per pound.

TIN is showing a larger demand, although no change in price is noted. The present tendency is a firm one. Quotations are noted locally at 60 cents per pound.

LEAD has been showing a good demand. The local market is holding at 8½ cents per pound.

ANTIMONY.—There is a fair movement in antimony at present, the demand being normal. Quotations remain at 11½ cents per pound.

ALUMINUM continues to be rather quiet with small stocks on hand. Present price quotations remain at 34 cents per pound.

# LONDON MARKETS

LONDON, Ont., Dec. 4—A higher tendency is again noted this week and indications are that higher prices would be in accordance with the unsettled conditions. Scarcity of raw materials and manufactured goods, etc., is causing great inconvenience and is considerably curtailing the large turnover that would otherwise be had.

Some of the changes noted are as follows: Turpentine and linseed oil are up 5 cents per gallon. Victor mouse and rat traps have advanced. Alarm clocks and Chicago surface floor hinges are also higher. Aluminum leg bands are quoted at 60c per 100. Leather hame straps, ⅞ inch, $3.75 per doz. Everlastic roofing cement $9.00 per doz. Stove pipe wire is up 50c per 100 pounds higher, while stove pipe dampers are also higher. Sweat pads have advanced 90c per doz. Considerable business was stimulated by the recent storm.

## *Chicago Surface Floor Hinges Have Advanced*

**London, Ont.**

CHICAGO SURFACE FLOOR HINGES.—New quotations on Chicago surface floor hinges are noted and are as follows: No. 3171, antique copper, $1.75 each; No. 3281, dull brass, $1.75 each.

## *Alarm Clocks Show New and Higher Prices*

**London, Ont.**

ALARM CLOCKS are now selling at higher prices, and are noted as follows: The Good Morning at $1.60 each; the Sleep Meter at $2.15 each.

## *Victor Rat and Mouse Traps Higher*

**London, Ont.**

VICTOR MOUSE TRAPS.—New and higher prices are now in effect on mouse and rat traps, mouse traps quoting at 35 cents per dozen, while rat traps of the Victor brand are quoted at $1.50 per dozen.

## *Higher Quotations on Wood Jack Planes*

**London, Ont.**

COMMON WOOD JACK PLANES.—New and higher quotations are in effect on common wood jack planes, the prices being: 2⅛ in. cutter, $1.80 each; 2¼ in. cutter, $1.85 each.

## *Hickory Whip Stocks Register an Advance*

**London, Ont.**

KEEPERED WHIP STOCKS.—Keepered hickory whip stocks have been advanced and the new quotations are on the basis of $1.60 per dozen.

## *Advance is Made in Sani Flush Compound*

**London, Ont.**

SANI FLUSH.—An advance has gone into effect on Sani Flush compound, the new quotation being $3.40 per dozen cans.

## *Glass Front Ovens Are Revised Upwards*

**London, Ont.**

GLASS FRONT OVENS.—McClary's glass front ovens have been revised upwards and the new price is No. 70, $4.50 each.

## *Brisk Demand For Glass and Putty*

**London, Ont.**

GLASS, PUTTY.—There is a seasonable demand for glass and putty and the damage caused by the recent storm has accentuated it, as heavy damage was caused to windows all over the district. Quotations are as follows:

Glass—Single Diamond, 25 per cent. off; Double Diamond, 25 per cent. off list; Cut Lights, 10 per cent. off list.

Putty—Standard, 100-lb. drums, $6.80 per 100 lbs.; 25-lb. drums, $7.05. Pure, 100-lb. drums, $9.30; 25-lb. drums, $9.55.

## *Price of Nails is Holding Unchanged*

**London, Ont.**

NAILS.—Nails are in good demand. Quotations are unchanged, as follows: Wire, $4.95 base; Cut, $5.00 base.

## *No Change Shown in White Lead in Oil*

**London, Ont.**

WHITE LEAD IN OIL.—The demand for this commodity is fair. No changes are shown in quotations, the prices being: Pure, tons, $17.35; Elephant, $17.95, per 100 lbs.: less tons, pure, $17.70; Elephant, $18.30 per 100 lbs.

## *Five-Cent Advance Shown in Turpentine*

**London, Ont.**

TURPENTINE.—An advance of five cents per Imperial gallon has been made in turpentine, the new quotations being: 1 bbl. lots, $2.50; 2 to 4 bbl. lots, $2.49; 5 gallon lots, $2.65 per Imperial gallon.

Note the difference between bbls. and 5 gallon lots is now 15 cents per gallon.

5 gallon jacketed cans for oil or turpentine are now $1.00 each. The old price was 95c each.

## *Linseed Oil Spot Delivery Up 5c Per Gal.*

**London, Ont.**

LINSEED OIL shows an advance this week of 5 cents per gallon. Spot oil has been very unsettled and there are so many factors in the present situation that it is almost impossible to state which is the main one. If the demand from Europe during the coming year should prove a large one it may also be a factor. However, the fortunate thing is the fact that there is the local demand, as the exchange on the different monies discourages foreign shipments considerably. 15 cents extra is now being charged instead of 10 cents in less than barrel lots.

| | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, gal. | $2 57 | $2 60 |
| 3 to 5 barrels, gal. | 2 56 | 2 59 |
| 6 to 9 barrels, gal. | 2 54 | 2 57 |

Less barrels, add 15 cents gallon.

## *Hockey Sticks and Steel Ankle Supports*

**London, Ont.**

HOCKEY STICKS, ANKLE SUPPORTS.—There is an active demand for these goods. Prices are as follows: Boys' red, $1.25 per dozen; boys' white, $1.25 per dozen; Men's rock elm, $3.20 per dozen; Spalding, $4.75 per dozen.

Perfection Steel Ankle Supports are selling at 80c per pair.

## *Rope Sales Quiet; Prices Firm*

**London, Ont.**

ROPE.—The rope situation is a quiet one at the present as the season is practically over for this year. The prices, however, are firm with no chance of a possible decline noted. Quotations are as follows: Pure manila 31 cents per pound; British manila 27 cents per pound; sisal 23½ cents per pound.

## *Good Seasonable Demand For Ice Skates*

**London, Ont.**

ICE SKATES.—The demand for ice skates is very seasonable and a good volume of business is being handled. The Starr make are selling at 30 per cent. off list.

## *Sweat Pads, Yellow and Gold Edge, Up 90c Doz.*

**London, Ont.**

YELLOW AND GOLD EDGE SWEAT PADS are reported at a higher figure and are quoting at $9.90 per dozen, being an advance of 90 cents per dozen.

## *Stove Pipe Wire Shows New Price*

**London, Ont.**

STOVE PIPE WIRE is showing a higher figure this week. This is in order with the advance in wire already noted. The new quotations are No. 18, selling at $8.75; No. 19, selling at $9.25 per 100 pounds. Smaller lots are charged at 10 cents per pound.

## *Push-a-Bike is Selling Well*

**London, Ont.**

PUSH-A-BIKE.—The sale of this line is very satisfactory and it is expected it will increase with the approaching Christmas season. The present price is $3.00 each.

## *Stove Pipe Dampers Show an Advance*

**London, Ont.**

STEEL STOVE PIPE DAMPERS.—Advance prices are effective for steel stove pipe dampers, the new price quoting at 6-inch, 95 cents per dozen; 7-inch, $1.15 per dozen.

## *Everlastic Roofing Cement Now Quoting $9.00 Doz.*

**London, Ont.**

EVERLASTIC ROOFING CEMENT.—A higher price is noted, the quotation being 1 gallon cans, $9.00 per dozen.

## *Leather Hame Straps Quoting at $3.75 Doz.*

**London, Ont.**

LEATHER HAME STRAPS are higher, and are now quoting at ⅞-inch, $3.75 per dozen.

## *Aluminum Leg Bands Now Quoting at 60c*

**London, Ont.**

ALUMINUM LEG BANDS.—The new price now being quoted on aluminum leg bands is 60 cents per 100.

## 1847 *Flatware Showing Good Seasonable Demand*

**London, Ont.**

1847 FLATWARE.—There is a very seasonable demand for this line, and it is stated manufacturers are unable to keep up with the demand. The price quoting is 30 per cent. off the list.

## *Electric Washers Are Selling For Christmas*

**London, Ont.**

ELECTRIC WASHERS.—An active demand for a good class of electric washers for Christmas is being experienced. Quotations are as follows:

Seafoam, $73.15 each; New Century, $99.75 each; Washkash, $120.00 each.

# WINNIPEG MARKETS

WINNIPEG, Dec. 4—Price revisions during the week again show advances in many of the staple hardware lines ranging from 5 to 25 per cent. and as predicted in recent issues of HARDWARE AND METAL, further advances are expected as markets in general are very firm, while the steel strike has seriously affected production.

Among the lines to advance this week appears: Maydole hammers, hand saws, Stillson wrenches, clothes lines, lamp wick, awning cord, wrapping twine and nipples.

Business is reported brisk in many lines, such as sleighs, hockey sticks, skates, snowshoes and cutlery. Practically all lines for Xmas are in great demand, while good sales are reported in shelf goods which are generally slow at this season.

## *Maydole Hammers Again Move Upward*

**Winnipeg.**

HAMMERS.—Prices on Maydole hammers again move up during the week, based on new prices issued by the manufacturers, who advise that advances in raw materials and labor has forced a revision. New prices show an approximate advance of 10 per cent. over former figures, and are now selling as follows: Maydole hammers, No. 1, $19.50; No. 1½ $18.00; No. 11, $19.50; No. 11½, $18.00; No. 12, $16.90; No 711, $19.50; No. 711½, $18.00 dozen.

## *Higher Prices For S. & D. Hand Saws*

**Winnipeg.**

HAND SAWS.—Price changes are also noted in a few lines of S. and D. hand saws of the cheaper grades, which advance from 5 to 10 per cent., due to increased cost of production, and from present indications further advances would not be surprising. To-day's prices on the lines affected are given herewith:

Hand Saws—4½ x 26 in., $29.00; 10 x 26 in., $13.25; 25 x 26 in., $16.00; No. 40 x 26 in., $16; No. 265 x 20 in., $15.50; 22 in., $16.80; 26 in., $17.65 dozen.

## *Another Advance in Stillson Wrenches*

**Winnipeg.**

STILLSON WRENCHES.—Following the advance made some time ago by the manufacturers, new prices are now ruling on Stillson wrenches and show an advance of 35 per cent. over former quotations, which brings prices back to the same level as spring prices. To-day's selling prices are given below:

Stillson Wrenches—6 in., $1.00; 8 in., $1.15; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.65; 36 in., $6.75 each.

Extra Jaws—6 in., 41c; 8 in., 44c; 10 in., 47c; 14 in., 63c; 18 in., 93c; 24 in., $1.24; 36 in., $2.40 each.

Extra Nuts—6 in., 6c; 8 in., 8½c; 10 in., 11c; 14 in., 16½c; 18 in., 19½c; 24 in., 30c; 36 in., 38c.

Extra Frames—6 in., 21c; 8 in., 23c; 10 in., 28c; 14 in., 33c; 18 in., 41c; 24 in., 53c; 36 in., 94c.

## *Cotton Products Register An Advance*

**Winnipeg.**

COTTON PRODUCTS. — Further advances are noted in cotton products based on new prices just to hand, and include wrapping twine, candle wick, awning cord, lamp wick and cotton clothes lines, all of which advance from 5 to 10 per cent. To-day's ruling prices on the various lines are given as follows:

Cotton Clothes Lines—40 ft., $3.50; 48 ft., $4.20; 60 ft., $5.25 dozen.

Awning Cord, white—3½, $2.75; 4, $4.40; 4½, $6.60 dozen.

Candle Wick Packing, 85c lb.

Wrapping Twine, 3 ply, in cones, 78c lb.; 3 ply, in balls, 81c; 4 ply, in cones, 83c lb.; 4 ply, in balls, 85c.

Lamp Wick, flat—No. 0, 81c; A, $1.01; B, $1.49; D, $2.36 gross.

Lamp Wick, Rochester—1 in., 44c; 2 in., 62c; 3 in., $2.10 dozen.

Lamp Wick, Rayo, $1.18 dozen; Rayo Junior, 82c dozen.

Stove Wick, flat—3 in., 53c; 3½ in., 62c; 4 in., 73c; 4½ in., 82c; 5 in., 94c dozen.

## *Higher Quotations On Wrought Nipples*

**Winnipeg.**

WROUGHT NIPPLES.—Prices on wrought nipples move up during the past week, following the issuing of new prices by the mills, the increase being in the neighborhood of 20 per cent., making to-day's net prices as follows:

Close Black Nipples—⅛ in., 1½c; ¼ in., 1½c; ⅜ in., 1½c; ½ in., 1½c; ¾ in., 2c; 1 in., 2½c; 1¼ in., 3½c; 1½ in., 4c each.

Close Galvanized Nipples—⅛ in., 2c; ¼ in., 2c; ⅜ in., 2c; ½ in., 2c; ¾ in., 2½c; 1 in., 3½c; 1¼ in., 5c; 1½ in., 6½c each.

Long Black Nipples—⅛ in., 3c; ¼ in., 3c; ⅜ in., 3c; ½ in., 3c; ¾ in., 3½c; 1 in., 4c; 1¼ in., 5c; 1½ in., 6½c each.

Long Galvanized Nipples—⅜ in., 5c; ½ in., 5½c; ¾ in., 6c; 1 in., 8c; 1¼ in., 11c; 1½ in., 12c each.

## *Linseed Oil Prices Are Holding Firm*

**Winnipeg.**

LINSEED OIL.—Linseed oil prices hold firm in the local market during the week, and is still selling as follows: Raw linseed oil, $2.75 gallon; boiled linseed oil, $2.78 gallon.

Turpentine prices show no change during the week, holding firm at the following figures: Barrel lots, $2.65 gallon; ½ barrel lots, $2.68 gallon; 5 gallon lots $2.70 gallon; 1 gallon lots, $2.70 gallon, plus the usual extras for containers.

# PITTSBURGH MARKETS

PITTSBURGH, Dec. 4.—The iron and steel industry is in the midst of troubles, not being entirely out of its own strike while the coal strike threatens to curtail its operations. There has been scarcely any coal delivered to the steel mills since the coal strike started Nov. 1, most of the coal consigned to mills being held up by the fuel distributing authorities. Mills have been able to get along fairly well with their stocks, but these are now largely depleted. On top of this situation, making it uncertain whether there will be enough coal to enable all mills to continue to operate, comes the danger that the production of coke will be restricted in order to release coal for the most urgent uses. Curtailment in coke production would decrease the make of pig iron, of course, while in addition it would interfere with operation of plants that depend upon blast furnace gas for their power.

Strong hopes are entertained that the coal strike will be broken by the strenuous measures adopted by the Government upon refusal of the miners' officials to accept the 14 per cent. wage advance proposed by Dr. Harry A. Garfield, Fuel Administrator. The Pittsburgh Coal Co., by far the largest coal interest in Western Pennsylvania, promptly announced that it would co-operate with the Government and endeavor to operate its mines. If the strike is ended in this way it will be a victory for the Government and the people, not for either the operators or the miners. The operators had expected to pass to the public any additional cost they might incur through a wage increase, perhaps with an addition on the side, whereas Dr. Garfield prescribes that the 14 per cent. advance is to be absorbed by the operators, with no increase in coal prices.

### The Iron and Steel Strike

The iron and steel strike, described in last report as "crumbling," has gone entirely to pieces in Mahoning valley. Men have stampeded back to work, and at the plant that was slowest in resuming during the past few weeks applicants for jobs in some departments are being turned away, as the departments are already fully manned. The entire productive capacity of the valley is not

yet in operation, but work is being resumed as rapidly as possible.

In the Wheeling district the strike still hangs on, but there is likely to be a stampede there within a week or two, since the strikers have at last learned that newspaper reports are correct to the effect that various other districts have been working.

There is no disorder anywhere, and except perhaps for the Wheeling district there is no intimidation. Thus, in the main, the men remaining out of employment are actual strikers, whereas early in the strike many men were idle because of intimidation. Taking the industry as a whole the men idle now amount to between 10 and 15 per cent., as many as the maximum number idle when the strike was at its height, in the first week. How many men are in employment is another matter, for there have been gains by some new men coming into the industry and losses by some men drifting away, a few thousand having gone back to the lands of their birth. Before the strike the industry was not fully manned.

The important thing now is not how much of the strike is left, but how well the works can operate, and that depends as much upon morale and efficiency as upon the actual number of workers. The morale, of course, is low at many works, the men knowing that as an aid to breaking the strike the employers were glad to have them in employment on any terms, even if they did not do much work. As to efficiency, there are some new men who must be trained from nothing, and there are many men who have shifted employment and must be trained in their new jobs. Even that is not all, as when the strike is recognized as entirely over many of these men may drift back to their old jobs and thus cause fresh confusion.

### Production Prospects

Altogether the prospects are clear that there will be nothing like capacity production for months to come, if at any time in the discernible future. Last January production of steel was at about 90 per cent. of capacity, figuring capacity on a conservatively low basis. The subsequent slump carried the rate down to about 50 per cent. the middle of May, and with continued recovery thereafter the rate just before the strike was about 85 per cent. For a few days the strike cut this in half, making a rate a trifle under 45 per cent. Now the rate is about four-fifths of that just before the strike, a trifle under 70 per cent., and the 85 per cent. rate may not be reached before next March.

In our report for the issue of Oct. 30 it was estimated that even if the strike should recede rapidly thereafter it would, all told, cause a loss in production of more than 2,500,000 gross tons of finished rolled steel, since after the strike the full pre-strike rate of production, which was about 2,500,000 tons a month, would not immediately be restored. A fair estimate to-day is a loss of 3,000,000 tons, this including allowances for deficiency in production in January and February, and no one can be certain that production will be going along smoothly even next March.

In these circumstances it is not surprising that steel consumers are seeking eagerly to cover their requirements for the fore part of next year, and that the manufacturers who do not as a matter of policy adhere to March 21 prices are asking advances for such material as they have to offer. The Steel Corporation pursues rigidly its price maintenance policy, but cannot in all cases supply even its regular customers fully. The independent tin plate mills are practically a unit in going along with the Steel Corporation in maintaining the regular $7.00 price, but less than half the independent sheet manufacturers are showing the same spirit as to sheet prices.

The rise in pig iron continues. While some furnace interests a few weeks ago were professing themselves as anxious to see the market held on an even keel, they did not commit themselves by selling ahead at old prices and the forces in favor of advancing prices have had full sway. The Philadelphia market has advanced again, being now $37.60 delivered Philadelphia for No. 2X, while Buffalo and Cleveland have also advanced. In the Pittsburgh valley market a wide range of prices has obtained, according to tonnage and delivery. A small lot of malleable has sold at $35.25, valley and foundry has brought $35, valley for December. The top price on Bessemer has been $36 valley done on 100 tons for December, while a valley furnace sold Bessemer at $32 and then at $33, a detached Western Pennsylvania interest afterwards securing $34, delivery December to March inclusive, equal to $35.10, delivered Pittsburgh.

# British Production Rapidly Increasing in Many Lines of Hardware Goods

INFORMATION regarding the production in England of many lines of special interest to the hardware trade has just been received by Fred W. Field, H. M. Trade Commissioner at Toronto, from the British Governments Department of Overseas Trade. Mr. Field has given the following to HARDWARE AND METAL:

### STAINLESS STEEL

Just before the war a Sheffield metallurgist discovered that if steel were made with a large proportion of chromium it acquired a high resistance to corrosive agents without its other properties being materially affected. From this point the manufacture of articles requiring the strength and other qualities of cast steel, in addition to such non-corrosible properties, has been developed. Perhaps the most popular application of the process is in the case of table cutlery. Steel table-knives and forks are now made which do not rust or become stained by water, vinegar, salt, fruit juices or any of the substances which ordinarily affect cutlery made from carbon steel. A common demonstration in this country is one showing a lemon being cut by a knife, the juice drying on the blade without any sign of staining. The fact that such a knife is merely wiped clean in the same way as glassware is, not only obviates the drudgery of knife cleaning as usually done but preserves the life of the article, as most knife cleaning processes are wearing processes.

### Is Not Inherent

An objection sometimes raised is that such knives do not cut as well as carbon steel knives. This may be so in cases where quality has been sacrificed to cheapness, but it is only necessary to state that such goods as surgical knives are now produced in this way to show that the defect is not inherent in the process.

Other uses to which chrome steel has been put include harness fittings, ships' propellers, and the combustion heads of automobile engines.

Generally speaking, as compared with carbon steel, the new material possesses the qualities of requiring less attention and having a longer life, while it also possesses greater strength as compared with bronze alloys, which are generally used to resist corrosion.

Many experiments are being made to extend the applications of stainless steel and some promise results that can only be described as revolutionary, entire industries being involved.

### Chrome Steel Goods

The following articles made from chrome steel were recently exhibited in London: Butcher and ham knives, surgical knives, palette knives, strip for razor blades, wire and springs, turnbuckles for aeroplanes, valves for petrol engines, roller bearings for submarines, and spurs.

All these goods are made in stainless steel by many Sheffield firms, but the rights, etc., are controlled by the Firth-Brearley Syndicate, Limited, of Sheffield.

### CUTLERY, PLATE, HARDWARE

The cutlery and plate trades of the United Kingdom continue to be busily employed. An effort is being made to attain something like standardization in knives, together with a reduction in the large number of patterns which have grown up and now stand in the way of greater production and lesser price. A committee have been dealing with this matter, and they recommend that only two patterns of table knives and two of dessert knives should be made. Some makers have already adopted standardization to some extent in pen and pocket knives, as well as in knives for table use.

In the lighter Sheffield trades there is an abundance of work. At the transformed national projectile factory at Templeborough mass production of scissors, razors, surgical instruments, cutlery, files and drop forged tools will shortly be in operation on a scale never previously attempted in the trade. Makers of files find it impossible to keep pace with the demand, and although spoons and forks are being turned out by the million, the demand is still well ahead of the supply. Although there appears to be an insatiable demand for the cheap drop-forged tool, such as pliers and pincers, in the supply of which Sheffield has supplanted Germany, the same satisfactory report cannot be made concerning the more costly high-speed steel tool, for which there is a lessening demand both at home and abroad.

**Lamps.**—A rapidly increasing export trade is being done with all parts of the world in both vehicle and hand lamps.

**Motor and Cycle Accessories.**—There is a large and growing export trade in these goods at the present time.

**Hollow-Ware.**—Good business in overseas markets is being done in the galvanized hollow-ware trade.




# Sees Record Paint Business Ahead

## "Never in Our History Has Such a Volume of Spring Orders Been Booked so Early," Says Fred. Moore—Manufacturer Expects That Prices Will be Steady.

"I NEVER was as hopeful of a tremendous paint and wall finish business as I am for the next year," said Fred Moore, President of Benjamin Moore & Co., of Toronto, to a representative of HARDWARE AND METAL, when discussing the prospects of the trade for the coming season.

Judging from the angle which he gets of the development of the trade—the angle of business that is already booked for spring deliveries—he predicts that it will be a bumper year for the dealers who handle paints.

Never in his history, he says, has business been booked so freely as it has been during the last two months, and almost without solicitation. New buildings, both in factory and dwelling constructions, the usual trade that develops from year to year, and the dying out of the hope that there is to be an immediate decline in prices, have all combined to create a greater demand for paints than has been experienced by the manufacturer for the past four years.

### EXPECTS FIRM PRICES

Mr. Moore intimates that prices, in spite of prevailing difficulties, are very likely to remain firm; the outstanding difficulty may be in securing the raw materials, due to short crops of flax in the United States and a poor crop in the Argentine. No difficulty is being met at the present time, however, in securing the required quantities of the raw material.

"We are able at the present time to get all the raw material we want," said Mr. Moore, in discussing the whole matter of supplies, probable prices and the development of spring trade, "though it is hard to say what will be the outcome of the shortage of coal as affecting freight service and deliveries to us. Much of our raw material comes from Canadian points. It is quite possible that the coal situation may create difficulties in getting the raw materials. I think it is good business for people to buy for spring just as soon as they can.

### PURCHASING FREELY

"It looks as though people have got over the scare of a decline in prices and are purchasing more freely than they have been during the last three years. I don't think that in all my experience spring business has been as freely booked as it has been this year and almost without solicitation, which undoubtedly indicates that we are going to have a much better paint business in the next year than we have had in the last four years.

"There is one thing the people should take into consideration with regard to the high prices, that is, the increased value of protection which paint affords. If lumber has increased in value 100 per cent., there is, therefore, a decided increase in the value of paint as a protective for that lumber."

### THE QUESTION OF OIL

Touching on the question of a probable oil shortage during the coming year, Mr. Moore referred to the scarcity created by a decline in production in the United States and the poor crop of flax in the Argentine. "I think it is quite possible," he said, "that oil may develop into a very serious situation next year. There is a big shortage of flax in the United States and the Argentine flax is a very poor quality, and the result is likely to mean a scarcity of oil and consequent high prices. Turpentine is also likely to continue very high in view of the increased demand as well as the increased cost of production in freight handling.

### KEEP AFTER BUSINESS

"I think, however, that we should not dwell on the possible difficulties of the future, but rather make the best use of the present time in developing sales. Every man handling paint ought to carry on an educational campaign showing the protective value of paints in addition to its decorative values. When the dealers realize the great value of paints, not alone for the purpose of protecting and beautifying of homes, but also the value of paints in factories to increase the light and consequent more efficient workmanship, there will be a much bigger field for them to work on to increase their sales.

### DEALER'S ADVANTAGE

"The dealer comes in personal contact with the user of paints continuously and can carry on this education feature from day to day at a very much lower cost than the manufacturer; and, incidentally,

(Continued on page 70)

# MOORE'S

## FLOOR PAINT



Dries quickly with a gloss finish, and forms a durable, hard-wearing surface that satisfactorily withstands the wear and tear to which FLOOR PAINTS are subjected.



Moore's Floor Paint will give your customers splendid satisfaction. In fact it is sold to them with a guarantee—"*Absolutely satisfactory or money refunded.*"

"Save the surface and you save all" *Paint & Varnish*




The best way to find out if it pays better to sell Moore's Paints is to send in a trial order for floor paint. No matter how small your order may be, it will receive the very best attention.

***Prices, Color Cards and Descriptive Matter on Request.***

**BENJAMIN MOORE & CO.**
**LIMITED**
**TORONTO - WINNIPEG**

he will build up a bigger and more profitable paint business for himself."

Touching on the prospects for big business on account of the vast number of houses being built, as well as factories, Mr. Moore said the situation in both the city and the country gave every promise of a bumper trade next year.

RECORD BUILDING YEAR

"There is no question," he said, "that there is an enormous number of factories and buildings of all kinds going up in the city and in the country. The field is much bigger than it has been for the last four years. The old prejudice against the use of mixed paints is becoming less all the time and on new buildings there is a much larger demand for prepared paints."

The question of the probable prices during the coming year is of interest to all the trade, and Mr. Moore expressed the opinion that they would be steady. He does not see any immediate decline, neither does he anticipate a rise in prices.

EXPECTS STEADY PRICES

"My feeling is that prices will be steady as far as it is humanly possible to judge," he said. "We do not look for any increase at the present time."

Mr. Moore did not overlook in making this statement that there is a good deal of labor unrest and that production has fallen of considerably. But, in spite of these difficulties, which he believes must come to an end in the not far distant future, he thinks that prices will not increase.

One of the developments in the trade during the last year was the sale of wall finishes. Mr. Moore said that this was partially due, no doubt, to both the scarcity and the high cost of labor; but their business in this branch last year was something over two million pounds.

A BIG INCREASE

"There has been an enormous increase," he said, "in the sale of wall finishes owing to it being more economical than paints or wall paper. The demand was so enormous last year that we had to turn down orders and I really believe that the high cost and the scarcity of labor was partially responsible for the greater use of the wall finishings."

"I never was as hopeful," said Mr. Moore, in conclusion, "of a tremendous paint and wall finish business as I am for next year. We never have had as much business booked for spring delivery as we have had in the last two months."

# Every Indication of Firm Paint Markets

## Stated That Orders for White Lead Exceed the Output—Makers May Not Be Able to Supply Those Who Have Not Booked—Prospect Linseed Oil May Overtake Record Prices of 1919

THAT there will be no reduction of the price basis for paints and varnishes, was indicated in the special reports appearing in HARDWARE AND METAL last week. It seems that the farther along we get in the late weeks of 1919, the more manifest are the tendencies which indicate advancing markets, and manufacturers state that all commodities are ruling so high that there is absolutely no possibility of declines coming.

"Personally, I feel sure that prices will advance," was the comment of an Eastern manufacturer in speaking with HARDWARE AND METAL. The idea is that of maintaining basic prices without increases, as long as this is possible, according to the statements of various manufacturers. But as raw materials are purchased months ahead of their actually being incorporated into the finished products, the future price schedules are very difficult to foresee, and few, if any, will make definite commitments.

It will be noted that the action of the Canadian Paint, Oil and Varnish Association last week was to the effect that, "Prices will remain as at present until June 1st, unless conditions necessitate an advance." This is a broad statement, permitting of the withdrawal of price quotations by the maker, if he finds, in the meantime, that material and labor costs make this imperative.

### What Materials Cost

While HARDWARE AND METAL has pointed out the continuance of high prices on basic commodities, an advance in the price of white lead in oil being reported three weeks ago, and also increases for linseed oil, rather than decreases (which lower prices were confidently expected a month ago), together with advanced and record prices for turpentine, the difficulties of obtaining supplies of the various commodities have, perhaps, not been very closely measured by the retailers.

"If you are a manufacturer, and if your order was not placed some time ago, you will get no white lead from United States corroders."

In this manner, a large manufacturer referred to the situation in the United States, and the speaker was confident that there was little promise of the supply question being modified; it would more likely be increasingly difficult to obtain stocks than otherwise.

All information available on linseed oil is to the effect that prices are likely to advance. Seed deliveries are decidedly light, and there is little oil on spot, from the best information obtainable through crushers and jobbers. "I would not be surprised to see the high prices of the past season ruling in the spring again," was one crusher's manner of referring to the situation.

Turpentine, too, is scarce, and likely to rule high. With a big season promising for 1920, it seems sound advice when one is urged to buy his requisite and near prospective needs. No factors that HARDWARE AND METAL is aware of point to lower prices for some time to come.

### ADVISES TRADE WITH UNITED KINGDOM

In addressing the McGill Commercial Society, W. P. Hughes, secretary of the Canadian Manufacturers' Association, Quebec division, spoke on the importance of building up a trade with the United Kingdom. Mr. Hughes thought that it was not the part of wisdom to extend too much energy in building up a trade with Eastern Europe, which could not be permanent. The expansion for Canadian trade was in the United Kingdom, to a very great extent.

The speaker also referred to the opportunity of building up a trade with the South American people. In this connection it would be essential to study the customs and language of the people and to get a knowledge of their ideas and ideals.

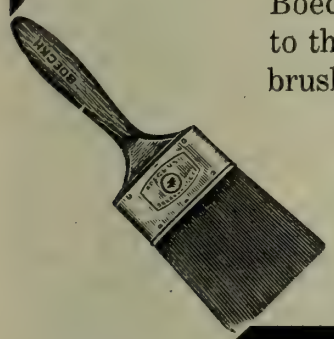


# BOECKH'S RUBBER SET BRUSHES

"Boeckh's are those superior made paint brushes which improve painting and give general service with complete satisfaction to their users.

Each brush is made to fulfill all the requirements of an ideal paint brush. The bristles are firmly held in a rubber setting and cannot possibly come out. To give additional security and durability the steel grip feature is added.

Boeckh's Paint Brushes have so often proved their superiority to the public in general that it is now a case of,—not, "what brushes will I buy?" but, "Where can I get Boeckh's?"



***Display Boeckh's and Sales Quickly Follow.***

**THE BOECKH COMPANY. LTD.**
**TORONTO, CANADA**
**ESTABLISHED 1856**

BOECKH TRADE MARK ESTED 1856 TORONTO



# Kiddie-Kar

## A Christmas Sales-Booster

***World's Largest Selling Child's Vehicle***

***Make Big Turnover on the Christmas Investment***

Kiddie-Kar's production cost is low and insures big turnover on small investment. The dealer's margin of profit is large.

The largest selling child's vehicle the year round and a noteworthy seller at Christmas.

Kiddie-Kar advertising in colors is reaching your customers through magazines from now until Christmas.




**Canadian K-K Company, Limited**
**Elora, Ontario, Canada**

# Higher Prices for Plate Glass Expected by Manufacturers

NEW YORK, Dec. 3.—It was learned yesterday that the automobile industry has recently placed orders for 30,000,000 feet of glass. Most of this glass is used for wind shields. Whether these orders are all being filled is a matter of doubt, according to members of the trade. At any rate, an effort is being made to meet at least part of the demand in the automobile industry.

**See Higher Prices**

Recent advances in the price of plate glass have given rise to considerable speculation in the trade as well as in building circles as to the reasons for these advances. The opinion is ventured in well-informed circles that the rise in prices would continue in view of the scant likelihood of larger supplies in the immediate future. Many causes have contributed to the apparent shortage, it is stated, and not the least of these has been the shortage of labor in the white sand quarries.

**The Building Boom**

It was pointed out yesterday by a representative of the Pittsburgh Plate Glass Company that, as a matter of fact, prices should be considered as nominal. He asserted that only one-third of the orders on hand were being filled, and intimated that this condition would be likely to exist for some time to come. He added that in view of the fact that the building boom, which was in full blast in the West and Northwest, would hit the East in the not distant future, it would tend to increase the demand that is already great. He put the situation in this way:

**Workers Are Scarce**

"The men who worked in the sand quarries before the war were attracted to the munitions plants by higher wages. Many of them are still employed in these plants, which are embarking in other enterprises, and it seems likely that they will stay there permanently. This means that it has been difficult to get labor for the sand quarries, and has resulted in a material reduction in the output.

**Costing More Now**

"It should be borne in mind also that soda ash and arsenic, the two chemicals which enter into the manufacture of plate glass, have gone up in price. Then again the price of lumber, which is used for the packing of the products, has also risen sharply. What has all this resulted in? Higher prices, of course, and it was natural that prices should have gone up; in fact, it was a purely economic condition. The demand has been great, and the supply has not been anywhere near the requirements.

"One is bound in all fairness to conclude that higher prices have not been the result of profiteering or manipulation. Prices have risen in other commodities for the same reason—scarcity in supply and increased demand. There is really nothing remarkable in the rise of plate glass prices, and I am merely referring to these facts as indicating the conditions that exist in the trade. No one, in my judgment, can tell how long these conditions will continue to exist. They will adjust themselves along with adjustment that will come about in other lines of industrial activity."

# Fear House Shortage; Urge More Building

The Montreal Civic Commission was waited on this week by a deputation representing organized labor in Montreal. The purpose of this delegation was to seek interests of the Commission in hastening building activity in Montreal. Heading the delegation was Gustave Francq and R. Lynch, who represented the Trades and Labor Council. They asked the Commission to proceed without delay in completing personnel of the Housing Commission, so that they might report back to the city in the immediate future.

It was pointed out by the above committee that the workingman of Montreal anticipated an increase in residential rents in the spring, and that because of this they were anxious that the housing scheme might be proceeded with. It will be recalled that Montreal had four million dollars allotted to it under the Government Housing Plan, and it is that this amount may be made use of at an early date that the labor interests have interested themselves.

In leaving the commission, which promised a definite reply within a few days, the speakers are reported to have said: "If we cannot make it go here, we will approach Quebec, and then Ottawa."

# Sees Splendid Demand For Paint in 1920

Walter H. Cottingham, president of the Sherwin-Williams Company, and a number of other subsidiary corporations, was in Winnipeg recently meeting representatives of the company. Mr. Cottingham has taken a very deep interest in British and European affairs. His company owns the firm of Lewis, Berger & Sons, Ltd., of London, which was established in England very many years ago and which has branches in Paris, Bombay, Sydney, Australia and Wellington, New Zealand. Mr. Cottingham has just recently returned from London, Eng., and the Continent, and expresses much cofidence in the ability of England and European countries to "come back" after the unsettled conditions of recent years. Mr. Cottingham is very optimistic over the outlook for the future.

Business through the Western branch of the company for the fiscal year recently ended was 100 per cent. in advance of sales for the corresponding period of last year, and Mr. Cottingham states that conditions in the United States were quite similar, and the anticipation is that these conditions will continue throughout 1920.

## SUPPLYING TRAPPERS' NEEDS OFFERS OPPORTUNITY FOR HARDWARE MERCHANTS

Press reports from the Pas, Manitoba, state that the raw fur auction held on Saturday last realized $75,000. There were 7,000 skins put up, and muskrat, for the first time at this point, brought as high as $2.60. In 1915, these skins were a drug on the market at 30 cents each. Red fox showed strong price, the average paid being $35; beaver picked up at $20, and ermine at $150, while otter, marten, fisher, skunk, and other qualities averaged about the same price as last spring.

As pointed out in previous issues of HARDWARE AND METAL, there is a demand for furs at the present time which cannot be filled, and at prevailing woods than for a long time. Some splendid opportunities for trade are presented for hardware merchants in supplying the trappers' various needs.

## BIG MARKET FOR LUMBER

Canadian lumber manufacturers who are in a position to supply mill-cut houses, should benefit materially from the recent action on the part of the British Government in lifting restrictions on the erection of wooden houses in the British Isles. Even Canadian timber firms that are not in a position at present to supply much lumber to the British market will have a great field for future trade along this line, for it has been estimated that the shortage of houses in England runs well over the million mark and that England will have to build houses for fifteen or twenty years to catch up with requirements.

## TO BUILD MORE HOMES

At a meeting of the Montreal City Improvement League, Mr. F. W. Stewart, the president, announced that he had received assurance from E. R. Decary, chairman of the Administrative Commission, that it was intended to take advantage of the provisions of the Federal Housing Scheme, and that the actual work of construction would probably commence next spring. Pressure is being brought upon the Administrative Commission to complete the personnel of the present City Housing Commission.




# Refinishing Jobs

Much of the varnish sold by the dealer is used for refinishing purposes, and is bought by consumers who are not finishing experts. It is to such consumers that Berry Brothers' Varnishes, Stains and Enamels are especially adapted.

While "Berry" finishes have been for a great many years appreciated by the experienced painter because of their uniform quality, their easy working and excellent drying properties are additional buying inducements among house owners who are unskilled with the varnish brush and do their own refinishing.

**Partial List of Distributors of Berry Brothers' Products**

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd., Vancouver, B.C. | A. M. Bell & Co., Ltd. - Halifax, N.S. |
| Wood, Vallance Hardware Co., Ltd., Nelson, B.C. | Lariviere, Inc. - - - Montreal, Que. |
| Frank A. Gillis Co. - - Halifax, N.S. | L. H. Gaudry & Co. - - Quebec, P.Q. |
| Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont. | Wood, Vallance, Ltd. - Winnipeg, Man. |
| Whites, Ltd. - - - Collingwood, Ont. | Wood, Vallance & Adams, Ltd., Calgary, Alta. |
| Sanderson Pearcy & Co., Ltd. - Toronto, Ont. | Revillon Wholesale, Ltd. - Edmonton, Alta. |
| Townsend Paint Mfg. Co. - Montreal, Que. | |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

No. 62

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Dec. 4.—Paint and varnish markets are active, seasonably speaking, and the manufacturers are engaged in storing up the usual winter surplus to take care of early spring needs. No improvement can be reported for linseed oil, and the same may be said of turpentine. Flax supplies are limited and the crushers are beginning to wonder if they will get much seed for crushing, now that winter conditions are here. The outlook is one which suggests higher oil prices at any time. White lead basis is also firm, although there is no increase in the quotations on various grades.

The putty movement is an active one, and the price basis steadily firm. Glass, both plate and sheet, is very active, and the only problem is that of getting stock enough to fill orders. The undertone is, under these conditions, naturally a very firm one.

### *Predictions Made of Higher Oil Price*

**Montreal.**

LINSEED OIL.—The situation is no easier than it was last week; it is rather the opposite. Receipts of flax from the Canadian West are just about half of what they were a year ago, and the prices quoted at this writing are nearing the $5 mark. This indicates that the present oil quotations, related to the seed basis, are even below what the spot market would suggest. Manufacturers are now needing much oil, and they are not having an easy time, it is understood, obtaining what they require. No one cares to predict an easier market; some venture to assert that, if there is no relief soon, prices will return to the high levels ruling in the late summer, and even these figures may be passed.

HARDWARE AND METAL has been pointing to the upward trend, in recent weeks, and it looks as though the prices this winter will be higher than they ever have been during midwinter. Argentine supplies are a doubtful and uncertain quantity.

| | Imp. Gal. | |
|---|---|---|
| Raw— | | |
| Single barrels | 2 34 | 2 40 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| Boiled— | Imp. Gal. | |
| Single barrels | 2 36½ | 2 43 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

### *Turpentine Supplies Light; a Firm Basis*

**Montreal.**

TURPENTINE.—The market undertone is a firm and steady one. Supplies arriving from the south are meagre, and no one appears to have any sizable surplus. The tendencies suggest a steadily high market, and while the present call for turps from the trade is not excessive, the manufacturing needs are considerable. Prices range from $2.35 to $2.40 per gallon, on single barrel lots.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 40 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Sales Big; Glass Very Firm*

**Montreal.**

PUTTY AND GLASS.—There is an extensive movement of glass, both plate and box glass being most active. The arrival of some Belgian glass, plate and sheet, is reported, and this has been readily absorbed. The buying has been very active for some weeks and jobbers are confronted with more or less difficulty in obtaining supplies. The price basis is firm, but unchanged. The future of prices depends upon the action of manufacturers; if they ask more money, Canadian prices will have to be advanced. In the meantime they are not able—that is, the United States mills, to fill orders already in hand.

The putty situation is a very active one, as far as sales go, and the tendencies are firm. Prices remain unchanged as follows:

| | 5 ton | 1 ton | Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *May be Scarcity of White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—Indications point strongly to a firm market. The present outlook confronting the jobber is one of supplies. The policy seems to already be adopted in many quarters; "buy what you need of raw materials; get the goods when you can, and never mind the price."

Suggestion has been made from several sources that there will not be enough white lead to go around next season. The available supplies are already largely booked, together with the forward output for some time, HARDWARE AND METAL is informed. Prices, while firm, still hold at $16.50 for five ton lots; $17 for ton lots, and $17.35 for smaller lots, all prices per 100 pounds.

### *Paintmakers Look For High Prices*

**Montreal.**

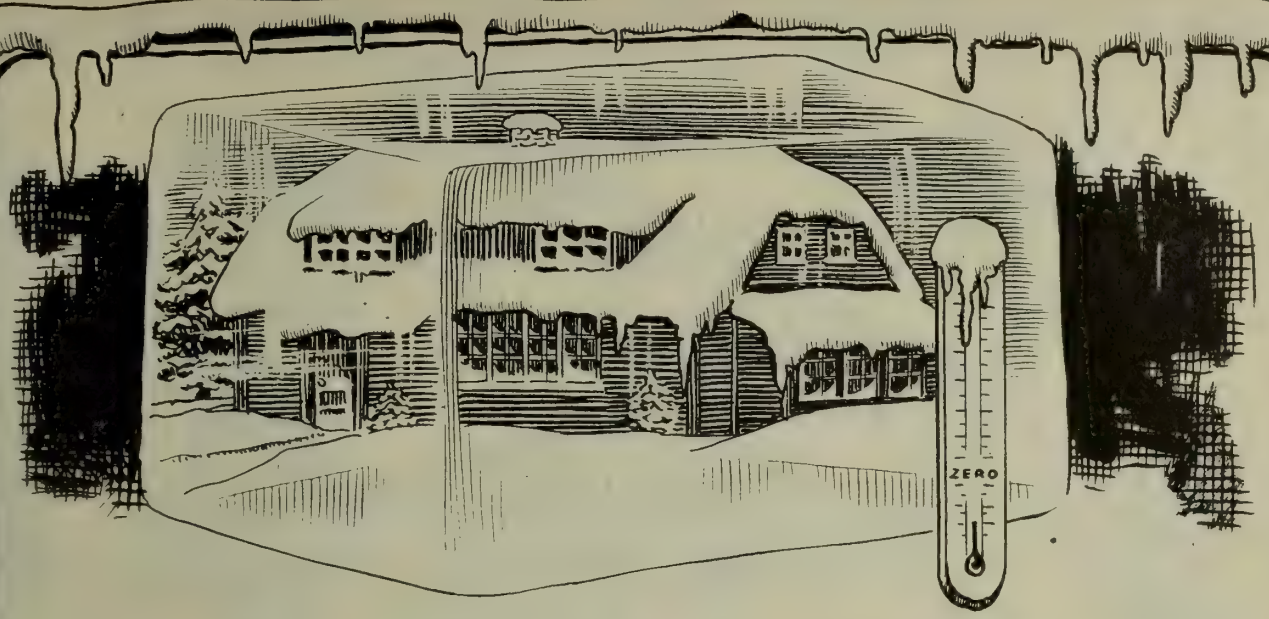
PAINTS AND VARNISHES.—As far as the outlook goes, paint and varnish raw materials are continuing to rule high. "Shall we be able to get all we need?" appears to be the prsent query of the manufacturer, when considering his prospective requirements for 1920. The white lead supply seems to be well booked in advance; linseed oil is not plentiful, nor is turpentine. The whole position is firm under these conditions.

## TORONTO

TORONTO, Ont., Dec. 4.—Linseed oil is recorded this week at a considerable advance of 10 cents per noted for spot delivery oil, notwithstandnoted for spot delivery oil, not withstanding the fact that Canadian seed is harvested. The coal crisis has no doubt been a factor in the curtailment of shipments, although it is hard to predict or relate the present and near future tendencies on account of so many disruptions and as is often the case strikes, even when not directly connected, have a deciding tendency in many instances.

Turpentine shows an advance of 5 cents per gallon. The local stocks, it is stated, are at present low, and jobbers state it is difficult to procure shipments with any definite delivery.

Paint sales continue very good and merchants appear to be getting ready for a big season all through the country. White lead in oil is holding firm and may be hard to procure in the near future as a slight scarcity is already noted. A higher extra is now being charged on both linseed oil and turpentine for less than barrel lots, being 15c in place of a former 10c per gallon.




# HARD WINTER *brings* *Spring Customers*

Canada's rigorous Winter brings customers for paint in the Spring. Fortunate is the householder who specified "B-H"—his property will show less deterioration, less wear and tear, and will need less repair than if he had been content with a poorer grade.

The quality of the B-H Products makes sales as a matter of course—the man whose house is B-H painted is always a booster for our lines among his neighbors.

The B-H Agent doesn't have to say a word about B-H quality because our signed guarantee is pasted on every can.

**Write us to-day—we'll submit our proposition. The B-H label helps you to get business and B-H quality helps you to keep it.**

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

## *Linseed Oil Up; Spot Now* 10c *Higher*

**Toronto.**

LINSEED OIL.—An advance of 10c per gallon is noted on oil this week and this price, it is stated, is liable to hold firm for the rest of the month unless some unforeseen development takes place. Many refuse to predict on the linseed oil market as there are so many factors that have direct effect. The coal shortage seems one of the most important as it is greatly hindering shipments. The following are the quotations:

| Linseed Oil— | | Raw |
|---|---|---|
| 1 to 2 barrels, gal. | 2 67 | 2 70 |
| 3 to 5 barrels, gal. | 2 66 | .... |
| 10 barrels and over | 2 64 | .... |
| | | Boiled |
| 1 to 2 barrels, gal. | 2 70 | 2 73 |
| 3 to 5 barrels, gal. | 2 69 | .... |
| 10 barrels and over | 2 67 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

## *Turpentine Scarce; Advances* 5c *Gallon*

**Toronto.**

TURPENTINE is 5 cents per gallon higher. The local markets seem to show low stocks and owing to the coal shortage and freight curtailment, deliveries are very slow. Jobbers claim it is almost impossible to buy turpentine with any assured delivery. The Southern market continues firm with some advances shown and these prices may be a reflection. Less than barrel lots are now being charged at an extra of 15c in place of the former extra 10c. The following are present quotations:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 50 |
| 2 to 4 barrel lots | 2 49 |
| 5 gal. lots | 2 65 |

## *Window Glass Firm; No Change in Price*

**Toronto.**

WINDOW GLASS.—In some instances American prices have been withdrawn for an indefinite period. Jobbers generally have experienced a very busy fall, and present indications are that an active demand will continue. Prices remain very firm, with a higher tendency being felt. Owing to the present scarcity it may be that embarrassments will result before the production of the next fire is available. Foreign orders are not expected to assume any great proportions, it is stated, till the exchange is settled. The recent storm, which appears was quite general, has been the means of greatly stimulating the market, which was already doing almost a capacity business.

## *Prepared Paint is Firm; Heavy Bookings*

**Toronto.**

PREPARED PAINT is holding at a firm price, although no immediate change is noted. The demand is said to be one of the largest noted for some time and spring orders are coming in large volume. Some manufacturers state that unless liberal orders continue to come in there may be a possibility that manufacturers will be in the same predicament as last year as the present demand for spring delivery is a heavy one, and manufacturers claim they can produce more and at cheaper prices if they have an idea of the future requirements.

## *Putty Sales Good; Still a Heavy Demand*

**Toronto.**

PUTTY.—Sales have been very good, and the seasonable demand has been a large one, especially the better grades. The following are the present quotations:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *White Lead in Oil Remains Unchanged*

**Toronto.**

WHITE LEAD IN OIL remains firm and it is hard to state just what price the future will show. Pig lead continues high, also linseed oil. Labor, etc., and the coal shortage is causing great inconvenience through the curtailment of shipping. However no change is reported, and business is reported brisk with a good volume of business offering.

# British Firms Asking Protection

## Federation of Industries Wants Ban Put on Many Lines of Metal Goods as a Protection for Key Industries

THE Federation of British Industries has sent an important memorandum to the Board of Trade, criticizing the abrupt removal of the import restrictions on September 1, and asserting that certain industries and trades still need and should have import protection against foreign competition.

The American Chamber of Commerce in London, which reports the matter, is waiting with interest to see the result: whether the Government will adhere to the non-restriction policy, as announced just prior to September 1, or whether, after two months of practically unrestricted imports, they will agree with the claims of the British manufacturers and reimpose some of the restrictions.

The Federation of British Industries is perhaps the most powerful industrial association in the country, representing about 1,000 of Britain's foremost producers. It is the importance of the Federation that makes this action significant.

### Want Protection

The memorandum presents the claim of the following to be key industries and which should be protected, although the Government has not included them in its published list:

Ferro-alloys (molybdenum, chromes and silicon).
Steel balls and ball bearings.
Wire nails.
Typewriters.
Photographic raw base paper.
Telephone manufacture.
Drop forgings and stampings.
Cotton duck and canvas.

The following trades feel that, owing to their peculiar position, they should receive special protection, at least during the period of reconstruction: Motors, rubber tires, hosiery, dyeing, bleaching and finishing, machine-made lace and embroideries.

The following industries want protection against dumping, i.e., the placing of foreign goods on the British market at a price below that in the producing country: Bridge and constructional iron work, marine work, iron and steel wire, glass bottles.

### Foreign Competition

The following industries want protection against the foreign competion that will result from countries whose labor is paid so much less that British production cannot compete: Jute spinners and manufacturers, boot and shoe laces, silk and cotton bindings, elastic braids, cords, webbing, etc., carpets, hosiery and fabric gloves, brushes, salt.

The following want protection against the foreign competition which would become impossible to meet through collapse in the exchange of the producing country: Emery, emery cloth, grinding wheels, etc., moquette carpets, cotton hosiery, machine-made embroidery and Barmen lace, photographic raw base paper, snap fasteners, corset busks, toys.

Full statements regarding the claim of each industry are being prepared by the Federation, and are to be sent to the Board of Trades as soon as completed.

The American Chamber of Commerce in London, points out that the claims of the last three classes of industry or trade, namely, for protection against dumping, competition through underpaid labor, or collapse of exchange, are really pointed at Germany. The others, however, if admitted by the Government, may affect American exports in those lines to the British market.

### APPOINTED CANADIAN REPRESENTATIVE

G. L. Cohoon, 11 St. Sacrament St., Montreal, has been appointed to represent the cutlery firm of Thos. Ellin & Co., Ltd., Sheffield, England.




# One Glidden Kind Calls for Another

The result is a steady Glidden demand. A good reputation created by constant advertising brings in the first orders. Then good results, coupled with *continued* advertising, keeps them coming.

Glidden Endurance Paint is a *new* kind recently added to the Glidden line. The same Glidden quality that vessel owners and manufacturers generally, have used for nearly 50 years is now available to the home owner.

*If you are not already familiar with our special paint proposition, write us to-day.*

THE GLIDDEN COMPANY, LTD., Toronto, Ontario
*Branch Office and Warerooms at Montreal, Que.*

GLIDDEN

PAINTS — VARNISHES — COLORS — INSECTICIDES

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — B.B. Caps, 10%; C.B. Caps, 5%; 22 short, black, 22 long, black, 22 long, smokeless, 5%; 22 short lesmok or 22 long lesmok, 5%; 22 short, smokeless, 15%; 22 long rifle, black, 22 long rifle, smokeless, add 10—2½%; other rim fire, add 10%; centre fire pistol, add 62½% list; centre fire sporting, add 90%; shot cartridges, same as ball; brass shot shell, 5%; primers, add 62½% list; empty shot shells, add 15%; blanks, add 50%; bullets, add 67½%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells, "Crown" Black Power, 32½% on list "Sovereign" Bulk Smokeless Powder, 20%; "Regal" Dense Smokeless Powder, 20%; "Canuck" Shells, Smokeless, 20%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

**Standard List Prices per dozen.**

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.
Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz | | 20 00 |
| No. 3, doz | | 22 50 |
| No. 4, doz | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BARS, CLOTHES

| | Dozen |
|---|---|
| No. 1 | $ 9 00 |
| No. 2 | 12 00 |
| No. 3 | 9 60 |
| No. 4, 4 ft. high | 12 00 |
| No. 5, 5 ft. high | 14 00 |
| No. 6, 6 ft. high | 16 00 |

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb | $4 00 |
| No. 2 x 50, lb | 5 00 |
| No. 3 x 60, lb | 7 50 |
| No. 4 x 100, lb | 10 00 |

F.O.B Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 60 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1 | $21 00 |
| No. 31 | ..... |
| No. 32 | ..... |
| No. 35 | 32 00 |
| No. 36 | 36 00 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 25%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 30%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 20%.
Machine Bolts, 7-16 in. dia. and larger, 20%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 40%.
Square Head Blank Bolts, 20%.
Bolt Ends, 20%.
Plow Bolts, 15%.
Elevator Bolts, large head 15%, corrugated head 50%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3 list), 15%.
Whiffletree Bolts, 15%.
Nuts, square, blank, add to list, $1.
Nuts, square, tapped, add to list $1.25.
Nuts, hexagon, blank, add to list $1.25.
Nuts, hexagon, tapped, add to list, $1.50.
Stove Bolts, 60%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 40 |
| Rods, base ½ to 1 in., round | 0 38 |
| Tubing, seamless, base | 0 45 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Pony | $2 35 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

**Spring Butts**

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%.
Sagless Gate Hinge, 20-20%.
F.O.B. Chicago.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.05 | 13.70 |
| 7-16 in. | 10.80 | 13.30 |
| ½ in. | 10.40 | 12.95 |
| ⅝ in. | 10.65 | 12.75 |
| ¾ in. | 9.95 | 12.20 |
| ⅞ in. | 9.65 | 11.90 |
| 1 in. | 9.50 | 11.80 |

F.O.B. Toronto.

| | Electric Welded Proof | B.B.B. |
|---|---|---|
| ⅛ in. | $18.95 | ..... |
| 3-16 in. | 17.25 | $22.75 |
| ¼ in. | 15.85 | 19.50 |
| 5-16 in. | 13.30 | 15.70 |
| ⅜ in. | 10.50 | ..... |
| 7-16 in. | 10.20 | ..... |
| ½ and ⅝ in. | 9.95 | ..... |

F.O.B. Toronto, Montreal.

Cow ties, 10%; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 30%; stall fixtures, No. 1 or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 39 | 0 42 |
| Soft sheets, base 16 oz. and heavier | 0 39 | 0 43 |
| Tubing, lb. | 0 44 | 0 47 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 0 85 |
| No. 7, lb. | 0 84 |
| Nos. 8, 9, 10, 12 | 0 83 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

| | Montreal, | Toronto |
|---|---|---|
| Prices nominal, | | |
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 sheets | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | $20 00 | $20 50 |
| IX, 20x28 base | 23 00 | 23 50 |
| IXX, 20x28 base | 26 00 | 26 50 |
| IXXX, 20x28 base | 28 00 | 28 50 |

**TERNE PLATES**

IC, 20x28, 112 sheets $20 00
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.

# HARDWARE MEN OF CANADA

## GIVE SATISFACTION BY SELLING



W. G. HARRIS, President

## HARRIS HEAVY PRESSURE BEARING METAL

Best all round Babbitt Metal.

## ALUMINOID BABBITT METAL

For light work.

## IMPERIAL GENUINE

For High Speed Engine work.

## SOLDER in WIRE, BAR or BLOCK

## We Make LEAD PIPE
## We Make SHEET LEAD

We can serve you anywhere in Canada.

## THE CANADA METAL CO.,

LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

## Outselling the old-fashioned hoe



LIBERTY ADJUSTABLE CULTIVATOR WEEDER

(Canada Patent Oct. 15, 1918)

Wherever they have been introduced Liberty Cultivator-Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:

THE GILSON WEEDER



(Canada Patent May 22, 1917)

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.; The Rogers Hdwe. Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg. Manufactured by

GILSON MFG. COMPANY
Guelph, Ont. - Canada

## Are You Making the Best of the Big Prospects?

NOT for years has the outlook for a big skate season been so inviting.

It's the first winter really free from the worries of war-time. There's going to be a rousing demand for

*Automobile* SKATES

The Skate with Aluminum Tops

There's an Automobile Skate for every purpose—hockey, pleasure skating, and figure or art skating—are you ready for the demand?

Automobile Skates have a Canada-wide reputation for quality. Your line is half sold before you show it.

Some quality features: Special chrome-nickel steel that takes and holds keen edge—blade has soft, tough core rendering it practically unbreakable—Aluminum tops, etc. Write for full particulars and terms.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

## Canada Cycle & Motor Co.,

LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben ..... $3 25
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each..... 1 60
Lookout ..... 2 00
Sleepmeter ..... 2 15
Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | List each. | |
|---|---|---|---|
| 1/8..... | $0.45 | 19/32..... | $1.20 |
| 5/32..... | .45 | 5/8..... | 1.30 |
| 3/16..... | .50 | 21/32..... | 1.40 |
| 7/32..... | .55 | 11/16..... | 1.50 |
| 1/4..... | .60 | 23/32..... | 1.60 |
| 9/32..... | .65 | 3/4..... | 1.70 |
| 5/16..... | .70 | 25/32..... | 1.80 |
| 11/32..... | .75 | 13/16..... | 1.90 |
| 3/8..... | .80 | 27/32..... | 2.00 |
| 13/32..... | .85 | 7/8..... | 2.10 |
| 7/16..... | .90 | 29/32..... | 2.20 |
| 15932..... | .95 | 15/16..... | 2.30 |
| 1/2..... | 1.00 | 31/32 ..... | 2.40 |
| 17/32..... | 1.05 | 1..... | 2.50 |
| 9/16..... | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32..... | $2 70 | 3/8..... | $ 8 50 |
| 1/8..... | 3 00 | 7/16.... | 10 50 |
| 5/32..... | 3 50 | 1/2..... | 13 00 |
| 3/16..... | 4 00 | 9/16.... | 15 50 |
| 7/32..... | 4 50 | 5/8..... | 18 00 |
| 1/4..... | 5 00 | 11/16... | 21 00 |
| 9/32..... | 6 00 | 3/4..... | 24 00 |
| 5/16..... | 7 00 | 7/8..... | 30 00 |

Bit Stock Drills ..... 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank ..... 35%
Straight Shank, wire..... 35%
Taper Shank ..... 35%

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz..... $34 80
2 ft. 10 in., doz..... 35.40
3 ft. x 7, doz..... 36.60
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer..... | 50 |
| Kearney & Foot, Arcade.... | 50 |
| J. Barton Smith, Eagle ..... | 50 |
| P. H. and Imperial ..... | 50 |
| Disston Brand ..... | 40 |
| Globe ..... | 50 |
| Nicholson ..... | 35 |
| Black Diamond ..... | 35 |
| Delta Files ..... | 20 |
| Firth Files ..... | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 32½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A ..... | 0 57 | 0 72 |
| B ..... | 0 25 | 0 35 |
| C ..... | 0 19 | 0 25 |

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round .....$7 50
Three heat, round ..... 8 25
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. ..... 4 25
Bi-Treadle, each ..... 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ .....13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. ..... 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

| | List |
|---|---|
| Atlas, No. 0 ..... | $13 30 |
| Atlas, No. 1 ..... | 13 80 |
| Atlas, No. 2 ..... | 15 80 |
| Stearns, 4 in. ..... | 9 75 |
| Stearns, 5 in. ..... | 13 20 |
| Perfect, No. 1 ..... | 10 45 |
| Canada ..... | 12 50 |
| Hatch ..... | 12 75 |
| National ..... | 14 50 |
| America ..... | 16 50 |
| Great West ..... | 30 00 |
| Storm King and safety hangers, doz. ..... | 10 60 |
| Steel track, 1¼ in. ....9 00-12 00 | |

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner ..... 7 50
Majestic, 2 Burner ..... 11 25
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

| | Strap Doz. pairs. | Tee |
|---|---|---|
| 4-inch ..... | $ 3 00 | $ 2 55 |
| 5-inch ..... | 3 70 | 3 20 |
| 6-inch ..... | 4 00 | 3 60 |
| 8-inch ..... | 5 40 | 4 40 |
| 10-inch ..... | 9 60 | 7 30 |
| 12-inch ..... | 11 90 | 11 60 |
| 14-inch ..... | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch ..... | $1 00 | $1 00 |
| 4-inch ..... | 1 20 | 1 10 |
| 5-inch ..... | 1 40 | 1 30 |
| 6-inch ..... | 1 70 | 1 50 |
| 8-inch ..... | .... | .... |
| 10-inch ..... | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point ..... $14 75
Lightning ..... 16 25
Heath's ..... 13 25
HOES, Grub .....$10 00 10 50

HOOKS, GRASS

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz... | $4 40 | $5 00-$5 50 |
| No. 3, per doz... | 4 50 | 5 50- 6 40 |
| No. 4, per doz... | 4 60 | 6 00- 7 40 |
| Little Giant .... | 6 25 | ....- .... |
| Barden Patent... | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron ... | 0-7 | $7 75 | $8 00 |
| Long heel light iron ..... | 3-7 | 7 75 | .... |
| Medium iron.. | 1-8 | 7 75 | 8 00 |
| Heavy iron .... | 6-8 | 7 75 | .... |
| Snow ..... | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel ..... | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel... | 0-4 | 9 60 | .... |
| Special-countersunk ..... | 0-4 | 10 10 | .... |
| Toe-weight (front only). | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$17 50
Corrugated, ⅝ in., 100 ft.. 20 50
Corrugated ¾ in. ..... 23 50
Corrugated, 1 in., 100 ft... 35 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ..... 25c per lb.
30 x 96 ..... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set ..... | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set ..... | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. ..... | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs..... | 9 20 |
| Sad irons, plain, 6 lbs. up.. | 7 00 |
| Sad irons, common, plated. | 5 50 |
| Princess Electric, each.$4 00 | 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A ..... | $4 71 |
| Style B ..... | 5 08 |
| Hotpoint Domestic Electric Irons, each ..... | 5 25 |
| Gasoline Sad Irons, each ... | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only.....$0 37 | |
| Hercules, 4 to 10 ft..... 0 39 | |
| Hercules, 12 to 14 ft..... 0 44 | |
| Faultless, 4 to 10 ft. only..... 0 35 | |
| Ontario, 4 to 10 ft. only..... 0 32 | |
| Shelf Lock, 4 to 8 ft. only.... 0 27 | |
| Gardner, No. 1 ..... 0 24 | |
| Do., No. 2, bolted..... 0 27 | |
| Dominion, No. 3 ..... 0 28 | |
| Do., No. 4, bolted..... 0 31 | |

Single and Fruit Picking

10 ft. to 16 ft..... 22c ft.
18 ft. to 20 ft..... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

| | |
|---|---|
| 20 to 32 ft. .....$0 27 | |
| 36 to 40 ft. ..... 0 30 | |
| 44 ft. ..... 0 33 | |
| Over 44 ft. ..... 0 45 | |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

| | |
|---|---|
| Short Globe, plain ..... | $12 50 |
| Do., Japd. ..... | 13 25 |
| Long Globe, plain ..... | 12 50 |
| Do., Japd. ..... | 13 25 |
| Dash, plain ..... | 15 50 |
| Do., Japd. ..... | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs .....2 10-4 20 | |

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

| | |
|---|---|
| Cold blast, short.....$0 95-$1 10 | |
| Cold blast ..... 1 00- 1 10 | |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby....$4 75 | |

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

| | |
|---|---|
| Steel Thumb, No. 2.....$1 80-$2 00 | |
| Steel Thumb, No. 3..... 2 40- 2 70 | |
| Steel Thumb, No. 4..... 4 75 | |
| Barn Door, No. 5 ..... 2 75 | |
| Barn Door, No. 9 ..... 5 10 | |

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

| | List each |
|---|---|
| Canadian ..... | $11 00 |
| Dowswell ..... | 11 25 |
| Noiseless ..... | 15 50 |
| Hamilton ..... | 12 50 |
| Ottawa ..... | 11 50 |
| Peerless ..... | 11 50 |
| Snowball ..... | 17 00 |
| Momentum ..... | 18 50 |
| New Century, style A..... | 16 50 |
| New Century, style B..... | 18 00 |
| Playtime, engine drive .... | 22 00 |
| Ideal Power ..... | 28 00 |
| Seafoam, electric ..... | 110 00 |
| Seafoam, engine drive ..... | 50 00 |
| New Idea, electric ..... | 118 50 |
| Sunshine ..... | 10 25 |
| Popular, No. 1 ..... | 11 50 |
| Popular, No. 2 ..... | 11 00 |
| Economic ..... | 13 50 |
| Champion ..... | 18 50 |
| New Excell-All ..... | 16 00 |
| Blue Bell, without stand.. | 16 50 |
| Puritan Water Motor Washer, complete ..... | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric..... | 111 50 |
| Low pressure water motor washer, each ..... | 30 00 |
| Connor ball-bearing, with rack ..... | 18 50 |
| I X L ..... | 18 50 |
| Perfection, engine drive ... | 59 50 |
| Perfection, electric ..... | 119 50 |
| Gem ..... | 18 50 |
| Winner ..... | 17 00 |
| Connor Improved ..... | 10 75 |
| Jubilee ..... | 10 25 |
| Canada First ..... | 21 00 |

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 ..... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. ..... .....$13 00
Pick, doz. ..... 13 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

| | |
|---|---|
| Canuck— | |
| No. 4, dozen ..... | $33 00 |
| No. 8, dozen ..... | 37 25 |
| Universal— | |
| No. 4, dozen ..... | $40 75 |
| No. 8, dozen ..... | 49 75 |

MOPS

| | |
|---|---|
| O-Cedar, doz. net .....$12 60 | |
| Sprustex, No. 2, doz..$8 00 | 8 40 |
| S.W. Mops, complete, doz.5 25 | 5 40 |
| Mop Sticks, doz., No. 8.... | 2 00 |
| Cast Head Mop, doz..... | 2 00 |
| Crescent, doz., No. 10..2 50 | 3 35 |
| Crank wringing, doz..... | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

| | |
|---|---|
| Adanac .....40-10% | |
| Woodyatt ..... | 35% |
| Empress ..... | 35% |
| Mayflower ..... | 35% |
| Star, Ontario, Daisy ..... | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch..... | 15c |
| 1 | inch.....$1 | 3 inch..... | 10c |
| 1¼ | inch..... 1 | 3¼ inch..... | 10c |
| 1½ | inch....65c | 3½ inch..... | 10c |
| 1½ | inch....40c | 4 inch..... | 5c |
| 1¾ | inch....40c | 4½ inch..... | 5c |
| 2 | inch....30c | 5-inch base. | |
| 2¼ | inch....30c | 5½-inch base. | |
| 2½ | inch....15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.05.

Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.

MADE IN CANADA

# SIMMS

## BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

**Paint Brushes**
**Lather Brushes**
**Scrubbing Brushes**
**Shoe Brushes**
**Stove Brushes**
**Brooms**
**Whisk Brooms**

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

**T. S. SIMMS & CO.**
**LIMITED**
*Makers of Better Brushes and Brooms for 54 years*
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON



Above : One of our factories in Fergus where woodwork on BT Ladders is done. Insert : Dry Kiln we are building at Fergus for preparing the lumber for BT Ladders.

# Beatty Bros. Limited Bulletin



Steel Top on BT Irond Bound Step Ladders.



BT Iron Bound Step Ladder

This steel top will not warp, rot or crack. The nails will not pull out. The hinges which hold sides and risers are riveted and are solid and permanent. This ladder with its heavy steel top is far safer than any other and will last much longer.



Steel Clip which binds steps of ladder to side.

This steel clip binds every step to risers, keeps nails from pulling out and holds the iron rods which support every step. The clips add to the life of the ladder and make it doubly safe.

## BT Ladders are Best

The best is none too good when you use a stepladder. A poor ladder means a fall and a sprain or broken limb. The BT iron bound stepladders are the best because they are the safest.

**Beatty Bros., Limited**
Winnipeg Fergus, Ont. Edmonton
Montreal London, Ont. St. John, N.B
16 Holborn Viaduct, London, England

BT TIME SAVER Trade Mark BT TIME SAVER

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $.... base; Toronto, $5.00 base; London, $5.00 Hamilton, $5.00; no equalization of freights.

Roofing Nails—American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size | Per 100 lbs. |
|---|---|
| Capewell— | |
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, 15%; 1-in. mesh, 10%.

American netting, 2-in. mesh, 10%; 1-in. mesh, 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| | |
|---|---|
| Blue Ribbon— | |
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 00 |
| U.S. Navy (spun) | $1 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

**OILS**

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A. list | 1 00 |
| Gargoyle Mobiloil, A and E | 1 30 |
| Gargoyle Mobile, B and BB | 1 40 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 09 |
| Fuel oil, tank cars, net | 0 08 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 73 | |
| "Stag" Sheathing | 0 73 | |
| Tarred felt, per cwt.— | | |
| 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 60 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

**PASTE**

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| | | |
|---|---|---|
| Clay— | | |
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 75 |
| 4 gross (cartons), 4 in. | 1 75 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 87 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Steel Gal. | Gen. Wrot. Iron Blk. | Gen. Wrot. Iron Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 L in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in.. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 75% | 75% |
| 4½" and larger | 67½% | 65% |
| 4" and under, running thread, | 47½% | |

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list. | 3 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 15 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| | |
|---|---|
| Liquid Veneer— | |
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 60 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply | 1 80 | 2 00 |
| Everlastic, 2-ply | 2 10 | 2 30 |
| Everlastic, 3-ply | 2 45 | 2 65 |
| Panamoid, 1-ply | 1 70 | 1 70 |
| Panamoid, 2-ply | 1 95 | 2 05 |
| Panamoid, 3-ply | 2 30 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Black Diamond Ready Roofing, 2-ply | 1 60 | |
| Black Diamond Ready Roofing, 3-ply | 1 90 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 25 | |

F.o.b. Toronto and Montreal.

**ROPE**

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 27 |
| New Zealand hemp basis | 27 |
| Sisal basis | 23½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 23½ |
| Double lathe yarn | 24 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |

| | Dozen |
|---|---|
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 50 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount, No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $15 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

"Save the surface and you save all" Paint & Varnish




"Save the surface and you save all" Paint & Varnish

# RAMSAY'S INVINCIBLE WHITE ENAMEL

**Brighten up for Christmas**

For satisfactory and lasting results recommend **Ramsay's Invincible White Enamel** to your customers. Thousands are sounding its praises. Dealers are experiencing an unusual volume of sales and you can, too. Write for our dealer's proposition. The quality of our products and the service we render are worth looking into.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years.*

**Toronto** **MONTREAL** **Vancouver**

*DISTRIBUTORS—EDMONTON DISTRICT: Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT: The McDonald Baker Co., 818 8th Ave. W., Calgary. The H. L. Perry Co. Limited, Winnipeg, Manitoba and Saskatchewan District; NOVA SCOTIA: Jas. Simmonds, Limited, Halifax, N.S.*

**SNATHS**

| | Doz |
|---|---|
| 00 Patent | $13 75 |
| 1 | 13 20 |
| 2 | 12 65 |
| 3 | 11 55 |

**SCREWS**

Discounts off Standard List adopted Aug. 1, 1903.

| | |
|---|---|
| Wood, F.H., bright | 77½% |
| Wood, R.H., bright | 75 % |
| Wood, O.H., bright | 75 % |
| Wood, F.H., brass | 55 % |
| Wood, R.H., brass | 52½% |
| Wood, O.H., brass | 52½% |
| Wood, F.H., bronze | 50 % |
| Wood, R.H., bronze | 47½% |
| Wood, O.H., bronze | 47½% |
| Square cap | 20 |
| Hexagon cap | 20 |

**Wooden Bench Screws**

| | |
|---|---|
| Dozen | $7 80 |

**SHEETS, BLACK**

See Montreal and Toronto report.

**SHEETS, CORRUGATED**

See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | 8 90 | 9 75 | 8 25 | 9 50 |
| U.S. 28 | 8 30 | 10 15 | 7 85 | 8 80 |
| U.S. 26 | 7 90 | 8 75 | 7 55 | 8 45 |
| 22 and 24 | 7 70 | 8 15 | 7 40 | 8 25 |
| 18 and 20 | 7 50 | 7 95 | 7 25 | 8 05 |
| 16 | 7 25 | 7 75 | 7 10 | 7 85 |
| 12 and 14 | 7 05 | 7 50 | 6 95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $10 00 | $9 50 |
| 26 ga. | 9 75 | 9 25 |
| 24 ga. | 9 15 | 8 95 |
| 22 ga. | .... | 8 80 |
| 20 ga. | .... | 8 60 |

F.O.B. Montreal.

**SHINGLES, METAL**

| | |
|---|---|
| Standard, galvanized | $10 00 |
| Standard, painted | 8 00 |

Discount 7½%.

**SIDING, METAL**

| | |
|---|---|
| Standard, galvanzed | $8 50 |
| Standard, painted | 6 50 |

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**

See weekly report

**SPOUTS, SAP**

| | |
|---|---|
| Eureka, per M | $13 50 $16 50 |

**STAPLES**

See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner | $18 75 |
| Perfection No. 33, 3-burner | 24 25 |
| Perfection No. 34, 4-burner | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each | $ 7 00 |
| No. 530, each | 8 25 |
| No. 630, each | 10 25 |

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**

| | |
|---|---|
| No. 33, per doz. | $34 50 |
| No. 98, per doz. | 18 50 |
| No. 99, per doz. | 23 00 |
| Star, No. 1, doz. | 21 00 |
| Star, No. 2, doz. | 24 00 |
| Adjustable Pin, No. 44, doz. | 34 50 |

**STRETCHERS, WIRE**

| | |
|---|---|
| Hercules, doz. | $2 60 |
| Sampson, doz. | 7 50 |

**TACKS** Discount

| | |
|---|---|
| Wire Tacks | 60 and 10% |
| Revised Hardware Tack List adopted Jan. 1, 1916 | 60 and 15% |
| Double pointed tacks | 60 and 10% |
| Shoe findings list adopted July 5, 1917 | Net List |
| List of Capped Goods adopted Jan. 1, 1916 | 60 2and 15% |

F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**

See prices under head of Wares

**TOASTERS, ELECTRIC**

| | |
|---|---|
| Canadian Beauty | $4 71 |
| Upright, with rack | 6 40 |

**TOOLS, HARVEST**

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**

O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in. | $6 90 | 16 in. | $12 50 |
| 10 in. | 7 70 | 18 in. | 16 00 |
| 12 in. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain

| | |
|---|---|
| Victor Giant No. 1 G, doz. | 2 70 |
| Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 5 00 |

F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**

| | |
|---|---|
| Hatch Trolley, per ft. | 0 19 |
| Brackets for above, per doz. | 1 72 |
| National Flat Track, 1¼ in. per ft. | 0 12 |

**TWINE (COTTON)**

| | |
|---|---|
| 5-lb. sack, 3-ply, lb. | 0 80 |
| Cones, 3-ply, lb. | 0 76½ |
| Do., 4-ply, lb. | 0 80½ |

**WOOD TUBS**

| | |
|---|---|
| No. 0, per dozen | $20 80 |
| No. 1, per dozen | 18 50 |
| No. 2, per dozen | 16 20 |
| No. 3, per dozen | 13 85 |

F.O.B. Newmarket.

**VALVES AND COCKS**

| | |
|---|---|
| Compression work, standard | 28 |
| High grade | 24 |
| Fuller work, standard | 34 |
| Basin cocks, No. 0, standard | 23 |
| Nos. 1 and 2 | 23 |
| Bath cocks, compression | 30 |
| Flatway stop and waste cocks, standard | 32 |
| Roundway stop and waste cocks, standard | 32 |
| Radiator valves, standard | 15 |
| Do., removable seat | 10 |
| Globe angle and check valves standard | 5-9% |
| Gate or Straightway | Net |
| Jenkins Gate Valve | 10% |
| Jenkins Globe | Net |
| Standard Gate | Net |

F.O.B. Toronto.

**Penberthy Brass Valves**

| | |
|---|---|
| Compodisk Valves | 5-2½% |
| Gate Valves | 15% |
| Regrinding Valves | 5% |
| Swing Check Valves | Net List |

**WARES, ETC.**

Scotch Grey Ware, 50 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, 10%.
Canada Ware, 10%.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned 45%.
Copper Bottoms, plus 10%.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, net list off; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper-lined Boards, 30%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list, plus 25%.
Nickel-plated Ware, 50%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅝ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs. | $3.75 | $4.00 | $4.00 |
| Section, ½ lb., per 100 lbs. | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs., per cwt. | 3.00 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**

| | |
|---|---|
| Navvy, steel wheel, doz. | $63 00 |
| Garden, steel, doz. | 64 25 |
| Light garden, doz. | 46 80 |

F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 | $5 80 |
| No. 10 | 5 90 |
| No. 11 | 5 95 |
| No. 12 | 6 05 |
| No. 13 | 6 15 |
| No. 13½ | 6 20 |
| No. 14 | 6 35 |
| No. 15 | 6 50 |
| No. 16 | 6 65 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 | 8 75 |
| No. 19 | 9 25 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**

Nos. 0-9 gauge, base 5 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 50 |
| 36 | in., doz. | 81 00 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black | 36.50 | ..... | ..... |

**NET EXTRAS—**

For each size larger than No. 2, add 35c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET**

| | Bissell's Doz. |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing | 108 00 |
| Champion, nickeled fittings | 43 00 |
| Champion, japanned fittings | 36 00 |
| Grand, nick., Cyco B.B. | 64 00 |
| Grand, jap., Cyco B.B. | 57 00 |
| Grand Rapids, nick., Cyco B.B. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. | 54 00 |
| Princess, nick., Cyco B.B. | 49 00 |
| Standard, nickeled fittings | 44 00 |
| Standard, jap. fittings | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM**

| | Bissell's Doz. |
|---|---|
| Grand Rapids, nickeled | $124 00 |
| Household, japanned | 110 00 |
| Superba, nickeled | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame | $36 40 |
| Aluminum frame | 43 90 |
| Attachments, set | 8 25 |

F.O.B. Toronto, Hamilton, London.



# O.P.W.

## Jas-per-lac

**This is a line which should be carried by every live dealer in Canada. If interested—write us.**
















## Wears and Shines Like Jasper

Sole Manufacturers:

# OTTAWA PAINT WORKS, LIMITED

OTTAWA, CANADA

BRANCHES : MONTREAL TORONTO VANCOUVER

# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 11 | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

| COLORS IN OIL, PURE | |
|---|---|
| 1 lb. tins— | |
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite .....$7 47½ | |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albaglose ..... | 5 75 |
| Mooramel ..... | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 .....$19 90 | | $22 90 |
| 26 to 34 ..... | 20 80 | 24 65 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
6% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each ....$0 80 | |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each ..... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each ..... | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**

Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$17 00 | | $17 35 |
| Crown Diamond .... | 17 00 | 17 35 |
| Crown, Pure ..... | 17 00 | 17 35 |
| Green Seal ..... | 17 00 | 17 35 |
| Ramsay's Pure ..... | 17 00 | 17 35 |
| Moore's Pure ..... | 17 00 | 17 35 |
| Tiger, Pure ..... | 17 00 | 17 35 |
| O.P.W. Dec. Pure... | 17 00 | 17 35 |
| Red Seal ..... | 17 00 | 17 35 |
| O.P.W. English .... | 17 00 | 17 35 |
| Elephant Genuine... | 17 00 | 17 35 |

B.B. Genuine Lead, less than tons, $19.60, Toronto; $19.25, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt.. | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |
| F.o.b. Montreal, Toronto. | | |
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

Tons or over (cwt.).....$10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**

For prices see weekly report.

**PAINTS, PREPARED**

Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| Crown Diamond, Porch and Gallery Paint, gal. ..... | 4 60 |
| B.-H. Fresconette, white..... | 3 60 |
| B.-H. Fresconette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 30 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 00 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared., white .... | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 6s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal..... | 0 85 |
| Case (12 1's) ..... | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ½ bbls., gal.... | 0 90 |
| Carbosota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal. ..... | 0 70 |
| 1s (case 12 gallons) case... | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 80 |
| Bladder, in bbls..... | 7 85 | 7 70 |

Ton lots standard are 35 per hundred pounds less: five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over montreal quotations.

**ROSIN**

Barrels, 100 lbs. .....$11 50
Less, per lb. ..... 0 14

**SHELLAC**

Pure White, gal. (1 gal. tins), $6.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.00 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takof ..... | 2 75 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 6 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.30 gal.; gal tins .....$1.57-$2.05 | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 |
| Depend-on, list ..... | 4 50 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 3 50 |
| Hydrox Spar ..... | 3 65 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 2 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 52 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 3 34 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 12 |
| Smear-Not .... ..... | 3 34 |
| Kyanize Spar .. .... ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ..... ..... | 3 84 |
| Luxeberry light ..... | 4 50 |
| Luxeberry granite ..... | 4 50 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Crown Diamond Floor ..... | 3 65 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkgs., white .... .. ..... | 7 80 |
| B.H. Frescota, 5-lb. pkgs., colors ..... ..... ..... | 3 40 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keen ... | 0 09 |

Above lines subject to trade discount for quantity.

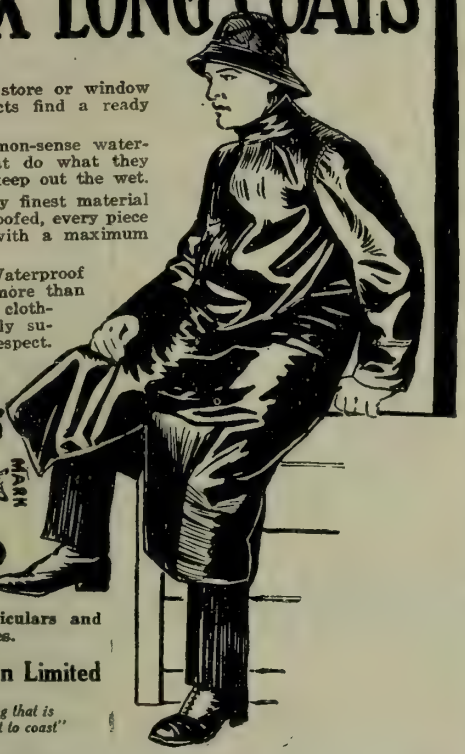
| WAX | Per lb |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ... ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... .. ..... | 0 45 |
| S. & W. .... .... ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain ,in bbls. .....$2 50 | |
| F.o.b. Montreal, Toronto, London. | |
| Gilders, bolted, in bbls.....$3 00 | |
| WOOD ALCOHOL | Per gal. |
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

# TOWERS-FISH-BRAND REFLEX LONG COATS



Displayed in your store or window Fish Brand Products find a ready sale.

They are the common-sense waterproof clothing, that do what they are intended for—keep out the wet.

Made from the very finest material thoroughly waterproofed, every piece gives long wear, with a maximum of comfort.

Fish Brand Waterproof clothing costs no more than other waterproof clothing, yet is infinitely superior in every respect.

TOWER'S TRADE MARK FISH BRAND

Write for particulars and prices.

**Tower Canadian Limited**

*Makers of clothing that is "Known from coast to coast"*

Toronto Halifax Vancouver

# TUNGSTEN and NITRO LAMPS




EVERY LAMP GUARANTEED

*DISTRIBUTORS:*

**MUNDERLOH & CO., LIMITED**

MONTREAL - CANADA

# S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.85; 2 2Long Black, $7.00; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $21 50 |
| Double Bit | 20 00 | 21 50 |
| Broad Axes | | 55 00 |

### AUGER BITS

| Standard List | Prices per Dozen | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

Irwin ..... Net List

Gilmour ..... 45%

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¾c.

### BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 20%; machine set screws, 15%; plough bolts, 10%; stove bolts, 50%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 44 |
| 3 x 3 in. | 45 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 58 |
| 4½ x 4½ in. | 86 |
| 5 x 5 in. | 105 |

Wrought Steel—

| | |
|---|---|
| No. 840 | 15% on list |
| No. 800 | 25% on list |
| No. 838 | 12½% on list |
| No. 804 | Net list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 60 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 60c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 30% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 75% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | 15 50 | 19 50 |
| 26 to 40 | 16 50 | 22 50 |
| 41 to 50 | 19 50 | 25 00 |
| 51 to 60 | 20 50 | 25 50 |
| 61 to 70 | 21 50 | 27 00 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.30.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, 7½% on list.

Corrugated Strap Hinges — 4, $1.75; 5, $2.45; 6, $3.10; 8, $5.00; 10, $7.65; 12, $11.90.

Corrugated Tee Hinges—4, $2.15; 5, $3.00; 6, $3.65; 8, $6.10; 10, $9.10; 12, $13.25.

### HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

### IRON, GALVANIZED

| | "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 95 |
| 28 Am. or 26 Eng. | 9 55 |
| 26 Am. or 26 Eng. | 9 25 |
| 24 | 9 10 |
| 22 | 9 10 |
| 18 and 20 | 8 95 |
| 16 | 8 80 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set ..... $2 25

Mrs. Pott's No. 50, set ..... 2 35

Mrs. Pott's common and iron handles, $1.55 dozen. Mrs. Pott's improved, $2.10 a dozen.

### JACKSCREWS

25% off list.

### KNIVES—HAY

| | Doz. |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.40.

### LEAD WASTE, $13.40.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | 4 30 |
| Barn Door | |
| 5 | 2 65 |
| 8 | 2 65 |
| 9 | 4 30 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | ..... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | 6 30 |
| 30 in. | 7 65 |
| 36 in. | 9 00 |
| 2 in. mesh x 24 in. | 3 05 |
| 30 in. | 3 60 |
| 36 in. | 4 20 |
| 48 in. | 5 60 |
| 60 in. | 6 95 |
| 72 in. | 8 30 |

### NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 11.00 |

### OILS

Wm. Pen motor oil, $1.18; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 39c; Red gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### PAPER, BUILDING

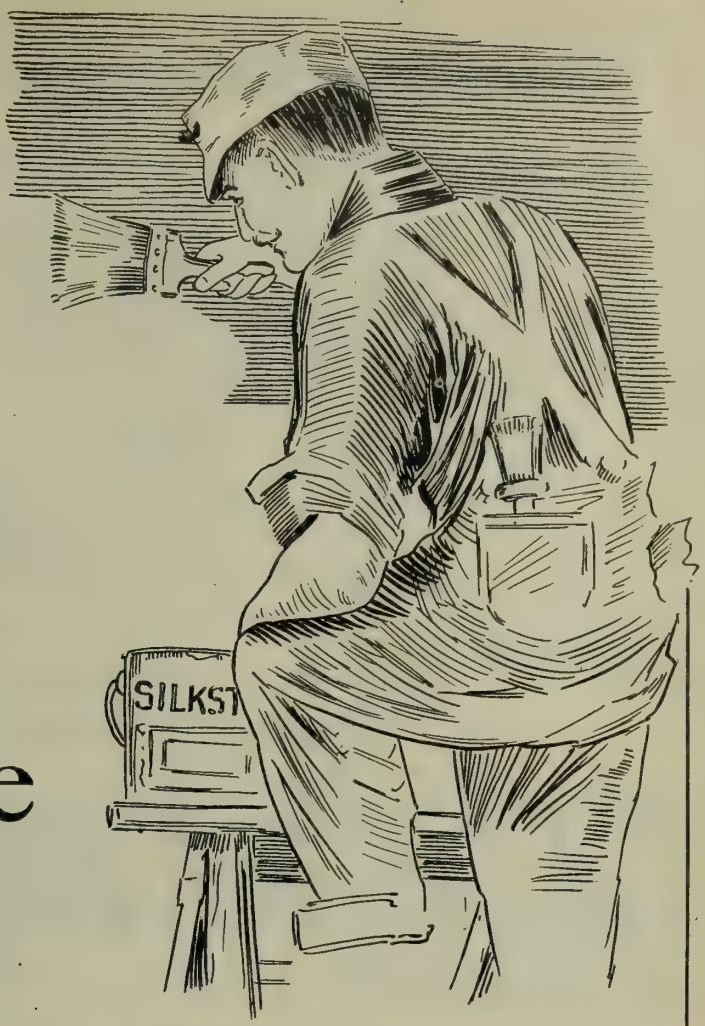
| | Dry | Fibre | Tarred |
|---|---|---|---|
| Joliette | $0 90 | | $1 20 |
| Builders' Special | 1 10 | | 1 20 |
| Cyclone | 1 10 | | 1 20 |
| Navy | 1 25 | | 1 45 |
| Triumph | 1 35 | | 1 50 |

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 10 |
| 12 oz. | 4 20 |
| 1 quart | 10 50 |
| ½ gal. | 16 80 |
| 1 gal. | 25 20 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 15 |
| Quarts | 5 10 |
| Gal. | 15 00 |
| ½ gal. | 9 90 |

# Economy Is a Great Sales Force




# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

**The Economic Appeal** is a powerful force in business to-day. Economy for your customer can also mean good profits for you—no salesman needs argument on that. It may mean larger profits on each sale, or more turnovers per year; what you as a business man want is a constant flow of money with a profit in it to your cash register. Silkstone Flat Wall Colours fill this want exactly. Cheaper than wall paper, more sanitary and longer lasting, it can be washed often and never rubs off.

Silkstone gives a beautiful, soft, silky finish. The economy of Silkstone appeals forcibly to all.

**There is something ahead for you; write for our agency proposition.**

## THE G. F. STEPHENS CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 20 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 833 | 1071 |
| inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $4.50.

### PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 20 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 27½%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

| ROOFING | 1 ply | 2 ply | 3 ply |
|---|---|---|---|
| Klingon | $2 20 | $2 65 | $3 10 |
| Winner | 2 30 | 2 80 | 3 30 |
| Comfort | 2 45 | 3 00 | 3 60 |
| Induroid | 2 80 | 3 60 | 4 20 |

### ROPE

Sisal, 24½c base; pure Manila, 35c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 23¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 40 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |
| **B. & A.—** | | |
| 00, 0 | $0 37 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 52 | 9 45 |
| 2 | 0 60 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

15% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

### SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $15 50 |
| Bush | 15 50 |
| Excelsior | 17 00 |
| Cast | 15 00 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 00 |
| Household, japanned | 113 00 |
| Superba, nickeled | 143 00 |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 85 |
| 22-24 gauge | 7 90 |
| 26 gauge | 7 95 |
| 28 gauge | 8 05 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

15% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, 10%.

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $23 50 |
| 20 x 28 I.X. box | 27 50 |
| 20 x 33 I.C. box | 28 00 |
| 20 x 33 I.X. box | 32 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 5 40 | 4 55 |
| No. 2 | 4 80 | 7 50 | 6 70 |
| No. 3 | 6 75 | 10 00 | .... |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 78 |
| Cotton, 3-ply, balls | 0 81 |
| Cotton, 4-ply, cones | 0 83 |
| Cotton, 4-ply, balls | 0 85 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, 42%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 23 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $16.90, less than ton lots, $17.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

### WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.00 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 51c.

### WIRE, ANNEALED

No. 9, $5.75; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

| WRENCHES (NUT) | |
|---|---|
| Agricultural— | Doz. |
| 6 inch. | $6 70 |
| 8 inch. | 8 00 |
| 10 inch. | 9 40 |
| 12 inch. | 12 00 |
| 15 inch. | 16 80 |
| Perfect Handle— | |
| 6 inch | 15 00 |
| 8 inch | 18 00 |
| 10 inch | 22 00 |
| 12 inch | 28 00 |
| 15 inch | 38 00 |
| 16 inch | 40 00 |

| WRENCHES (PIPE) | |
|---|---|
| Stillson— | Each |
| 6 inch. | $1 00 |
| 8 inch. | 1 15 |
| 10 inch. | 1 25 |
| 14 inch. | 1 75 |
| 18 inch. | 2 50 |
| 24 inch. | 3 65 |
| 36 inch. | 6 75 |
| Trimo— | |
| 10 inch. | $1 60 |
| 14 in. | 2 10 |
| 18 inch. | 3 00 |
| 24 inch. | 4 35 |

| | Dozen. | |
|---|---|---|
| Always Ready— | Black. | N.P. |
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Ese, $62.55 per dozen, Reliance,

# STEEL IRON METALS

## WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

| | | | |
|---|---|---|---|
| BOILER TUBES | NUTS | RIVETS | SHAFTING |
| ANGLES | CHANNELS | RAILS | TEES |
| FORGING BILLETS | CAP SCREWS | WASHERS | SET SCREWS |

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

## GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

## IF IT'S STEEL OR IRON WE HAVE IT

# The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Have a

# Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

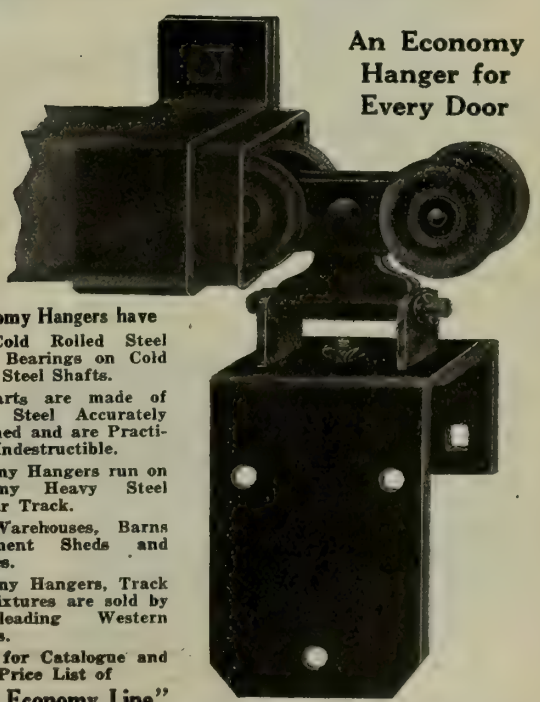
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## W. R. JAMES & CO.

74 Henry Ave. East Winnipeg

# ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



**Economy Hangers have**

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

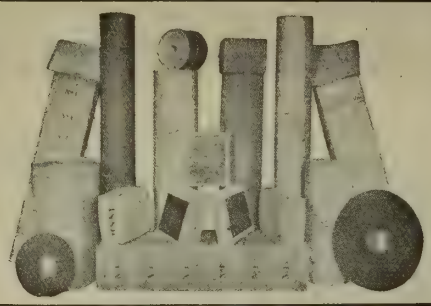
Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

## ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

**Canadian Sales Representatives:**

**A. E. Hinds & Co.**, Galt Bldg., Winnipeg, Man.
**Mr. Alexander Gibb**, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
**The Triangle Co. of Canada, Ltd.**, Standard Bank Bldg., Vancouver, B.C.

## United States Sand Paper Co.

**Williamsport, Pennsylvania**




## EUREKA Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**

**GALT BUILDING, WINNIPEG**



## O-Rib-O Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

**O-Rib-O Manufacturing Co.**

**WINNIPEG, MANITOBA**

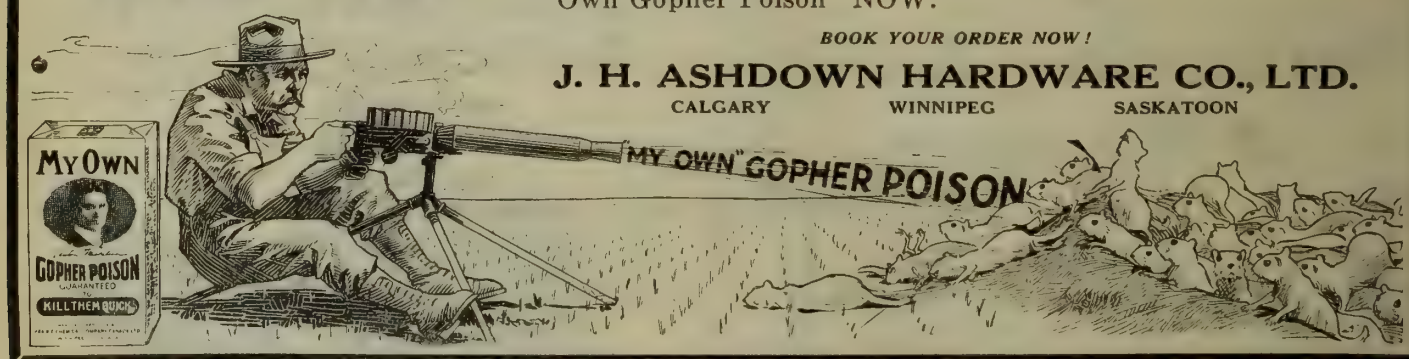
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A little pep! A little push! A little poison and your customers will be free from the gopher menace. Order "My Own Gopher Poison" NOW.

***BOOK YOUR ORDER NOW!***

**J. H. ASHDOWN HARDWARE CO., LTD.**

**CALGARY WINNIPEG SASKATOON**




MADE IN CANADA

# BUFFALO OILS

**Special Cylinder Oil for Steam Engines**

**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

**1869** **1919**

**Golden** **Jubilee**

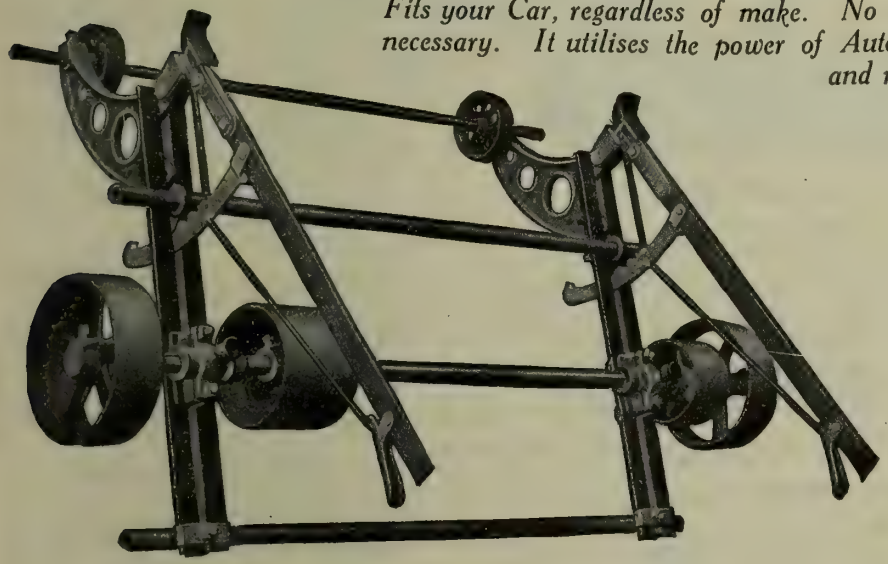
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

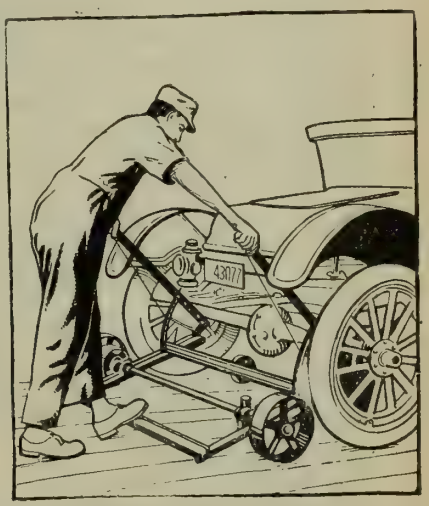
*The Trade Mark Largest Wholesale* *Behind Canada's Hardware House*

# Lay Porta-Power

## A Fast-Moving, Profitable Line For Dealers in Any District

*Fits your Car, regardless of make. No adjustment or alteration of Automobile is necessary. It utilises the power of Automobile Engines for belt power upon farms and ranches.*





Easily and Simply Applied

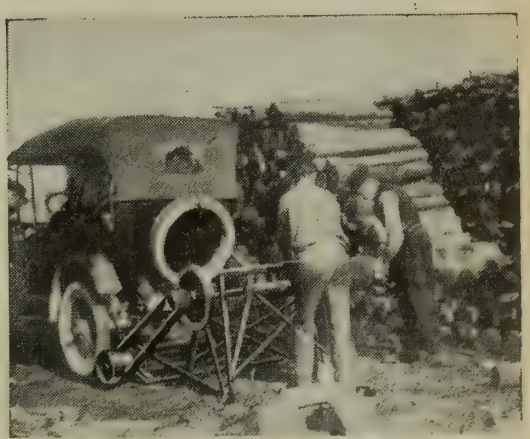
### Takes the Arm-Work Out of Farm-Work

La Porta-Power is a durable practical implement, well constructed, that takes its power from the rear wheels of any automobile and will develop from 5 to 20 H.P., depending on the size of the car. It acts as a portable gasoline engine, at just one-third the cost of a stationary plant. It takes the engine to the job, not the job to the engine. Wood sawing, feed grinding and cutting, pumping, ensilage cutting, silo filling and farm lighting are only a few of the farm job that this implement can be readily used for. It will not heat the engine nor injure the tires, and is a money, time and labor-saving device that ought to be on every farm. It is simply constructed and can be adjusted to fit practically any make of car or small truck.

**Good for the Dealer**

The demand for Lay Porta-Power being so great already is an indication of the tremendous sales possibilities that it opens to dealers. It fits into any line you may be handling. If you are in "open territory" we will gladly talk business.

**Write for prices and discounts**



In Operation

## The J. H. Ashdown Hardware Co.

**Limited**

**Calgary** **WINNIPEG** **Saskatoon**

***Western Distributors***

# THE BUYERS' GUIDE

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The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
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The Engineers' Supply Co., Winnipeg, Man.

**Arms, Small**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland Ohio.
Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
Northern Electric Co., Ltd., Montreal.
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Skurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Axles, Car**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Billet, Blooms and Slabs**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Bolts, Cant Hook and Peavy**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Hanger Screw**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Railway**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.




*For years the perfect washer*

*The* **Eden** ELECTRIC

THOUSANDS of women throughout the country have learned to appreciate the many advantages and economies of washing clothes the Eden way. The **Eden Electric Clothes Washer** is a time-proved success because it washes everything from the heaviest blanket to the most delicate bit of silk or lace by dipping them up or down through hot suds—without wear or tear or rubbing or scrubbing.

The **Eden** makes clothes last five or six times as long because it washes them without rubbing. It saves time, trouble, money and hard work, and has done so in many homes for many years.

Many dealers have taken advantage of the many superior points of the **Eden,** and are handling it to the exclusion of all other makes. They have found it the most profitable machine to handle because it is the one machine that, once sold, stays sold. The **Eden** has no comebacks.

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# The Great West Electric Company, Limited

**ALBERT STREET - WINNIPEG**

***Distributors of LACO TUNGSTEN and NITRO LAMPS***

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The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Vencering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carriage Top Materials**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffafflo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Coke, Furnace, Foundry and Domestic**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Steam**
Louis MecLain Co., Ltd., Winnipeg, Man.

# Livingston

## The Name "Livingston" Means More Than Merely a Name

Right from the growing flax to the finished product---**Linseed Oil,** the name **"Livingston"** means **"Quality."** Quality in the raw seed, quality in every department, manned by experts who have the **"Livingston"** interest at heart, each and every process right to the finished article---Quality all the way through. And when

## Livingston Brand

goes on the head of a barrel it is the consumer's guarantee that the contents are as represented and absolutely guaranteed up to the

**LIVINGSTON STANDARD**

**The outward marks of this "QUALITY" oil are the "BLUE BARRELS."**




**The Dominion Linseed Oil Company Limited**

BADEN, TORONTO
MONTREAL

# THE BUYERS' GUIDE

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whitall Can Co., Ltd., Montreal Que.

**Cotter Pins**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brained Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Couplings, Pipe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Disinfectants**
J. E. Beauchamp & Co., Montreal, Que.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.
Wm. Newman & Sons, Birmingham, Eng.

**Door Track**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Dressings**
Army & Navy Mfg. Products Regd., The, Montreal.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Wilnams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dumb Waiters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Dusters**
Channell Chemical Co., Toronto.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Elevators, Hand**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.




*Mechanical genius* has produced in the "Nesco Perfect" a burner so simple that the wonder is no one ever thought of it before; so practical, so dependable and reliable, that the steadiness and continuity of its hot, blue and smokeless flame rivals that of the finest gas range.

## Nesco NESCO PERFECT Nesco

Because of this and other exclusive Nesco features, it is pronounced by all who see it "the one Oil Cook Stove worthy of its name."

**An Entirely New Application of a Principle**

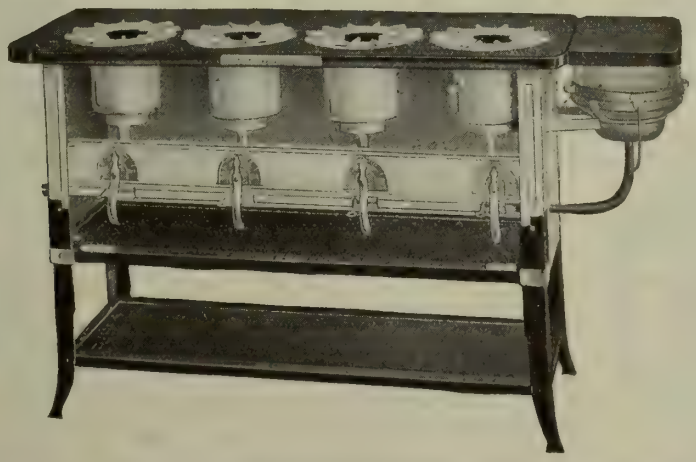
Instead of wrestling with stubborn, sticking, rusting gears to turn the wick up or down, instead of opening a valve—the **Nesco Perfect** way is simply to lower the burner bowl, with its non-burnable wick, down into the oil. The oil flows into the bowl, the wick absorbs it and conveys it to the flame, constantly, steadily,—always.

Rising between two perforated cylinders, the flame unites with oxygen from the air as it comes through the perforation, forming a gas producing a hot, blue flame. On its way up through the cylinder this flame is joined by another, created through the conversion of heated air to gas as it passes through a center hole. These uniting near the upper end of the burner, reach the cooking utensil, blue as the sky—and intensely hot.

***It will pay you to Investigate***

**Write To-day for Illustrated Descriptive Circular. Address Your Nearest Branch Office.**

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**Granite City, Ill.**
**New York City**
**Milwaukee, Wis.**

**Baltimore, Md.**
**Chicago, Ill.**
**New Orleans, La.**
**Philadelphia, Pa.**

## "Safe To Be Burned When Your Back Is Turned"

# THE BUYERS' GUIDE

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates. Basket Grates. Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.

**Fuses, Electric, Refillable**
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Iron Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**Galvanized, Flat and Black Sheets**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized Corrugated Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Galvanized, Corrugated Well Curbing, Culverts**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garden Seats**
J. E. Beauchamp & Co., Montreal.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
Canadian Fairbanks-Morse Co., Ltd., Montreal
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gates, Steel and Wire**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grinders, Roller, Grain**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Guards, Steel Window and Door**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

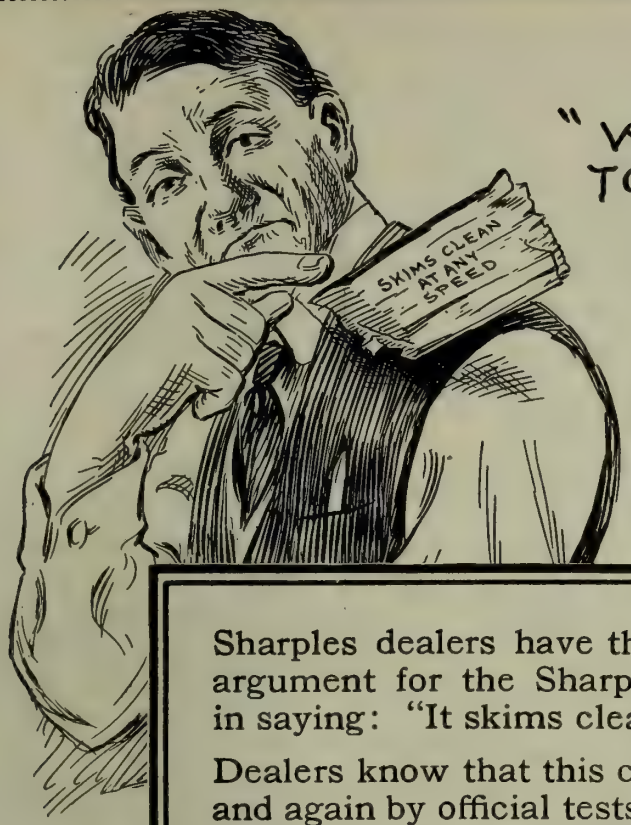
**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gun Parts**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.




"WE DARE 'EM TO KNOCK IT OFF!"

Sharples dealers have the strongest possible selling argument for the Sharples Suction-feed Separator in saying: "It skims clean at any speed."

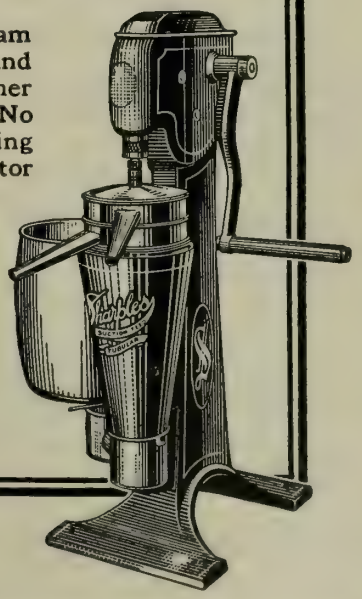
Dealers know that this claim has been proved time and again by official tests and by agricultural college officials. They can show prospective buyers the actual reports of these tests.

No other cream separator can skim clean at any speed. No other separator dealers dare to claim it. That is the reason for the *success of dealers who handle the*

# SHARPLES
## SUCTION-FEED CREAM SEPARATOR

***"skims clean at any speed."***

Sharples dealers have the *only* suction-feed cream separator, made by the pioneer North American and the world's largest Separator manufacturer. No other separator can adopt the suction-feed principle. No other separator, therefore, has the big Sharples selling feature, the most important that any cream separator can have—"skims clean at any speed."



We will be glad to give any dealer information concerning his territory and the Sharples contract.

**THE SHARPLES SEPARATOR CO.**

TORONTO, ONT. REGINA, SASK.

The Lounsbury Co., Newcastle, N.B. J. Clark & Son, Fredericton, N.B.
Distributors through all their branches.

***There are no substitutes for Dairy Foods***

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# THE BUYERS' GUIDE

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Carriage and Automobile**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

**Heavy Hardware Specialties**
Williams & Wilson, Ltd., Montreal, Que.

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont.

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Blankets and Horse Covers**
J. J. Turner & Sons, Ltd., Toronto.

**Horse Singers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks, Harness**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hooks, Whiffletree**
The International Malleable Iron Co., Ltd., Guelph, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont.

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg Co Ltd., Otterville, Ont

**Iron, Merchants Bar**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Iron, Horse Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British Ameries Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kiddie Kars**
Canadian K.K. Co., Ltd., Elora, Ont.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Whitbeck & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co. Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
MacDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

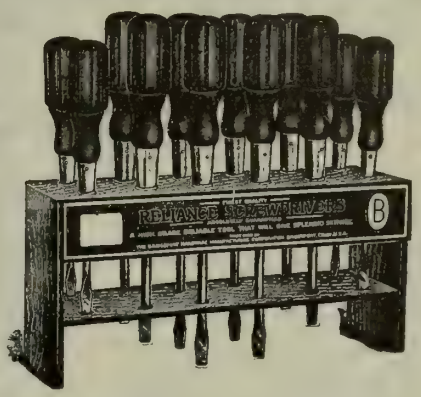
**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.

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OF
# WIRE
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## WIRE BALE TIES
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

## LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
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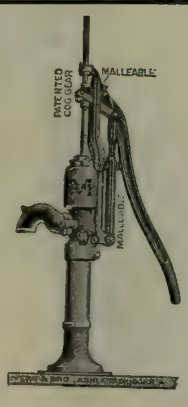
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## Bring in the Dollars




### While You Are Busy
For instance, take this handsome display of a dozen 4, 5 and 6-inch screw drivers. Reliance drivers have rubberoid handles, nickel-plated ferrule and a perfectly-tempered blade. This display sells an astonishing number of these popular drivers.

**Bridgeport Hardware Mfg. Corp.**
Bridgeport, Connecticut, U.S.A.
W. J. Latimer, 122 Hilton Ave., Toronto
*Canadian Sales Representative*






## MYERS
"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

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NOVA SCOTIA STEEL & COAL CO., Limited
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*Manufacturers of*
## FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



# WHY
## Do You Import Bar Iron?
Our goods have a reputation in the Canadian market, thoroughly established for the last eighteen years.
And compare in quality with most imported brands, yet are considerably lower in price and close to hand.

**You can get quicker delivery from us.**

Copy of tests made by Strength of Materials Laboratory (University of Toronto), March 27th, 1918, prove our claims as to quality.

| | 9-16 Sq. | ⅞ Rd. | 1 Sq. | 1⅜x½ |
|---|---|---|---|---|
| Elastic Limit, per sq. in. | 39.000 | 33.300 | 33.000 | 35.300 |
| Ultimate Strength | 54.600 | 54.300 | 52.000 | 50.000 |
| Elongation in 8 in. | 25% | 27% | 29% | 26% |
| Reduction | 47% | 49% | 50% | 50% |

All wholesale hardware men can supply **London Bar Iron**
Manufactured in Canada by
## London Rolling Mills Co.
LIMITED
LONDON, CANADA
*Order NOW or Drop us a line for full particulars and prices*
Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

# THE BUYERS' GUIDE

**North American Hardware Co., Ltd., Montreal, Q.**
Northern Electric Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
**North American Hardware Co., Ltd., Montreal.**

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
**E. T. Wright Co., Hamilton, Ont.**

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
**Gendron Mfg. Co., Ltd., Toronto.**
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Lathes**
Williams & Wilson, Ltd., Montreal, Que.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
**J. H. Williams & Co., Brooklyn, N.Y.**

**Lawn Swings**
J. E. Beauchamp & Co., Montreal.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**

**Lawn Trimmers**
**Imperial Bit & Snap Co., Racine, Wis.**

**Lead, Black**
John Oakey & Sons, London, Eng

**Lead, Calking and Pig**
**The Great Western Smelting & Refining Co., Vancouver, B.C.**

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg. Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.
**The Engineers' Supply Co., Winnipeg, Man.**

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
**The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.**

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
**J. Sand & Sons, Detroit, Mich.**
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
**Western Wire & Nail Co., London.**

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
**Stewart & Wood, Toronto.**

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
**The Hamilton Stove & Heater Co., Hamilton, Ont**
National Hardware Co., Ltd., Orillia, Ont.
**White & Caldwell, Glasgow, Scotland.**

**Lock Washers**
**Smith & Hemenway Co., Inc., Irvington, N.J.**

**Lockers**
**Canada Wire and Iron Goods Co., Hamilton, Ont.**
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs, Malleable Iron Bands**
**The International Malleable Iron Co., Ltd., Guelph, Ont.**

**Lubricants**
**Canadian Asbestos Co., Montreal, Que.**

**Lubricators (Sight-feed and Plain Engine)**
**The Penberthy Injector Co., Ltd., Windsor, Ont.**

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
**Thos. Pink & Co., Pembroke, Ont.**
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**Machinists**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Machinery Supplies**
Williams & Wilson, Ltd., Montreal, Que.

**Machinists' Tools**
**Can. Foundries & Forgings, Ltd., Brockville, Ont.**
J. H. Williams & Co., Brooklyn, N.Y.
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
**Whitman & Barnes Mfg. Co., St. Catharines, Ont.**

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
**David Phillip, Winnipeg, Man.**

**Mantles**
**The Barton Netting Co., Ltd., Windsor, Ont.**

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
**The Gurney Foundry Co., Ltd., Toronto.**
McKinnon Industries, Ltd., St. Catharines, Ont

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

**Marine Supplies**
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
**E. B. Eddy Co., Hull, Que.**

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Mats, Flexible**
**The Port Hope Mat & Mfg. Co., Port Hope, Ont.**

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville
**Whitman & Barnes Mfg. Co., St. Catharines, Ont**

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starret Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire and Cut**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
Steel Co. of Canada, Ltd., Hamilton.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Hot Pressed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
S. F. Bowser Co., Ltd., Toronto, Can.

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

## Alex. McArthur & Co., Ltd.

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**BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY**

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**COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE**

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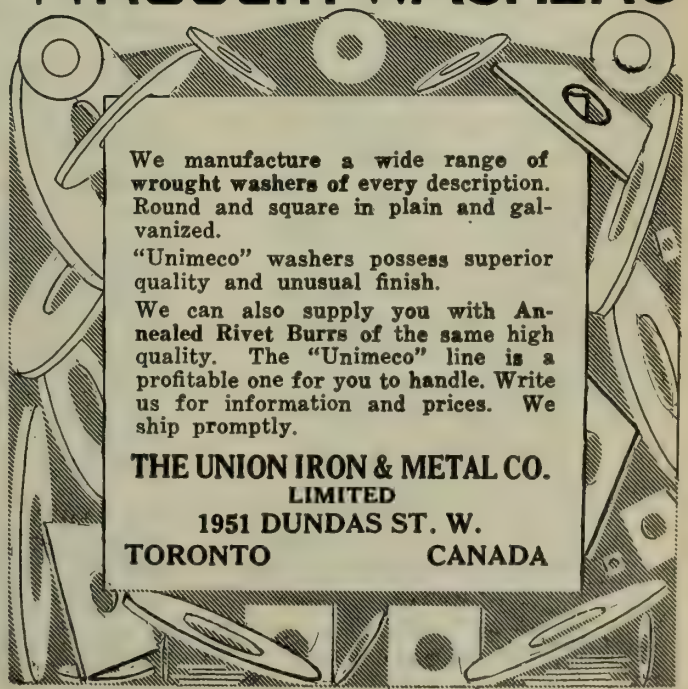
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We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

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**THE UNION IRON & METAL CO.**
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**1951 DUNDAS ST. W.**
**TORONTO CANADA**

# THE BUYERS' GUIDE

**Orange Derinders**
J. E. Beauchamp & Co., Montreal.

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

**Paint Brushes**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
S. F. Bowser Co., Ltd., Toronto, Can.

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd., Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co., Montreal, Que.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto.

**Pick Handles**
J. H. Grill Mfg. Co., St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rod Packing**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Pipe, Wrought, Black and Galvanized**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Pliers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Floor**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jos. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.

**Taylor-Forbes Co., Ltd., Guelph, Ont.**

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Co., Ltd., Toronto, Can.
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pump Jacks**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Pumps, Self-measuring**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railway Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# THE BUYERS' GUIDE

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Goren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Piston and Pump**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed.

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Butchers'**
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saw Frames, Wood and Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

**Saw Mandrels**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skreme Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skreme Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Screws of all Kinds**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

**Sheets, Black Steel**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C.

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shot**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.

**Shovels, Snow**
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Snips (Tinner)**
Wiebusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Smoke Houses, Galvanized Iron, Portable**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1534 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spikes, Eavetrough**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

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A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Staples, Bed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Merchant Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Bars for Reinforcement**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton.

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Ingots, Open Hearth**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sulphate of Ammonia**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tacks, Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tank Heaters**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal

**Tires and Tubes, Automobile and Motor Tr**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Dor Linde Rubber Co., Toronto.

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valve, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes, Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

**Vehicles, Children**
The Canadian K. K. Co., Ltd., Elora, Ont.

**Veneer Seats**
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H. Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
Beauchamp & Co., J. E., Montreal, Que.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
R. H. Ingersoll & Bro., Montreal, Que.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

**White Lead**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
Hobbs Mfg. Co., Montreal, Que.

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wipers**
Scythes & Co., Toronto, Ont.

**Windlasses**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
C. H. Johnson & Sons, Montreal, Que.

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
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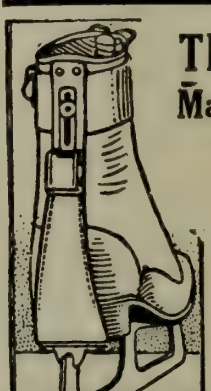
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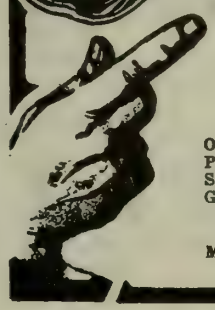
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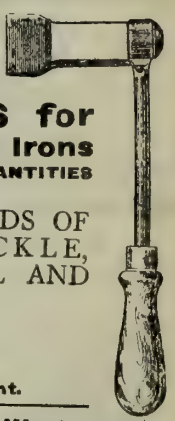


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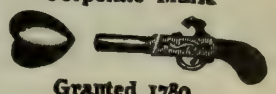
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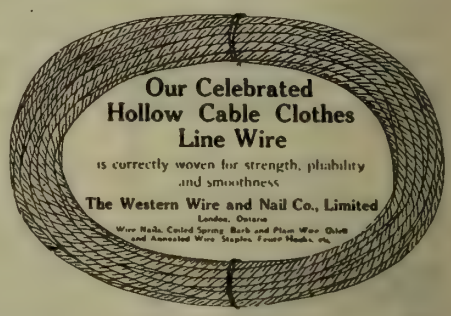
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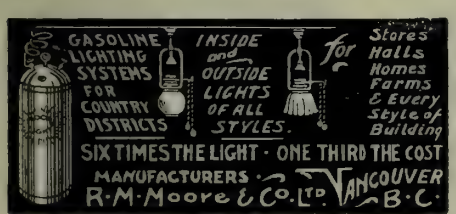
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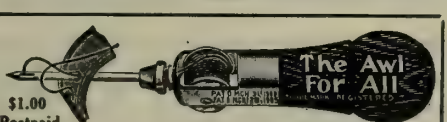


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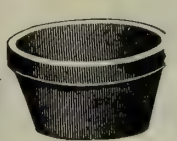
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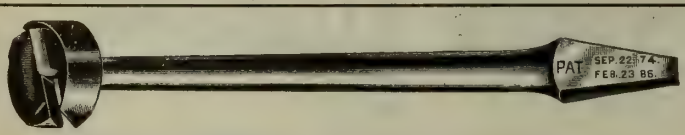
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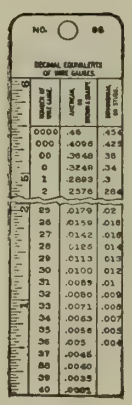
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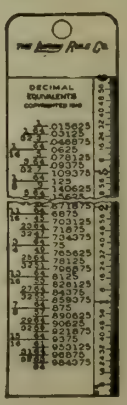
# LUFKIN MECHANICS' SCALES

# ACCURATE

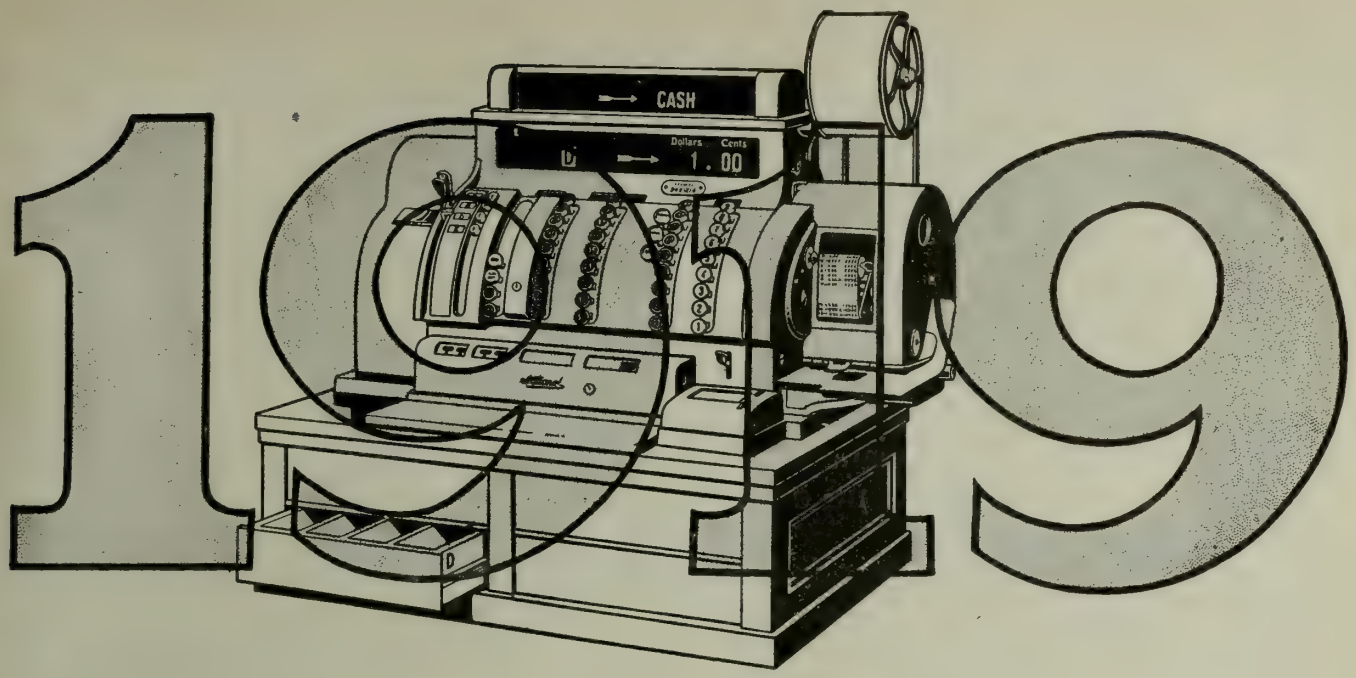
## FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

**STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS**



**THE LUFKIN RULE CO. OF CANADA, LTD.**
**WINDSOR, ONT.**




# Our business doubled this year

WE did twice as much business this year as we did during any other year in our history.

This shows that merchants realize more than ever before that they should get their store records quickly and economically by machinery instead of by the slow, expensive hand method.

It shows in the best way possible that up-to-date National Cash Registers are helping merchants solve their problems most satisfactorily to themselves, their clerks, and their customers.

It is the very best evidence that our efforts to build a labor and time-saving machine are appreciated by merchants everywhere. It shows that up-to-date National Cash Registers are meeting the needs of retail stores in every country in the world.

## Up-to-date National Cash Registers are a business necessity

### The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

| | |
|---|---|
| Calgary | 714 Second Street, W. |
| Edmonton | 5 McLeod Bldg. |
| Halifax | 63 Granville Street |
| Hamilton | 14 Main Street E. |
| London | 350 Dundas Street |
| Montreal | 122 St. Catherine Street, W. |
| Ottawa | 306 Bank Street |
| Quebec | 133 St. Paul Street |
| Regina | 1820 Cornwall Street |
| Saskatoon | 265 Third Avenue, S. |
| St. John | 50 St. Germain Street |
| Toronto | 40 Adelaide Street, W. |
| Vancouver | 524 Pender Street, W. |
| Winnipeg | 213 McDermot Avenue |

FACTORY: TORONTO, ONTARIO

# McKINNON RADIATORS

## *Really Cellular*

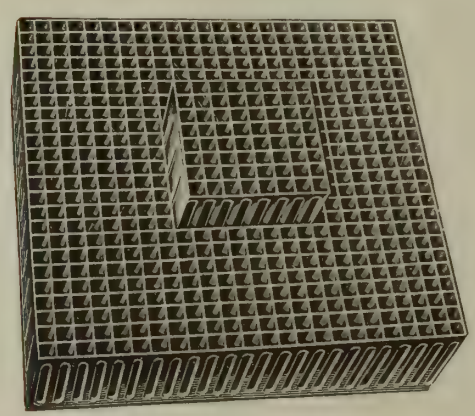
It is easy to break an ordinary radiator beyond repair, a condition that entails wholesale waste, because scrapping an ordinary radiator entails scraping the expensive tanks and other accessory parts.

The McKinnon Radiator solves this big waste problem—Its core is made up of individual cells, which can be fitted into any radiator frame work—

This is very valuable information for the auto owners and garage men—We supply new cores that will fit ANY RADIATOR SHELL.

Corrosion is also one of the evil influences of water on the radiator—We overcome this by carefully tinning the inside and outside of McKinnon Radiators. The sides are straight downward, and corrugated so that the water is constantly in agitated action carying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water pockets are also constructed to permit of an outward strain many times before a burst will take place—



Vibration has no terrors for the McKinnon Radiator—because it is a solid unit not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry.

***We Invite Correspondence***

## McKINNON INDUSTRIES LIMITED

**ST. CATHARINES** **ONTARIO, CANADA**

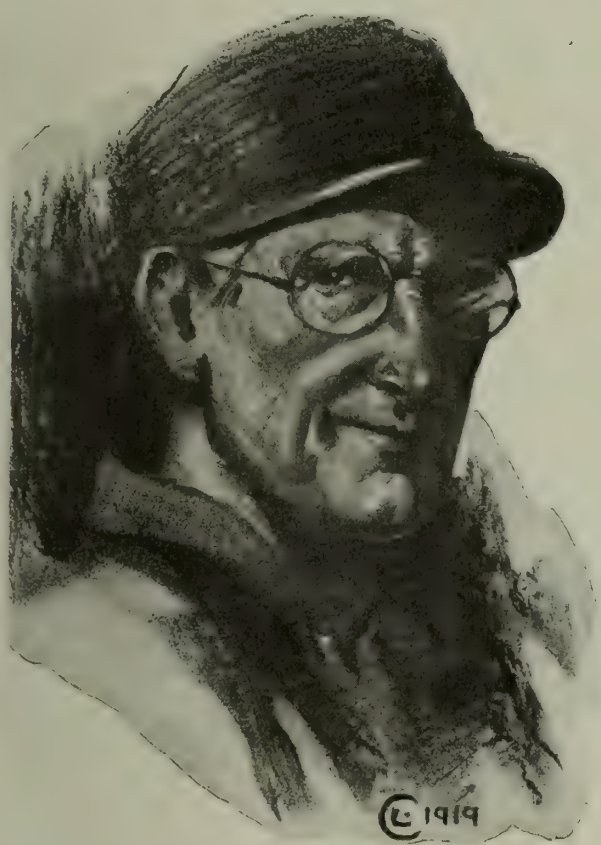
# HARDWARE AND METAL

Vol. XXXI
No. 50

PUBLISHED EVERY SATURDAY SINCE 1888

DECEMBER 13
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA







*For 39 years*
this mark has
meant quality
in machinists
tools

Starrett Tools

42-5

# O-Cedar Polish

## "In Season" EVERY SEASON

The modern housewife needs O-Cedar Products every day. Their sale is therefore a steady one—and dealers appreciate this all-year-'round O-Cedar demand.

True, O-Cedar Polish and the O-Cedar Polish Mop are especially in demand at House-Cleaning Time, in Spring and Fall—but not a week goes by in the average modern home, without some use being found for these practical household helps.

Nearly every home has now replaced the heavy carpets of older days with smaller rugs—leaving a border of painted or varnished floor—and floors need dusting and polishing more often than furniture.

Many a housewife looking for an easier, better way of dusting than the old back-breaking methods of reaching and stooping, knows of O-Cedar through our Advertising—but does not know that you sell it. **You should let her know it.**

Give O-Cedar Products a prominent place in your store; display them attractively in your windows; suggest their use to your customers—and you will sell them in such quantities as to make the O-Cedar line one of the most profitable that you stock.

## CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

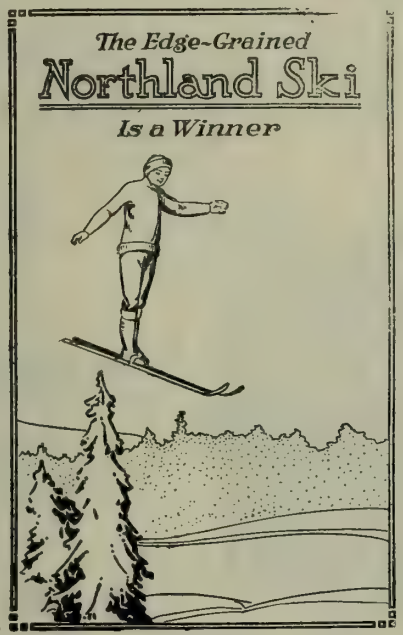



HARDWARE AND METAL, December 13, 1919. Volume XXXI., No. 50. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

# WINTER SPORTS

## *Call for Toboggans*

*Skis*
*Moccasins*
*Hockey-Sticks*




*Snow-Shoes*
*Skates*
*Ankle-Supports*

With winter ahead and promise of a great revival of winter sports, there is sure to be a big demand for the lines mentioned above. We have a most complete showing of these goods, including: **Toboggans,** in 4, 6 and 8 ft.—"Laurier" (plain); "Red Deer" (3 wooden runners); "Dreadnought" (3 iron runners).

**Northland Skis**—5 to 7½ ft. lengths, in pine, ash, maple and hickory, finished in natural, mahogany and black.

We carry the "Dunn" and "Starr" skates in tube, hockey and spring styles. (Sort your stock early in skates).

Our stock of **Snow Shoes** is complete. Values the best.

**Sort now for Xmas selling.**

## Rice Lewis & Son, Limited

VICTORIA STREET, TORONTO

ASK THE "RICE LEWIS" MAN




TEA KETTLE
No.265

# The Kettle with the Cool Handle

# UNIVERSAL ALUMINUM WARE

FOR over fifty years "Universal" devices have led a consistent crusade against the crudities that encumber the home kitchen and turn it into a warehouse. Countless thousands of housekeepers have bought "Universal" kitchen utensils—to their satisfaction. They are the women to whom you can now sell the new Universal Aluminum Ware—the better kind for **cleaner cooking** and **easier cleaning.** "Universal" is built stronger to last longer than the usual run of aluminum ware. Proof is yours for the asking. Ask to-day.

***Canadian Representative:*** **A. Macfarlane & Co., Ltd., Montreal, Quebec**

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN.

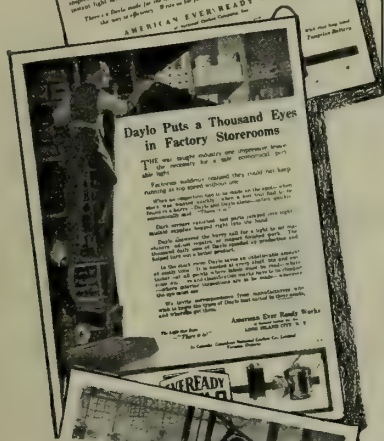
**Back of the UNIVERSAL Trade Mark is a manufacturing experience of over half a century**
















# More DAYLO Customers *for* January

*A NEW and unusually large supply of Daylo purchasers for January is in preparation. They will be ready for delivery to your door January first, guaranteed ready to push their dollars over your counter.*

*We are gathering these buyers from one of the most promising fields that exists among Daylo users—the factories and other industrial plants.*

Daylo magazine advertising for January and February will create a big market for Daylo and Tungsten Batteries among the industries of the entire country.

The magazines have been chosen to reach both employer and employee, and the ads themselves, some of which are reproduced above, will drive home to every plant official and worker the vital necessity of Daylo to increase production, to shorten break downs, to eliminate delays and to increase the profits and pay envelopes.

Right around you there are factories and workers who will be ready to buy Daylo goods in quantities or singly. They can be brought to *your store* if you will join with us on this campaign by making a suitable display with materials which we supply free of charge.

All you have to do is to join the Ever Ready Team workers. Use the coupon below to find out the details. Act now so as to get in on the January drive.

Canada. A-1121

---

CANADIAN NATIONAL CARBON COMPANY, Limited
Toronto, Canada

Please send me, without obligation on my part, full information about the Ever Ready Team Work Plan by which I can participate in the sales resulting from your Daylo market development campaigns.

*Name*..... *Address*.....

*City*..... *State*.....

(Please tell us if you already handle the Daylo line).....

PYREX has the fascination of a serial love story—One number sells another.

PYREX is irresistible to the woman whom you want for a steady customer.

# PYREX

TRANSPARENT OVEN DISHES

***Utilize All the Oven Heat***

**PYREX is nationally advertised.**

**PYREX is guaranteed.**

**The leading manufacturers of metal mountings have adopted PYREX for their standard insets.**

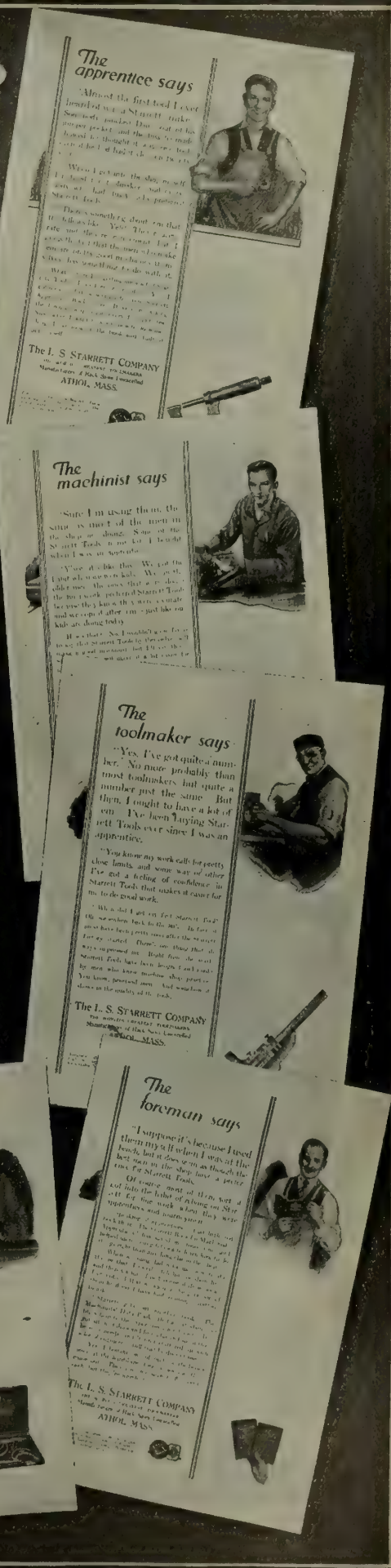
**Jobbers handling housewares have complete stocks of PYREX.**

**A Booklet, "How to Sell More", will be posted to buyers and salespeople, free on request.**

*Pyrex Sales Division*
CORNING GLASS WORKS
*World's Largest Makers of Technical Glass*
559 Tioga Avenue, Corning, N.Y.



# How many of these men do you sell?




## Starrett Tools

have been accepted as standard for over 39 years. From the Apprentice to the Owner, the name of STARRETT on a tool establishes its quality, accuracy and utility.

***Write for Catalog No. 21 "MA."***

## The L. S. STARRETT CO.

***The World's Greatest Toolmakers.***
***Manufacturers of Hack Saws Unexcelled.***

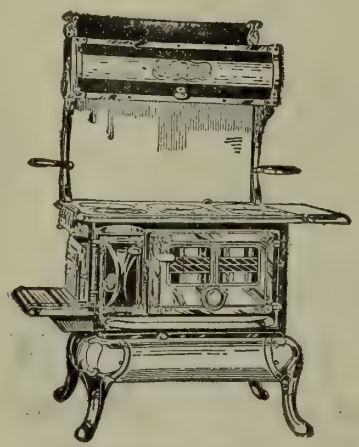
**Athol, Mass.**

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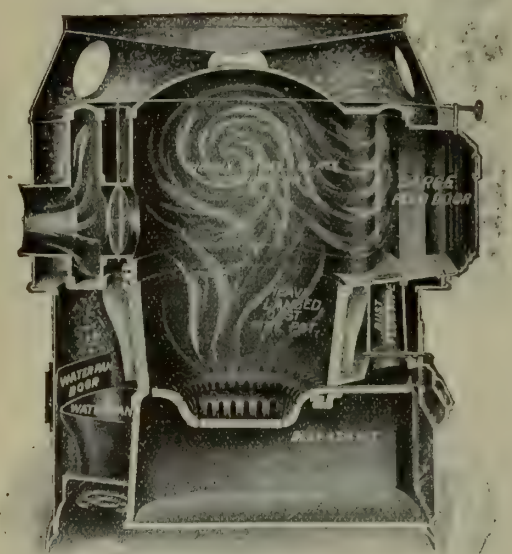
STARRETT TOOLS

# Souvenir Ranges and New Idea Furnaces

## bring Success and Satisfaction



SOUVENIR RANGE
Without Reservoir



## Why They Sell Well

The furnace that heats the house economically and the kitchen range that gives satisfaction to the housekeeper, are easy to sell. Briefly, these are the reasons why **"Souvenir" Stoves and New Idea Furnaces** have stood the test of seventy-five years and kept the favor of dealer and consumer.

Keeping step with modern invention, they have reached the top-notch of efficiency and the dealer who introduces them into his locality finds a steady and increasing custom.

## What They Are Like

Every Souvenir Range will sell on its appearance alone. Well made, with nickel trimmings, glass oven door, thermometer and other modern appliances, it combines perfect cooking and baking with economy in fuel consumption.

The New Idea Furnace is guaranteed. Through a patented duplex grate every scrap of fuel is consumed. An extra large ash-pit prevents ashes banking.

Furnaces and ranges in a wide range of sizes and styles.

## Satisfaction Guaranteed

The manufacturers of Souvenir Ranges and New Idea Furnaces aim to co-operate with the dealer in giving satisfaction to customers.

**Send for prices and catalogue, or better still, ask for one of our travelers to call on you.**

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

"Where there's a WILT — there's the Way"



# A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

**Wilt Twist Drill Co., of Canada, Limited**
WALKERVILLE, Ont.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London E.C; 2. England

# WILT
## HIGH SPEED AND CARBON TWIST DRILLS

# What Your Fellow Merchant Thinks of Neōlin Soles

A. H. STEVENS,
**The Modern Shoe Repairing Plant.**
Electrical Heated and Operated Machinery.
**First-Class Work Promptly Done.**

St. Stephen, N.B., Feb. 28th, 1919.

Messrs. Goodyear Tire & Rubber Co.,
of Canada, Limited,
Toronto, Ont.

Dear Sirs:—

Having sold my interest in the repair firm of which I was a partner I have opened an up-to-date Shoe Repair Plant, on my own account, and would like to be placed on your mailing list. I want to receive the advertising matter you are sending the repair trade. I have been following your advertisements on Neolin Soles, which have appeared in the daily papers and magazines, and I find that the public demand for Neolin is speedily increasing as a result of same.

From a repairman's point of view, I am much interested in your advertising, as you are advertising to help sell more shoe repair jobs.

When I opened my new shop, I immediately put in stock of Neolin Soles and Wingfoot Heels. My past experience with Neolin has been so satisfactory that I would not consider carrying on the repair business without same, no more than I would without modern shoe machinery.

Wingfoot Heels are also very necessary to have if customers who appreciate real value are to be successfully catered to.

I am now using your fifteen iron sole and intend to give my customers the choice of either style 146 or style 196.

Will be glad to receive Repair Tags at your earliest convenience.

Yours very truly,
(Signed) A. H. STEVENS.

# Neōlin Offers the Greatest Value In Shoe Soles

Pick out fifty aggressive shoe retailers—men whose business has increased steadily in the last three years. Ask them exactly what they think of Neōlin Soles, as against all other soles. They will convince you of the great service rendered by Neōlin Soles to all concerned in the manufacture, sale and purchase of shoes.

**The Goodyear Tire & Rubber Co. of Canada, Ltd.**
TORONTO, ONTARIO

# Neōlin Soles

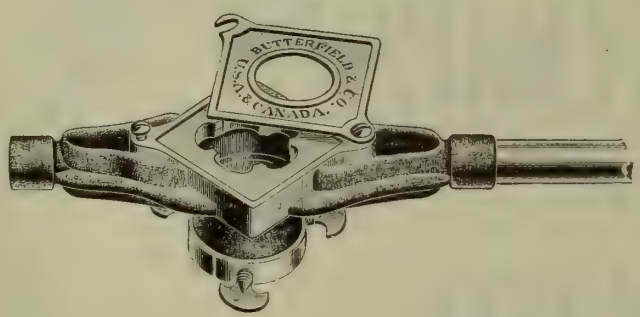

By Product Coke
Hamilton Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Open Hearth Steel Sheets
Quality
Drop Forgings
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL
Railway Fastenings
Service
Wrought Pipe
Pole Line Hardware
Screws & Nails
Bolts Nuts & Washers
Wire & Wire Products

# STOCKS AND DIES
## FOR EVERY PURPOSE



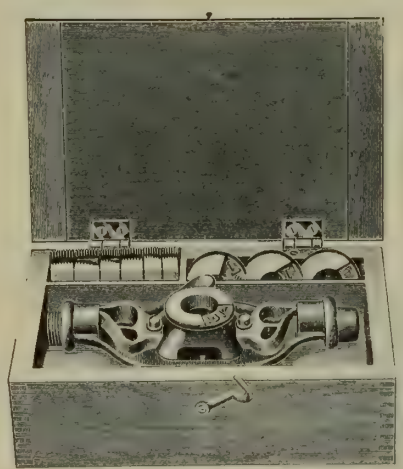




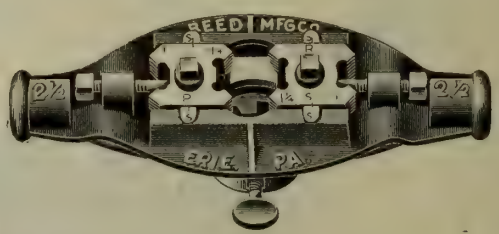








## ADJUSTABLE PIPE DIES
## IN SETS




ASK FOR CATALOGUE—FULL LINE

# Caverhill, Learmont & Co.
MONTREAL




*You've got to hand it to*

# The "HAN-D" Hammer

*for a Winner on Steady Sales and Good Profit*

***One of the Edelmann Products***

Beautifully nickel-plated and polished all over, this clever tool combines a hammer and three excellent screw drivers nested inside the handle as shown. These screw driver blades are of high grade tool steel hardened, ground and perfectly tempered, guaranteed useful, practical tools. The Han-D Hammer measures 7½ inches long and weighs 10 ounces.

You have but to display the Han-D Hammer and it sells. Its clever design and obvious usefulness are irresistible to the owners of autos, motorcycles, bicycles, sewing machines and all kinds of mechanical articles. We furnish a handsome Display Card free to merchants with every unit package of 10 Han-D Hammers.

**Retails in Canada**

**$2.00**

***Place Your Order Now---We Can Make Immediate Shipments***

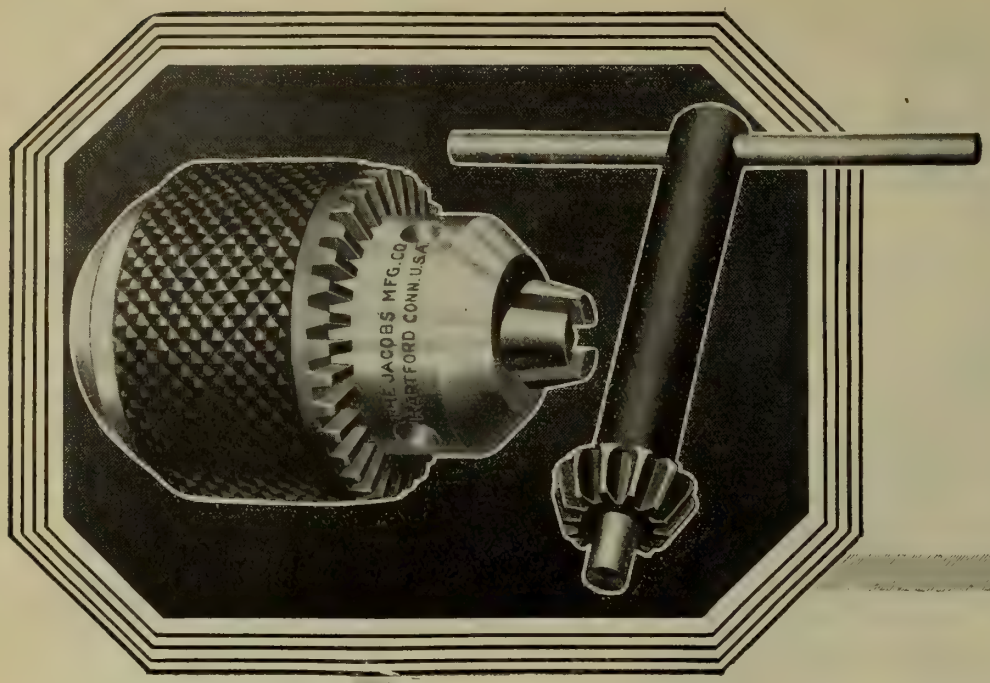
## E. Edelmann & Co.

**Chicago, U. S. A.**

**Manufacturers of**

**Breaknot Hydrometer**
**Jumbo Grease Guns**
**Gem Grease Guns**
**4-in-1 Screw Drivers**
**3-in-1 Screw Drivers**
**Sexto Wrench Set**
**Han-d Rench Set**
**Perfect Coupling Assortment**
**No. 312 Cut Outs**
**Leaknot Air Chucks,**
**etc., etc.**

**Ask Your Jobber**




## How To Sell Chucks ---And More Chucks

Sell your customers the chuck which has made good with the greatest number of users — the Jacobs Chuck.

Jacobs Chucks have become the accepted standard. They are the choice of the man who handles tools—the preference of the man who buys equipment. They ease, speed, and safeguard the driller's work—they reduce the broken drill account of the purchaser.

Why not sell these chucks for which there is the broadest demand based upon performance?

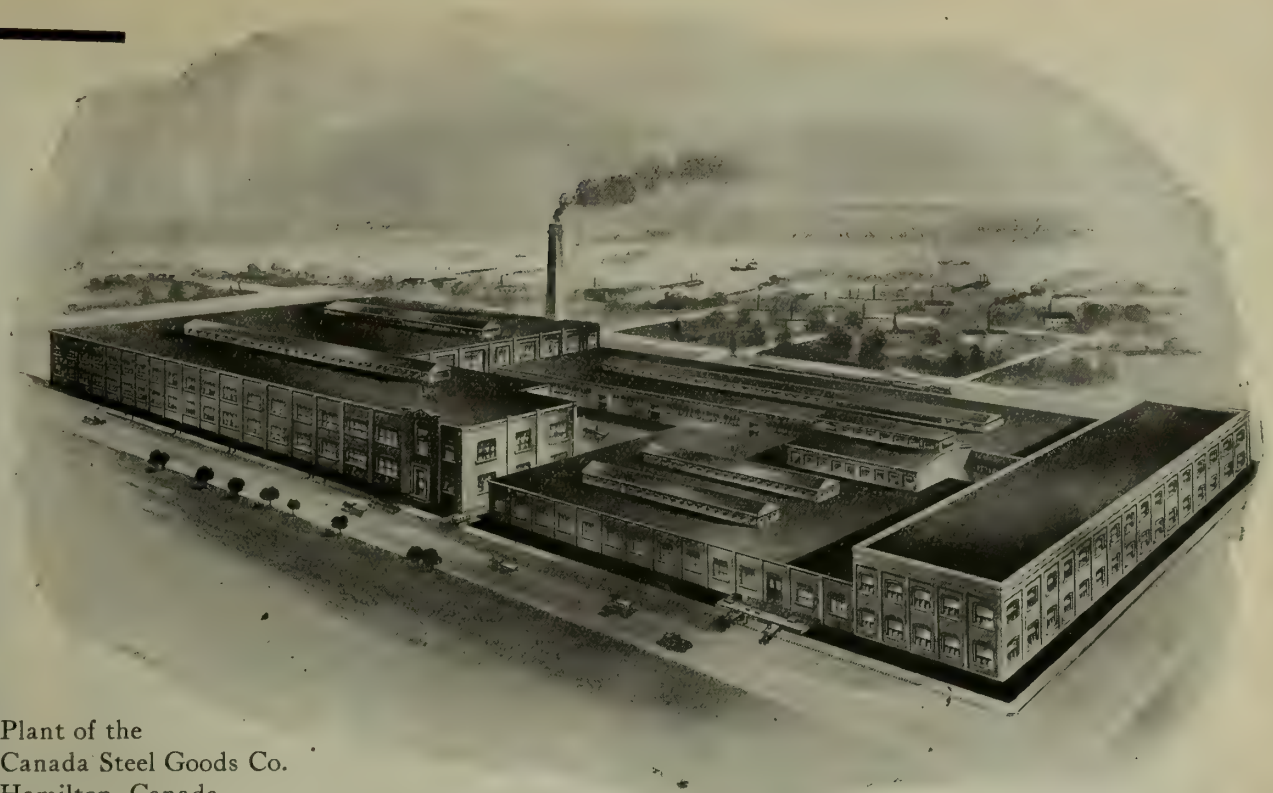
The Jacobs Chuck is but another of those small articles which have proved most profitable to Canadian hardware dealers.

**THE JACOBS MFG. CO.**

**Dept. H.M.**

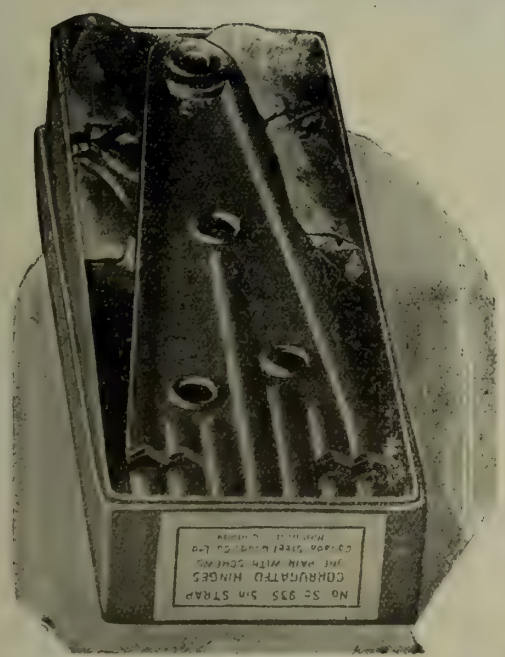
**HARTFORD — CONN.**

Jacobs Chucks



Plant of the
Canada Steel Goods Co.
Hamilton, Canada
Largest Factory in Canada Making Builders' Hardware Exclusively

# For the Good of Your Business —
# Canada Steel Goods



Cut of No. Sc. 935

## *Helpful Service*

**Good Packing and Shipping**

This dependable, saleable line helps the dealer. Goods packed as shown save the time for an extra sale. Customers go where their time is saved. Don't expect them to wait while you hunt and unwrap a dozen packages.

C. S. G. Co. Service to the dealer on this line of successful selling, profitable goods is worth while.

*It Pays You to Handle the C.S.G. Co. Line*
*Ask Us About It*

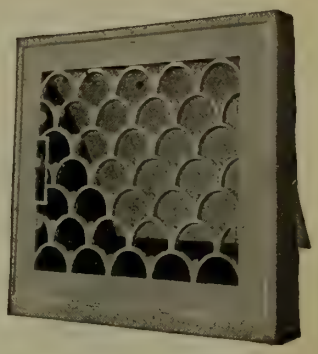
## Canada Steel Goods Co., Limited
## Hamilton, Canada

# TUTTLE & BAILEY : REGISTERS, ETC.



Style No. 800
Baseboard Register

*This Page Illustrates*
OUR NEW STYLES
OF
# Registers
WHICH ARE STANDARD

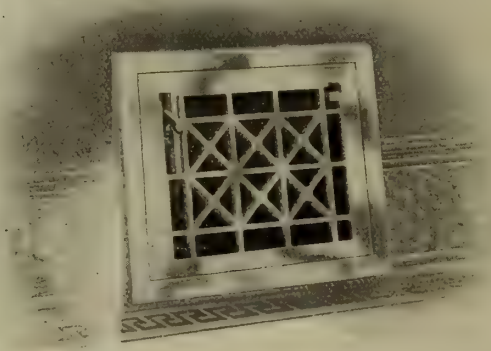


Style No. 100
Baseboard Register

*We devote our entire efforts to perfecting these complete lines.*

## TUTTLE & BAILEY

The oldest and largest exclusive manufacturers of Registers, Ventilators, Grilles, Intakes, etc., in Canada.



Quickset Register

## CAST IRON, SEMI-STEEL and ALL STEEL

**REGISTERS**
**FACES**
**GRILLES**
**VENTILATORS**
**INTAKES**

In all Sizes, Designs and Finishes.

*If you are not handling our goods, decide to do so at once.*

*Write for Catalogue and Prices*

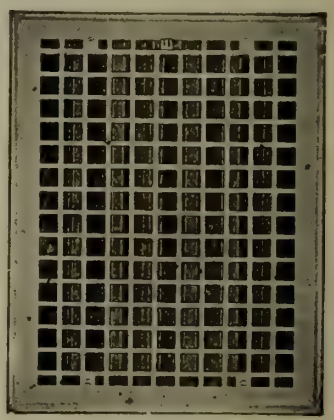


Style No. 99
One piece all steel
Baseboard Register

## Tuttle & Bailey Mfg. Co. of Canada

Bridgeburg Ont.

259 Stanley St. Winnipeg, Man.



All Steel Floor Register

TUTTLE & BAILEY : REGISTERS, ETC.



# "That's the Tool I Want"

Over and over again you will find a customer asking for a Millers Falls tool because he has seen it advertised. And the wise dealer is ready to supply this demand because he knows that the more strong selling lines he can feature, the greater his own success is bound to be.




Our fifty years leadership in tool making and our big national advertising have made the Millers Falls line the big seller in tools. And Millers Falls tools give a satisfaction that strengthens your good-will with your trade.

Millers Falls selling features and our handbook on "How to Sell Tools" are valuable helps in boosting tool sales.

If they are not working for you now, write us.

**MILLERS FALLS CO.**

*"Toolmaker to the Master Mechanic"*

**100 River Street, Millers Falls, Mass.**

**MILLERS FALLS TOOLS**




# 'HEIRLOOM' PLATE

*Embodied in 'HEIRLOOM' PLATE are all the finer characteristics and refinements associated with that beautiful Old English plate which has always been considered the highest attainment of the Silversmiths' art.*



Many of our master craftsmen received their early training in the factories of Sheffield and Birmingham. The result of their experience and ability is aptly represented in the chaste and artistic designs of 'HEIRLOOM' PLATE productions. In addition to beauty of design, 'HEIRLOOM' PLATE has an extra heavy plating of silver, which means exceptional wearing qualities.

It will give you satisfaction to sell and recommend 'HEIRLOOM' PLATE.

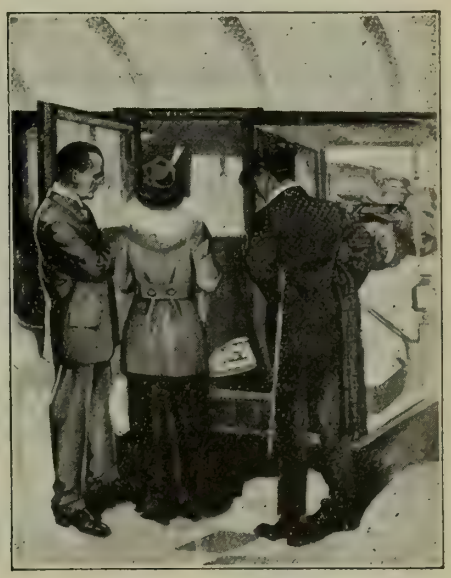
**CANADIAN WM. A. ROGERS LIMITED**

**570 King Street West, Toronto**

# Clark Indestructible Steel Heaters

## *Make Hard Winters Mild*





### The Trade Builder--No.8A

No. 8-A is a popular style for Limousines, Touring Cars, Sedans, etc. This splendid heater is a 20-inch oval type with extra heavy indestructible steel body. No. 8-A is perfectly insulated with asbestos; covered in finest plush carpet in four distinctive shades of gray, blue, green and maroon.

One of the strong selling points of the No. 8-A is the double fuel drawers—one in each end. This makes it possible to use one or both drawers to suit conditions of comparatively mild, or extremely severe, weather. The carbon brick gives heat all day.

The efficiency, beauty and comfort of the No. 8-A, like all Clark Heaters—make it easily and quickly sold at good profits.




Clark Carbon Brick
*The All-Day Heating Fuel*

## Every Car at Your Door a Prospect

Automobiles are increasing in number every year, every month, every day! Every motor car that stops at your door is a prospect for Clark Heater sales.
It's a good field, a good article, good sales and good profit.
Leading Jobbers carry Clark Heaters and Clark Carbon. Order from your Jobber now.

## Chicago Flexible Shaft Company

**Roosevelt Road and Central Avenue** **Chicago, Ill.**

# B·S·A

## RIFLES AND SHOTGUNS



**The New B.S.A. Hammerless 12 Bore Shot Gun**

Ready for delivery April 30th, 1920

## SPECIFICATIONS

| | |
|---|---|
| **BARRELS** | 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with barrels. Right modified. Left full choke. |
| **ACTION** | B. S. A. special pattern (Anson & Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock. The B. S. A. shotgun action is the strongest in the world. |
| **FORE-END** | Snap-on type. Nicely checkered. |
| **STOCK** | Straight hand or half pistol grip. Nicely checkered. Bend at heel 2 inches, at comb 1½ inches, length 14¼ inches. |
| **WEIGHT** | About 7¼ pounds. |
| **CHAMBERED** | For 2¾ inch shells. |
| **BALANCE AND TRIGGER PULL** | Specially attended to, to give this B. S. A. gun the superb handling qualities of the best hand-made gun. |
| **INTERCHANGEABILITY** | All parts will be strictly interchangeable. |
| **PROOF AND TESTS** | Every gun is nitro proved at the official proof house and is carefully tested. |

**Military Rifles, Target Match Rifles, B.S.A. Patent Rifle Sights.**
**High Velocity Sporting Rifles, B.S.A. Miniature Bolt Rifles,**
**Martini Miniature Rifles, B.S.A. Air Rifles.**

ORDER THROUGH YOUR WHOLESALER

CANADIAN AGENTS:

# FRASER COMPANY

**10 Hospital Street, - MONTREAL, CANADA**

**Stocks in Montreal—Write for Illustrated Catalogue and Rifle Booklet.**

# Established 1865




This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

## Gilbert & Barker

**Pumps for Gasoline and Motor Oils**

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

***Get your share of this profitable business. Send for Bulletin 52.***

## Imperial Oil Limited

**Canadian Distributors:**
**Branches All Cities.**

**Gilbert & Barker Mfg. Company**
23 Union Street, Springfield, Mass., U.S.A.

# *As a business proposition*

**—would you rather sell**



**or**

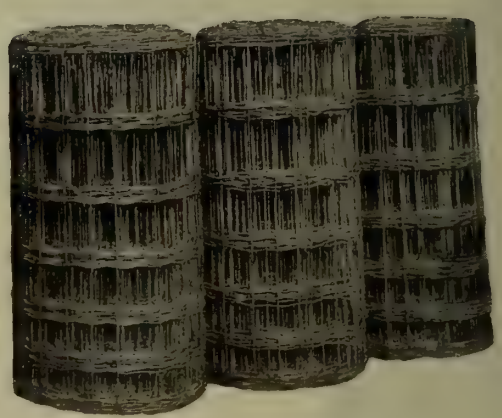


Frost Fence has enabled many a dealer to do this. You can do it, too.

Put your fence business on a firmer foundation.

Your hardware business must grow, and if it is to grow every article must be a sales-builder.

Take fence. Fence, at first glance, and unless two rolls are compared side by side, looks more or less the same. The fence that is one or two cents per rod lower in price wins out among those who have not learned through experience. But those who have learned through experience decide differently.



FROST FENCE is made up to a quality regardless of a trifling fluctuation in price. Dependable materials are put into it and dependability has made

## FROST FENCE FIRST

*Write*

## *Frost Steel and Wire Co. Ltd.*

## *Hamilton Canada*

# Butterfield

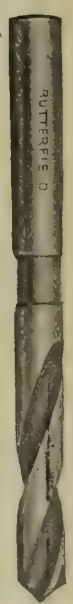
## High Speed and Carbon Twist Drills





## *Accuracy and Speed for Mechanics —Profit and Customer Satisfaction for Dealers*

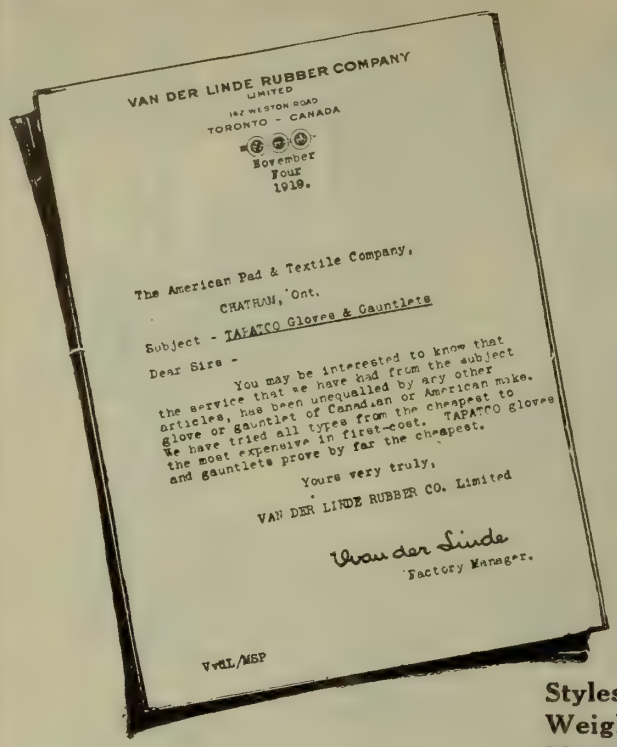
Butterfield tools are a direct factor in increasing production. Therefore they are liked and purchased by mechanics and plant executives. Modern industrial plants can only afford tools that combine reliability, accuracy and speed. That is why Butterfield Tools are the first choice of mechanical men everywhere.




***Write for Catalogue***

# Butterfield & Co., Inc.

**Rock Island - - Quebec**



VAN DER LINDE RUBBER COMPANY
LIMITED
182 WESTON ROAD
TORONTO - CANADA

November
Four
1919.

The American Pad & Textile Company,

CHATHAM, Ont.

Subject - TAPATCO Gloves & Gauntlets

Dear Sirs -

You may be interested to know that the service that we have had from the subject articles, has been unequalled by any other glove or gauntlet of Canadian or American make. We have tried all types from the cheapest to the most expensive in first-cost. TAPATCO gloves and gauntlets prove by far the cheapest.

Yours very truly,

VAN DER LINDE RUBBER CO. Limited

Van der Linde
Factory Manager.

VvdL/MSP

# When Users Give Such Praise Dealers Cannot Hesitate to Stock

Merchants find a ready sale for Tapatco line—netting them splendid profits. Are you doing the business you should do in work gloves? Many dealers report immediate increase in glove sales after introducing these goods to their customers.

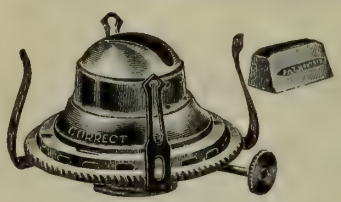
**TAPATCO**
REGISTERED TRADE MARK
BRAND

*"Months of Wear in Every Pair"*

**Styles**—Gauntlet, Knit Wrist and Band Top.
**Weight**—Heavy, Medium and Light.
**Material**—Leather Tip, Leather Faced, Jersey.

**Gloves and Mitts in Tan, Slate and Oxfords.**

## The American Pad & Textile Co., Chatham, Ont.




A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

**(Flame Spreader Type)**




No. 2 Cold Blast Correct Lamp Burner



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

## The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

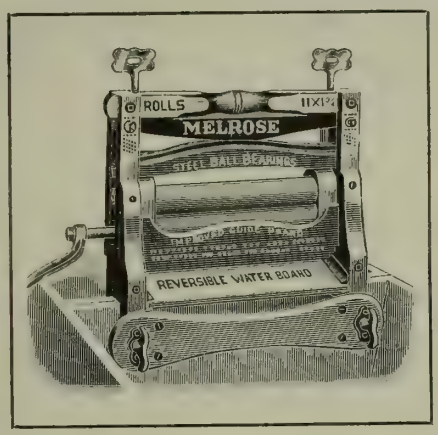
***Give us your Wholesaler's name and we will send you a sample***



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

# Wringers for Stationary Tubs

## Are Rapidly Increasing in Demand




Fitted with reversible drip board, the water may be shed either way, so that clothes are wrung into either tub without changing the position of the wringer.

The "MELROSE" carries the ARROW BRAND and is our best grade. It has 11-in. rolls guaranteed for 5 years in family use, covered cogs and ball bearings.

With reasonable care it will last much longer than the period of warranty.

## DOWSWELL, LEES & CO., LIMITED

**HAMILTON, CANADA**

**Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers**

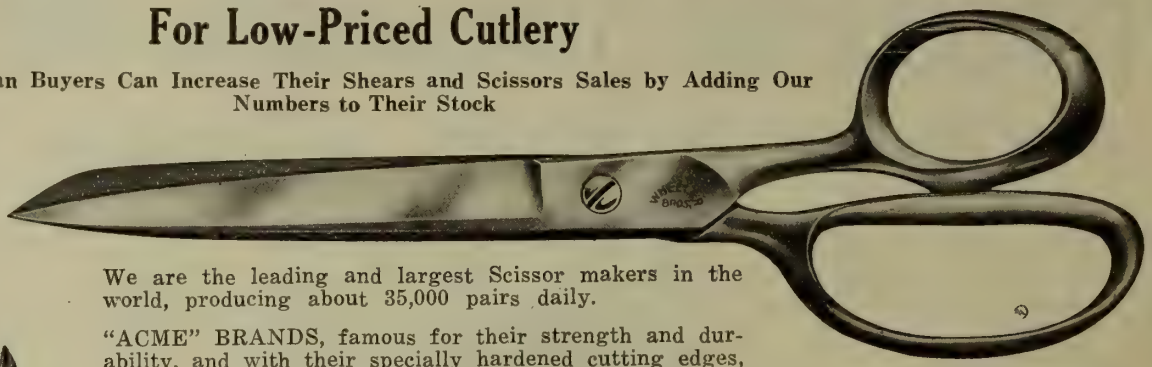
*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.

# "ACME" SHEARS AND SCISSORS ARE STANDARD

## For Low-Priced Cutlery

**Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock**



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.





Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

**Have you seen our new No. 5 Catalogue? Let us mail one to you.**

## THE ACME SHEAR COMPANY

**BRIDGEPORT, CONN., U.S.A.**

**Incorporated 1882**
**Cap. Stock, $500,000**

**Canadian Agent: Mr. A. J. McCrae**
**23 Scott St., Toronto**

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.**

**Vancouver Branch—109 Powell St.**




# More Men Want Razors They Can Strop

Your barber uses a regular razor that can be stropped whenever necessary—often when you're half-shaved. Have you noticed how many more men are calling for regular razors made to strop?

Set the GENCO Display Cabinet on your cutlery counter. Sell them razors built to strop—GENCO Razors. Show them the broad back on every GENCO, its hollow-ground blade, that important bevel backing up its edge. These three features perfect a blade that anybody can strop. They compel every GENCO to meet the strop at the scientifically correct angle.

The GENCO Display Cabinet stops men, going and coming. The above-stated facts sell them. And you can be certain of making satisfied customers because of our full guarantee—"GENCO Razors must make good or we will."

A handsome display cabinet free with your first order—customers telling other men where they bought their razors—good round profits for you on every sale.

Write to us for information to-day.

**Geneva Cutlery Corporation**
**159 Gates Avenue, Geneva, N.Y.**

New York City, 160 Broadway
San Francisco, Sheldon Bldg.
Chicago, Ill., 8 So. Searborn St.
Winnipeg, Can., 332 Bannatyne Ave.

*Largest Manufacturers of High Grade Razors in the World*

# Genco RAZORS

Reg. U. S. Pat. Off.

# Imperial Brand Harness
## Sells Quickly and Easily

Don't try to sell unbranded harness when it is so easy to sell Imperial Brand. No long sales talk is necessary to swing a sale if you explain "the old reliable Imperial Brand." Your customers know it and are anxious to secure it. You are serving your community if you sell Imperial Brand Harness.




**This trade mark is the mark of quality. All your customers look for this assurance of quality.**

*STRONG - SAFE - DURABLE - GUARANTEED*

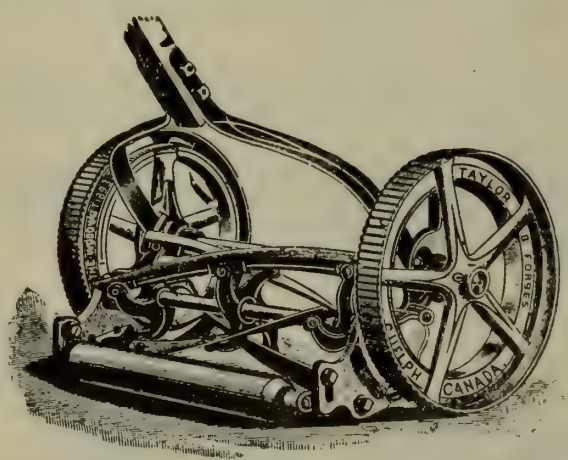
Imperial Brand Harness is very strong; is guaranteed to be free from any defect in material or workmanship, and gives more years of service than inferior makes. Imperial Brand Harness customers will pass along the "good word" and your sales will increase. See that your stock is complete. Write for latest quotations—keep posted.

## SAMUEL TREES & CO., LIMITED

*Manufacturers of Imperial Brand Harness and Saddlery*

**42 Wellington Street East - - TORONTO**

# Wise Buyers Are Ordering Their Spring Stock of Mowers—NOW




With labor and raw material conditions as they are to-day, it looks quite safe to assume that the scarcity of the past will be quite as marked next year as heretofore.

With this knowledge at hand it is quite reasonable and in order that your next season's stock in lawn mowers should be decided upon without further delay. Therefore, we ask those interested in the best that's made to place their order with us—now—so that we may anticipate and fill orders to the satisfaction of all concerned.

**Write us for prices and other details**

## Taylor-Forbes Company, Limited

*The Largest Manufacturers of Hardware in Canada*

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

Head Office and Works
**Guelph, Ont.**

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

# ARMCO IRON

## All Kinds of Building Conservation

Armco Iron gives more than double the usual length of service. That is metal conservation of the highest order, for it means thousands of dollars saved.

The purity and evenness of Armco (American) Ingot Iron are the vital factors. They make possible exceptional rust resistance; reduced need for costly replacements; and great durability.

Artitects who would like to know more about the longer service and increased satisfaction made possible by Armco Iron should write us at once.

THE AMERICAN ROLLING MILL COMPANY
Middletown, Ohio

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.



# New Design Stove Board

## *Swift Sellers*




Fig. 555



The Season is now on for Stove Boards. Our new 1919 design is a handsomely lithographed board. In beauty of appearance, quality, finish and utility it is unequalled. Ready for prompt shipment.

**Japanned Fire Shovels**

Japanned Fire Shovels are supplied in great variety of shape, style and size. There is a Davidson shovel to please any customer and close every sale.

**The Thos. Davidson Mfg. Co.**
**Limited**

**Toronto Montreal Winnipeg**

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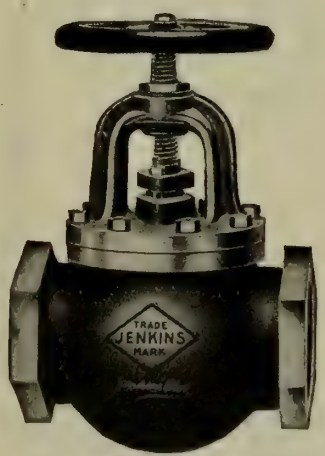



**FIG. 141**
**JENKINS BROS.**
**Standard Pattern Iron Body Globe Valve Screwed with Yoke.**

For use under steam service there are no valves quite as satisfactory as

# JENKINS BROS.
## Globe and Angle Valves
### Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada

*Write for Catalogue No. 8*

**JENKINS BROS., Limited**

**103 St. Remi St. MONTREAL**

**6 Great Queen Street, Kingsway, London, W.C. 2, England**

# BARCALO

## "S" Wrench




## Profit

Not in **dollars** and **cents** only does the far-sighted Dealer figure his **profit.** In many other ways must a line of goods measure up to his requirements before they go upon his shelves.

The **Barcalo "S" Wrench,** taken from every angle, is the most profitable wrench any **hardware dealer can handle.** It proves its worth where others fail. Its extraordinary strength, its ability to perform tasks, impossible to other wrenches, its lasting qualities and its simple construction make it an easy wrench for you to sell and an ideal one for the mechanic, machinist and garageman to use.

**Our guarantee**—of replacing without question, free of charge, any unsatisfactory wrench is proof of the confidence we place in the Barcalo "S" Wrench and your assurance of satisfied customers.

Made in 6, 8, 10, 12 and 14 in. sizes.

May we explain the splendid profits to be made selling this line?

**Write for catalogue and prices—now.**

**Barcalo Manufacturing Company**
**Buffalo, New York**

**WINNIPEG—D. PHILIP**
**138 Portage Ave., East**

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

*Hardware Exporters* **45, 47 and 49 Mains St., off Waterloo St., Glasgow**




Solid Steel
## CLEAVERS

One of our best sellers. You ought to have at least a sample of these.

*Write for Our Catalogue*

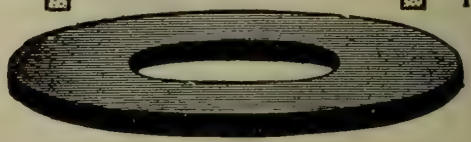
## The L. & I. J. White Co.

**55 Columbia St. - BUFFALO, N.Y.**

Wrought and Steel Plate
# WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



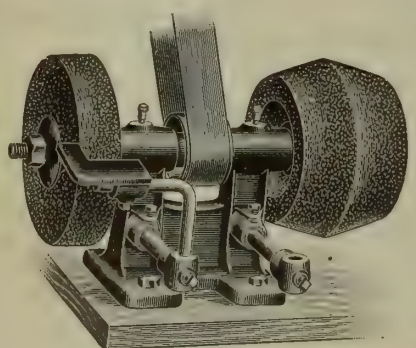
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

**We Guarantee Quality and Service.**

## Wrought Washer Mfg. Co.

**Milwaukee, Wis.**



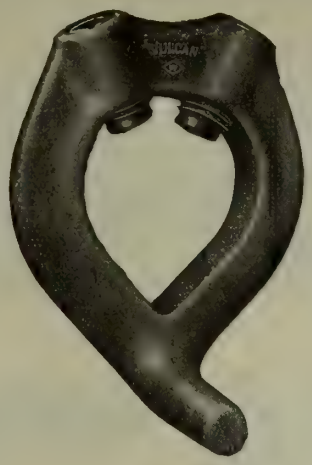
# BULLDOG

## *Power Tool Grinders*

designed to meet the demand for a small power head grinder. Two vitrified corundum wheels for general use, and tool rests. The ideal wheel for steel grinding.
Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

## WESTERN HARDWARE MFG., COMPANY, LIMITED

MILWAUKEE, WISCONSIN



# Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

DESIGNED to insure the maximum of safety, care was taken to provide a form as close to a circle as possible —no bunching or extension of the head portion, no "sleeve-catchers" to cause injury to the unwary operator.

They provide safety complete and automatic and, with this assured safety, better balance on the lathe and every whit of utility obtainable in this class of tool.

The price is the same as for the dangerous kind.

Bent and Straight Tail, 1 or 2 Screws, 16 Sizes, 3/8 to 6-inch Capacities.

*May we send you a copy of our Machinists' Tools Booklet?*

## J. H. Williams & Co.

***"The Drop-Forging People"***

**30 Richards St. Brooklyn, New York**

**THE A. G. LOW CO., LIMITED**

**30 Pacific Ave., Saskatoon, Sask.**

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

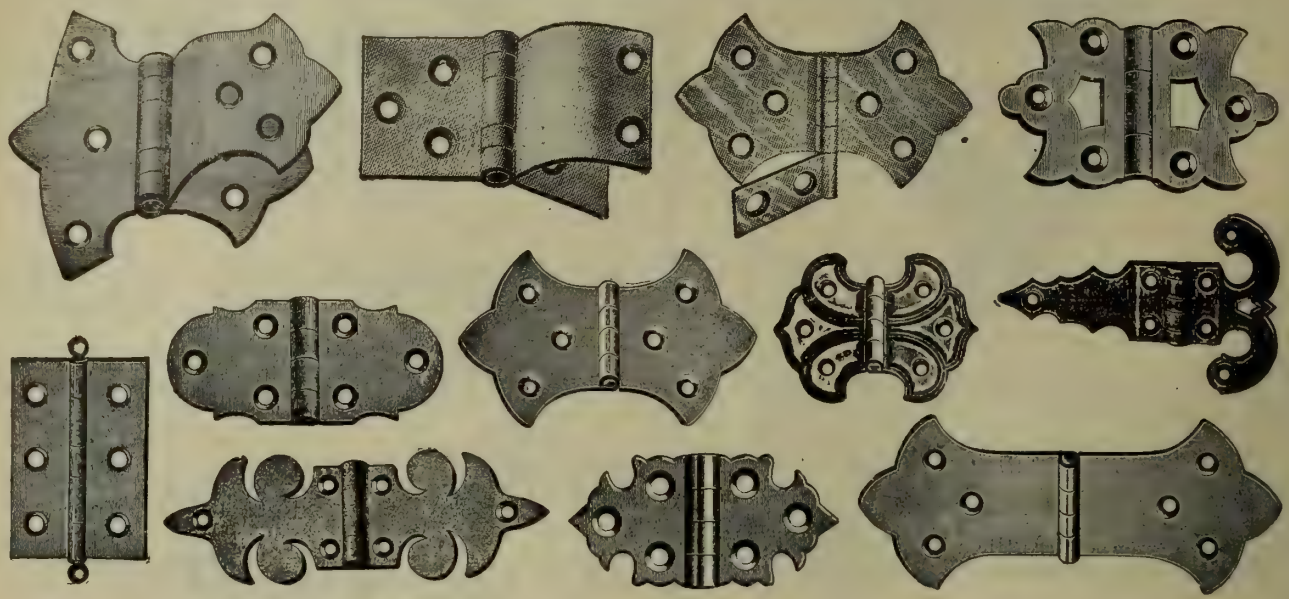
# Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.



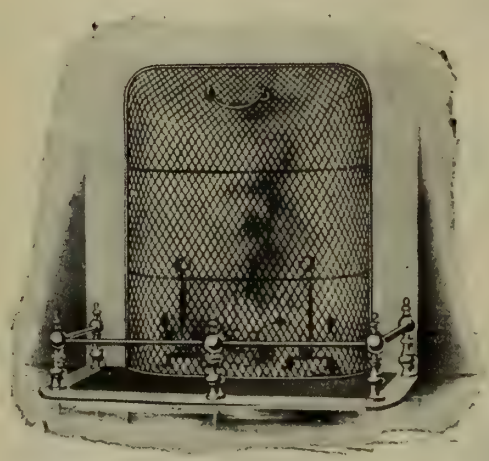
# THE BRAINERD LINE



Hinges of Every Description Over 300 Kinds

**THE BRAINERD MFG. CO.**

East Rochester, N.Y., U.S.A.



## Fire-place Screens
## Wire Cloth
## Wire Counter Guards
## Wire Grilles
## Wire Partitions
for tool-rooms and stock-rooms
## Heavy Wire Baskets

**C. H. JOHNSON & SONS, LIMITED**

WIRE WORKS: St. Henry, MONTREAL

CANADA
FOUNDRIES & FORGINGS
LIMITED

# A Heating Annoucement

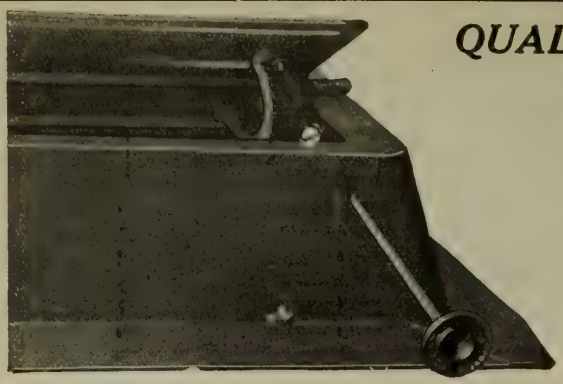
## Furnaces Season 1920

Kelsey Warm Air Generator
Canadian Air Warmer
Tropic Furnace
Emperor Furnace

We are doubling the production of 1919. Why not secure an agency?

PRODUCED AT

**JAMES SMART PLANT**
BROCKVILLE, CANADA



*QUALITY* *SERVICE*

THE

## Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

**Lighting Fixtures and Electric Appliances**
**Mantels, Coal, Gas and Electric Grates**
**Floor and Wall Tile for Bathrooms, etc.**

*OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY*



## All-Way Oil Gun

**Saves 50% on Oil Bills**

**No. 201 9-inch Spout**

All-Way Oilers have a special cleaning device at the end of the spout which insures their being always ready for use.

The All-Way Oil Gun reaches anywhere by means of a flexible spout that may be bent to suit any place that must be reached.

For Automobiles and all types of machinery. Fitted with a 9-in. spout. In using the ordinary oiler much oil is lost in attempting to reach awkwardly situated oil holes. The saving of oil from this feature reduces oil bills 50%.

*See the All-Way Oiler, R.R. Oiler, Combination Funnel and Filler, etc.*

**All-Way Oiler Mfg. Co.**

196 King Street West
Toronto, Ont.



## "Duluth" SECTIONAL Hardware Store Fixtures

save time and money. Make sales and enhance the appearance of your store.

Every hardware dealer desiring to increase the efficiency of his selling staff can use "Duluth" Fixtures with a great deal of profit. The installation cost is small compared to the benefits to be gained.

Mail us a sketch of your floor plan and we will freely give you suggestions for the proper arrangement, together with prices on a complete equipment.

*May we send you our new booklet "Cutting Costs and Increasing Sales?"*

**Duluth Show Case Company**

DULUTH, MINNESOTA, U.S.A.

## CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

*Manufacturers of*

**BAR IRON and STEEL: Rounds, Squares and Flats**

**Also Twisted Steel Bars for Reinforcing**

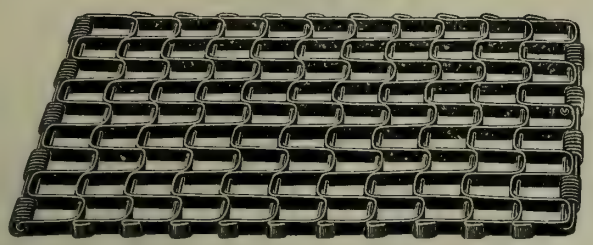
SELLING AGENTS:

**CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL**

# Keystone Flexible Steel Mats



Patented
AUTOMOBILE MAT



Continuous Crimp Ribbon Steel No Short Pieces
FLEXIBLE MAT.

Keystones are flexible, reversible and durable. They come in 100-foot rolls, all widths, also stock sizes Nos. 1 to 8.

The Automobile Mat is made of galvanized steel wire. Will attach to the running-board without screws or bolts and will not rattle or become detached. Keeps the car free from mud and snow. Every car owner is a prospect—particularly in the season just approaching.

**PORT HOPE MAT & MFG. CO.**
PORT HOPE, ONTARIO

# LIBERTY WASHER

## Liberty Washers Are



## Efficient and Simple

Every customer is a prospect for a washing machine. The trouble has been that machines were too complicated and did not perform their duty properly.

The Liberty Washer was designed with Efficiency and Simplicity in view. The strong, rigid construction with fewer working parts, eliminates any mechanical trouble, while the principle of cleansing the clothes is perfect. You can sell many Liberty Washers. Write us for fuller information.

**A. R. LUNDY**
257 King St. W. TORONTO

MADE IN CANADA

# Blacksmith's Boiler Makers' Machinists'
AND
# Pipe Fitters' Tools

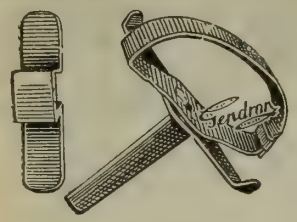
Write for Catalogue

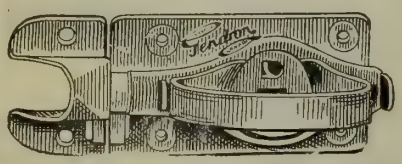
**A B. Jardine & Co.**
LIMITED
HESPELER, ONT.

## Manufacturers
OF
# WIRE

HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

# LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England




*Fills the existing demand for a*

## Garage and Barn Door Latch

*that's just right for Dealer and Consumer*

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

**The Gendron Manufacturing Company, Limited**
**Duchess and Ontario Streets, Toronto, Ontario**

## VOL-PEEK



*FIRST AID IN THE KITCHEN-*

### IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

**At your jobber or**

**H. NAGLE & CO., Box 2024, MONTREAL**




## More Profitable Lines for the Hardware Dealer




Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe
Nails, etc.

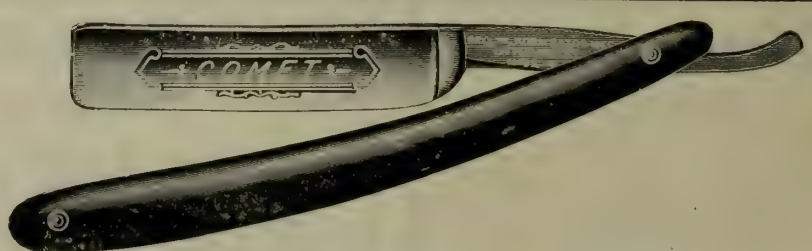


**The Parmenter & Bulloch Co., Limited**
**GANANOQUE, ONTARIO**

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Made from Crucible Swedish Bar Steel.

*Every piece guaranteed.*




Honest Value Carefully Inspected.

*Favored by Barbers.*

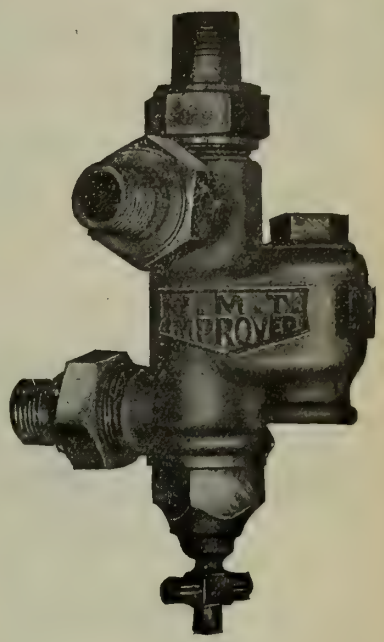
As perfect as human skill can produce. Tempered by our own process. Perfectly ground, honed and set ready for use.

**GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.**
**Canada Office: 140 McGill Street, Montreal**

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

# *An Injector with a Splendid Reputation for Efficiency*

# Morrison




Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8 inch to 2 inch.

For you it offers one of a line of products that are supreme in the mechanical field and sell without time-consuming argument.

**The James Morrison Brass Mfg. Co.**
**Limited**
**93-97 Adelaide St. West, Toronto, Ontario**




# Nickel Genuine—Trojan—Frost King

Every kind of industrial plant from the smallest to the largest shops is a prospect. This great field is at your command. An analysis of your territory will point the way to good days for you. Write for prices and information that will bring you good business.

**HOYT METAL COMPANY**
**MONTREAL TORONTO WINNIPEG**

# Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

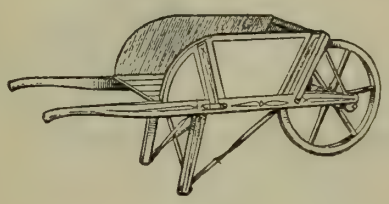

366



251

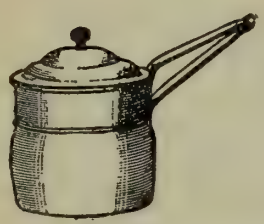

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175


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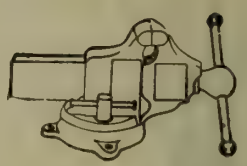

399


372


159


330


72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

# In High Class Lavatories

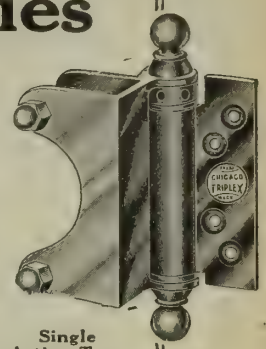
TRADE MARK

**CHICAGO SPRING HINGES**

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.




Single Acting Type No. 2242

**Chicago Spring Butt Company.**
CHICAGO NEW YORK
*Send for Catalogue M-36*

# CANE'S Clothes Pins



**NOT "Just Clothes Pins"**

**Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.**

**Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.**

**Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.**

**The Wm. CANE & SONS Co., Limited**
MANUFACTURERS
Newmarket Ontario

# "Business Follows Facilities"



The "W & W" Winch

## *Convenient in Size—Two Cranks*

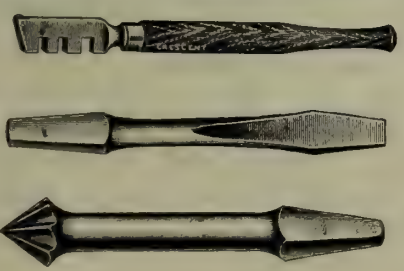
Contractors will buy a winch that will give them real service. Just show him how a "W & W" winch will do the work of two men, and he is sold.

With one of these winches, one man with a single line can handle 500 pounds with safety, and the load cannot drop until he turns the crank.

Put a couple on the floor of your store; they will sell themselves.

Special discounts to dealers. Write for price list to-day.

**WILLIAMS & WILSON LIMITED**
**84 Inspector Street, Montreal, Canada**
*(Ask Your Jobber)*



# "Crescent"

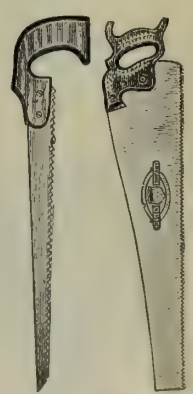
## *The Profit and Turnover Line*

One that makes money for the dealer because Crescent goods sell. They sell well and bring good profit as well as being of consistent high quality that satisfies customers and insures permanent business.

*At Your Jobbers.*

**Campbell Agencies**
Toronto, Canada

The Crescent Company
Meriden, Conn.



# TRADE MARK Red Devil Tools

## Insure Repeat Sales

Once it becomes known that you stock "Red Devil" Tools they never stay long on your shelves. From then on you sell more tools than ever before.

Millions of readers have learned about them through regular advertising in leading publications — readers who ask you for "Red Devil" Tools, and having used them, never forget their superior quality.

The invincible combination of Quality, plus Advertising, insures steady sales for "Red Devil" Tools.

*Write To-day for Prices and Complete Catalog*

**SMITH & HEMENWAY CO., INC.**
**89 Coit Street** **Irvington, N.J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.





## Merit

HERE is the highest priced tractor plug built. It is high priced because it is *better*—both in construction and material.

And in proof of this, such tractor manufacturers as the International Harvester Company and others are buying it exclusively at several times the cost of ordinary plugs because it is more than worth the difference. Its favor is solely due to merit.

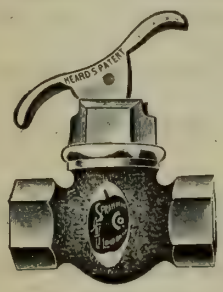
There is a Bethlehem plug for every type of motor.

The Silvex Company
BETHLEHEM PRODUCTS
E. H. Schwab, Pres. Bethlehem, Pa., U. S. A.

**Bethlehem SPARK PLUGS**



## Can You Fill These Orders ?



WHEREVER there are farmers, there are Spramotors, and wherever there are Spramotors there is a good healthy trade in parts and accessories. Right around you are

**Spramotor**
It isn't a SPRAMOTOR unless we made it



owners. Some will want a new machine. Others —many of them who have never sprayed before—are good prospects for a substantial sale RIGHT NOW. We make a Spramotor for every need, from $7 up to $400. Why not handle the best? Write for details of our agency proposition and secure a line that is GUARANTEED and will do credit to your name.



**SPRAMOTOR CO.**
16 King St., LONDON, Canada



## An Axe is as Strong as its Handle

# STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

## STILL'S HANDLES

far exceeds all other makes.

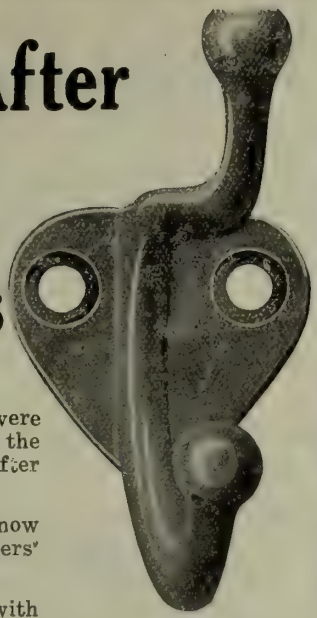
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
**ST. THOMAS -:- ONTARIO**

# Those "After the War" Contracts



Many building contracts were entered into just prior to the war and postponed until after hostilities ceased.

These plans are reviving now and you will need builders' hardware.

We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**No. 142 Hook**
Cast Brass

**Ask for information**

**The Stratford Brass Company, Limited**
**Stratford, Ontario**

# Arrowhead Saws

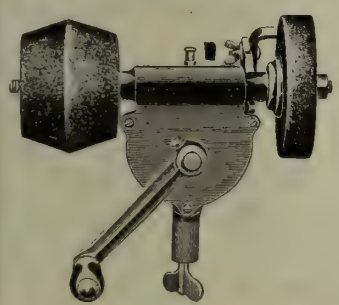
Vanadium Steel

*The Standard of Canada*

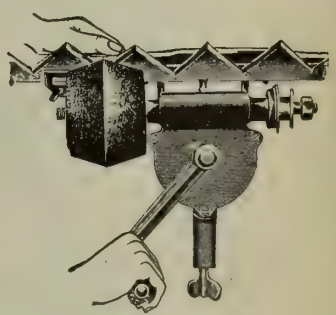
"Arrowheads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly
Limited
St. Catharines, Ontario



# Perfection Grinders



No. 30 and No. 31 are great sellers for shops and farm use. No. 30 is a sickle grinder that appeals at first glance to every possible user. The sickle wheel is 4¼ inches diameter. No. 31 has a sickle wheel 4¼ inches and attachment, and 5-inch tool wheel. These excellent grinders are fitted with ball bearings, and provide a neat, efficient machine that satisfies. They'll pay you to sell.

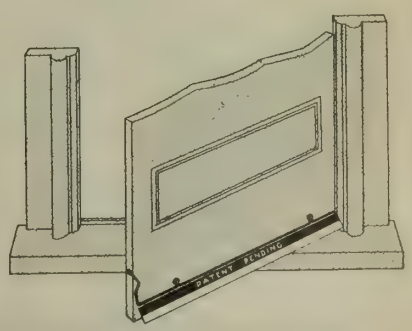
**Star Specialty Manufacturing Company**
**227-233 West Erie Street** **Chicago, Illinois**

# TO SAVE COAL
## Is a Duty

This **AUTOMATIC DOOR STRIP** really works and effectually shuts out the icy drafts. Lifts up instantly as soon as door is opened. Easy to instal. Write for prices to

**COLEMAN FARE BOX CO., LTD.**
**1191 Bathurst St., Toronto, Ont.**

**WE GUARANTEE THEM**



# You're Next!

The Board of Commerce attacked the Packers, and there was, on the whole, general rejoicing. The Packers were few—those who enjoy bacon many. Doubtless many—in ignorance of the facts—thought the Packers were "gouging."

Then one of the Commissioners criticized the farmers. It was a false step—a skid which he has probably lamented and has endeavored to repair, for it has lost him much popularity.

Now the Board of Commerce is setting prices for the retailer. It has dealt with some grocery lines—with clothing.

THE FINANCIAL POST brings out the dangers of the Board of Commerce's course. Dealing with this price fixing, THE POST'S expert writes:

> "For instance, the percentage of profit on bacon and boned ham is set at 20 per cent. The merchant naturally asks on what basis he is to reckon his 20 per cent., and there is nothing in the published report of the ruling to assist him. Does it mean 20 per cent. on the price he actually pays for the goods? That is probably the viewpoint that any court would take of the matter, yet as every sound merchant knows, 20 per cent. on a buying price is just 16 2-3 per cent. of the selling price, and it is only the profit on the selling price that represents the actual profit to the merchant.
>
> "The lowest cost of business for such retail stores is between 18 and 21 per cent., according to the class of business done. Take the cost of doing business at the modest average of 19 per cent. and on bacon selling for 60 cents a pound the retailer on the basis of profit outlined above loses 1 4-5 cents on every pound of bacon sold. If he slices the bacon he is permitted to take 2 cents a pound more; that would seem almost to let him out even.
>
> "There is, however, the large element of waste to be considered here; the ends of the ham or bacon must, of necessity, be a complete loss, which the merchant who slices his bacon has himself to meet. That the two cents per pound margin is pitifuly small to cover these items of loss is illustrated by the fact that the New York City fair price list sets the margin for slicing bacon at 5 cents a pound, believing that it requires that amount to cover the element of loss in the process.

If you are a grocer or a clothing merchant you want to follow the actions of this Board—to have the clear light of understanding brought home as THE POST brings it home. If you haven't been touched yet—well, **"You're Next"** and equally you require to be informed.

To this end subscribe for this business man's paper—

**THE FINANCIAL POST**

For its wide information on business—for its news on financial matters, but perhaps most of all for its sane, balanced viewpoint THE POST has value for you.

THE FINANCIAL POST dares to stand out against any popular, but unsound movement or action. Those who appreciate courage and conviction appreciate THE POST whether they always agree with it or not.

Make sure of THE FINANCIAL POST for 1920 now by filling in and returning this coupon.

**Subscription price $3.00 per year (52 issues)**

## THE FINANCIAL POST

**143-153 UNIVERSITY AVE., TORONTO**

**MONTREAL** **WINNIPEG**

Annual Subscription $3.00.
THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me a regular subscriber, commencing at once. I forwar enclos $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

# GERMANTOWN LAMPBLACKS

in

## ENGLAND and AMERICA

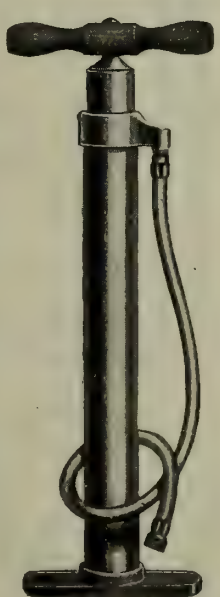
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

## THE L. MARTIN CO.

**Montreal Toronto**
**Philadelphia New York**
**Winnipeg**
**London, Eng.**

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.



**MEHASCO**

# Auto Pumps and Jacks

The dealers have about decided that a Single Cylinder Auto Pump is the one to stay by. We are featuring the **Tallman Double Action Pump,** and for a cheaper line the **Crescent**—both guaranteed.

We also have good substantial Auto Jacks to sell from $2.25 to $7.00 retail. The **Lane Handle Control Jack** has many special features; and is going to stay permanently on the Western market.

Our prices are right on the complete line. Do not fail to write us, or see our representatives.

**Merchants Hardware Specialties, Limited**
**Calgary**

## PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

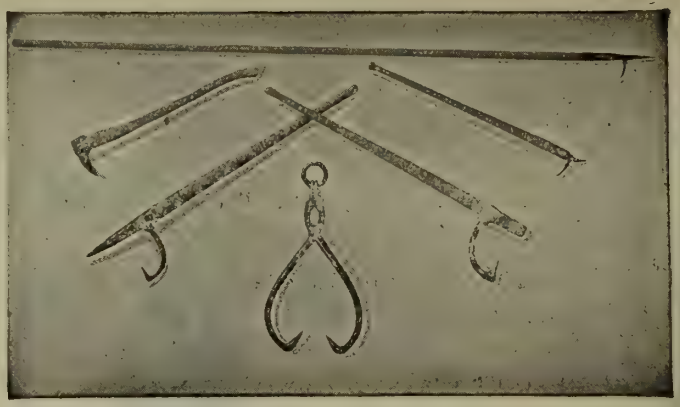
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

**THOS. PINK COMPANY, LIMITED**

Manufacturers of Lumber Tools

Pembroke Ontario



# BROOMS

Our

## Canada No. 3

fills the bill

Not too heavy, not too light

## Just Right

Polished handle, pink strings, velvet and tin lock finish.

**The Best $9.00 Broom**

We know how to make.

***ORDER NOW.***

**WALTER WOODS & CO.**

Hamilton and Winnipeg

# Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg




## 4 Good Reasons --READ 'EM !

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

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Our line of Wrenches are admirably adapted for premium purposes—we imprint them, too.

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9 F

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## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




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"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

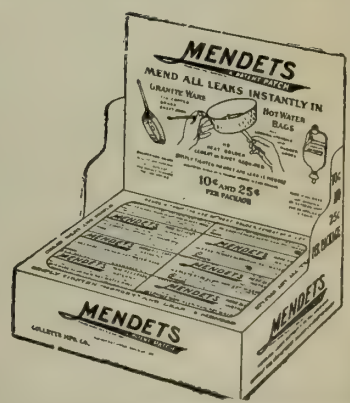
**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

# MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

**Collette Mfg. Company, Collingwood, Ontario**



## *BUYERS WITH A KNOWLEDGE OF SOUND PRODUCTS RECOMMEND*

# McClary's

## *SUNSHINE FURNACE AND PANDORA RANGE*

***and***

the retail business man who recognizes the value of consumer satisfaction covering a period of over three generations will handle and sell these two master products of McClary's famous factories.



The "Sunshine" Furnace, or as it is termed the "Master" Furnace, holds within its construction the possibilities for unlimited length of service. The Dome and Radiator, two vital parts, are constructed of "ARMCO" Iron, an Iron that is 99.84% pure and of which there is no record of it having worn out.

The "Pandora" Range, the family range of Canada. Proven sterling qualities that guarantee satisfaction. An Oven that is heated scientifically, producing even heating top to bottom, side to side, corner to corner. The Pandora is a seller for those dealers who desire a Range that is a little better made and obtains slightly superior results than other Ranges.



Many dealer friends of McClary's have helped to market these two favorite sellers of McClary's famous line—this is your opportunity to extend a privilege to customers by giving them the opportunity to buy safely—get in touch with our nearest branch to-day.

# McClary's

***London Toronto Montreal Winnipeg Vancouver St. John, N.B.***
***Hamilton Calgary Saskatoon and Edmonton***

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

Vol. XXXI. TORONTO, DECEMBER 13, 1919 No. 50

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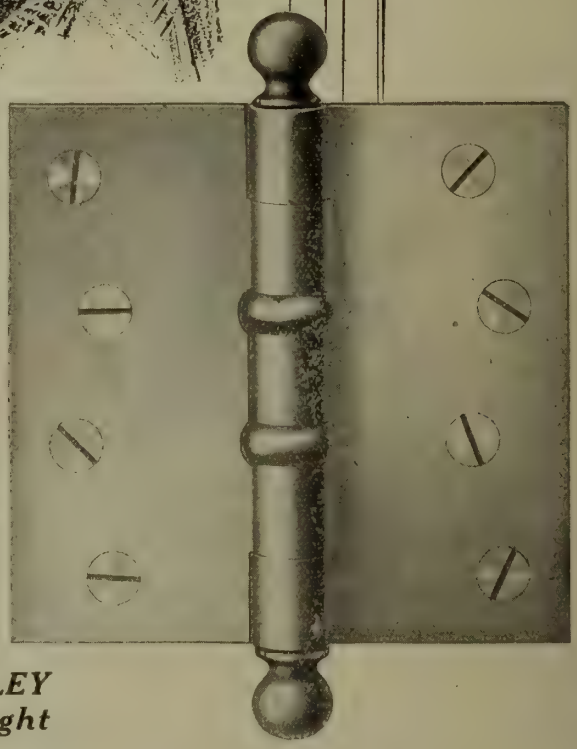
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## Ball Bearing Butts

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***More building means more STANLEY butts and other STANLEY wrought steel products.***

## THE STANLEY WORKS
NEW BRITAIN, CONN.

***Canadian Representatives:*** **A. MACFARLANE & CO., Coristine Bldg., Montreal, Canada**

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, DECEMBER 13, 1919 No. 50

# Courage Plus Ideas Works Wonders

## Fabien, Limited, of Montreal, Make Bid for Christmas Toy Trade—Spend $150 for Single Background—Kiddies Flock to Witness Display—Bicycles and Sporting Goods Big Sellers

Based on an interview by A. H. ILLSEY, of Hardware and Metal, with M. Fabien, of Fabien, Limited, Montreal.

"WE believe that the people want a good line of toys and that they will buy them. We are starting right by putting in a stock of $2,500 worth to begin. We shall depend upon the children to advertise them and I think that it will pay us to spend this $150 for that background."

This is the "nutshell" story of Fabien, Limited, as it relates to the latest addition to their stock, that of toys. This store, located in the city of Verdun, at 1177 Wellington street, has watched the possibilities in its district.

"We have worked hard, and as we are both young, we look forward with confidence," said Mr. Fabien to HARDWARE AND METAL.

While there is one advantage in the store's location, it being situated in a comparatively new section of Greater Montreal, the "boys" have made the best use of opportunities, and that's "the why" of expansion. Passing through the difficulties of the war period, the firm is now reaching out for that business which it believes will be profitable, and for which classes of goods the demand is growing.

In this connection it is very worthy of note that the really big stores, located in the Metropolis, draw thither great crowds from all sections of the city and its suburbs. To divert the hundreds of prospects to the smaller store, Fabien, Limited, are making a strong bid, and are confident that they will win.

### $150 For Background

HARDWARE AND METAL has always stressed upon the great importance of paying heed to the window background. It has not advocated the elaborate idea that the above firm is now carrying out, although the plan may be a winner, as adopted by them.

"I think we should go after the business right if we want to get it," said Mr. Fabien, "and while the background cost us $150, we can use it several times and I think it will pay."

Beaver board was employed for the basis of the winter scene, which the artist, employed by the firm for this work, developed. It is some twenty-one feet in length. The whole scheme is carried out on the very same principle as that of a well-designed stage scene, and arrangements have been made to secure the full advantage of electric lighting at night. This is planned with a special eye for the interest that will attach to the display for the kiddies, and it is these juvenile trade-pullers that the plan is designed and provided for.

"We just want to interest the kiddies; they will bring their parents. They will be saying: 'I want the toy I saw at Fabien's, that's where you will get it,' and the parents are sure to come."

### Santa is a Live One

To illustrate how well, and how decidedly pre-conceived, the whole plan has been, provision was made for using a real moving "Santa," which will pull the youthful enthusiasts to the window, where, without question, they will linger



*In the above display in addition to the striking colors in the background, sunset, snow capped trees, bridge and water, action was secured by having the windmill in operation, also Santa Claus in the distance with reindeer and loaded sleigh. This is a motion idea worked out with a motor propellor and attracted much attention.*



*In this toy department there is plenty of light and ample room. Note the display tables. These always help sales and save the time of salesmen. Note the arrangement of wall paper and the easy access to any desired section.*

for many an hour. This arrangement has been provided through the use of a small electric motor, and through placing the scenic effects in varied positions, the alternated "pieces" of this background permit of the Santa Claus figure moving along from end to end of the window. At either end this moving figure descends and passes beneath, appearing again at the other end, and following the endless chain principle. A moving windmill scene is also depicted. The reader may well imagine that this plan is really effective, and it is bound to be a big advertisement for a class of goods that are considered seasonable within stated periods, and when "showing" is worth infinitely more to the store than much newspaper or other advertising. "Kids" are the greatest advertisers in the world for toys, from six weeks before Christmas, to the very eve of the glad day.

The background, costing this considerable amount, will be preserved and used several times. It may be retinted in the spring and summer, for instance, to afford the proper backing for bicycles and accessories, in which lines the firm do an increasing business.

### Electric Signs—Display

The window is a wide one—over twenty feet. At the back it is entirely closed in and panelled off from the rest of the store, light being permitted to reach the store from above a line, about five feet from the floor. The base of the window is of hard maple, oiled and varnished.

"Box" pattern electric signs—four of them, are placed at the front of the window, and these are of the interchangeable letter type. In this way any desired wording can be used, and the advantage of drawing passersby at night is possessed by these signs, and in this rests their big value. "Better Toys For Less Money," "Buy Here and Save Delivery Delays," "Here's What Your Boys Want," and scores of apt signs might be worked out, and there is the advantage of changing weekly, or even daily, if one desired. Two signs were used with the first display of toys which read in English: "Buy Your Xmas Toys Here," and in French: "Achetez Vos Jouets ici."

Sunken sockets are used in the window, to which these lights are attached, thus eliminating unsightliness from cords that would have to be connected, otherwise, to the ceiling "drops."

In connection with the laying out of the windows—in fact all through the store, Mr. Fabien has drawn on his own experience as a draughtsman, the fixtures in his store being more excellently adapted to the stock, for which they have been designed.




*This illustration which is half the size of the original is seasonable and has a real message to Christmas shoppers.*

### A Separate Display

The toys will be displayed in a separate room. This has several advantages. The most important of these is that of getting the prospect "away from the crowd." Just place oneself in the position of buyer, and it is readily understood what an advantage it is to be left alone while deciding upon a purchase. This is eminently more the case with a line such as toys.

And so a room was recently planned for, and added. This will be used exclusively for wallpaper and toys. (The wallpaper will be referred to later.)

Passing through from the store, and about halfway back from the entrance, a door was cut into a room, that is, say, 20 feet by 20 feet. Tables placed on the floor contain the bulk of the toys. As an investment of about $2,500 has been made in the toy stock, it will afford a comprehensive showing to be made of dolls, dolls' carriages, toy wagons, rocking horses, and the countless lines that will prove good sellers. As the department is just being opened, it is not possible to outline, just now, what the sellers will be.

An important matter has not been lost sight of, and this is that of a display of toys in the main store. When the representative of HARDWARE AND METAL called, Mr. Fabien was busily engaged in completing a table on which he expected to make a showing of toys the same evening. This possesses the advantage of again suggesting to the customer entering the store that toys are sold; then

direction can be at once made to the department just outlined.

### A Novel Feature

In catering to the trade, Mr. Fabien has discovered some things of value in directing the display policy that has been followed. All boxes and drawers are of uniform finish and are very neatly made. The usual idea of sampling is carried out on the hardware side with good effect.

For some time bicycle accessories have been carried in a silent salesman. The idea, while alright, has been abandoned for what is expected to be a much better plan. The new idea is that of carrying the stock in a case, or rather a cabinet, which takes up, say, four feet of wall space. The cabinet contains about 130 drawers. This will afford accommodation for scores of all kinds and sizes of bicycle parts, and for many types of sporting goods. The drawers are of several sizes, conveniently arranged to carry the minutest and the biggest parts. At the base, the drawers are much larger than those at the top, and are deeper. In these lower drawers bicycle spokes and mudguards, etc., may be kept. In some of the drawers, already, dozens of baseball mitts and gloves are kept, no dust entering to destroy the leather.

A movable panel will be provided right near this case, but to rest on the floor, and this will be the "sampler." Beneath, or on each article so displayed on the panels (for there will be several of them as with a wallpaper display rack), a price card or sticker will give the cost, the selling price and the location of the article. The stock can then be at once located, without loss of time. This will prove to be an excellent feature.

Flashlights are sold in considerable quantities, and the city carters buy these to locate addresses after dark.

### After Wallpaper Trade

The firm anticipates the probable demands of its growing trade, and this has caused the management to make provision for a wallpaper stock, part of which has already been received, the balance to come forward as the manufacturer finishes the patterns, which have been ordered. Montreal is a great place for wallpaper sales, and in a fast-growing section, such as this is, the demand for paper will constantly increase.

Reference to the photograph depicting the toy department, shows that ample space has been allotted the wallpaper stocks. Fully 150 patterns can be carried, and the various racks will prove of ready and easy access. Panelled racks, while not visible in the photograph, have been erected near the wall adjoining the hardware store, and these were designed after the ideas of Fabien himself, and made by him. Each panel is about 16 inches wide; is made of beaver or wall board, while all are made on the socket principle, affording space for scores of patterns, with borders attached.

If a change of pattern is desired, all that is necessary is to remove the wall board panel and repaste another design to it, slipping it into the receiving slot again.

### Will Push Bicycle Sales

The distance of Verdun from the city of Montreal, proper, is considerable. Many workmen pass back and forth, and either have to travel by the tram car, or by other means.

"We expect a big year in 1920 for bicycles," said Mr. Fabien. "The high rates charged by the street railway company will be a big help, too. A great many will be persuaded to buy bicycles."

Fabien, Limited, have sold an increasing number of bicycles each year. Hooking their 1920 campaign up with this idea—that of saving money by riding a "wheel"—it will be interesting to watch the development of bicycle sales along this line. It is a mighty good suggestion, which, when carried out, ought to be resultful.

It will be noted that display is made of tires and inner tubes. Scores of the little accessories which yield a good profit are carried, and this new case, so clearly outlined in the photograph, will contain the surplus stocks of these particular goods. A good grade of bicycle is carried, and each new customer proves an advertisement for other sales to come.

The Fabien boys have used their connection with baseball, etc., to good advantage, in developing trade for baseball and sporting goods, and take a

Continued on page 76



*In the store of Fabien Limited, bicycle and other sundries are kept in the cabinet on the left. While it only occupies small space being about four feet wide, there is room in the drawers for a large amount of merchandise which is kept neat and clean. Note the sample racks on the floor.*

# Basis for Determining Profits

## Statement Submitted to Board of Commerce by the Provincial Board of the Retail Merchants' Association of Canada

AFTER going very carefully into the question of "the Basis for Determining Profits," in an effort to remove the many false impressions which have been created in the mind of the public by sensational and unfair inferences drawn by the daily press from investigations, the Manitoba Board of the Retail Merchants' Association of Canada, Inc., has submitted the following to the Board of Commerce:

The retail merchants regard the establishment of the Board of Commerce with satisfaction, and welcome the opportunities it affords for fair discussion of merchandising problems. The advances in prices of all commodities, particularly foodstuffs and other necessaries of life, during the past four years are without parallel in the history of retail trading. They represent to a considerable extent the increases in the cost of living from which the unsettled conditions of the present time largely arise.

### General Impression.

There seems to be an impression, in the minds of some people at least, that the retail merchant is responsible in an unwarranted degree for these advances, that he is now and has been making more than a legitimate profit during these times of high prices. The investigations being conducted by your Board at the present time are for the purpose of determining whether this is so, and if so to devise a remedy. As representing the retail merchants of Manitoba we welcome this investigation, and if profiteering among the retail merchants in Manitoba or any other place be found, we shall in every possible way assist you in curbing the profiteering and in punishing the profiteer. But neither your Board nor the public can come to a just conclusion unless all the essential facts are presented to you. It is because we believe that these are not being presented to you, and because of the misleading way in which even the material presented to your Board reaches the public through the newspapers, that we desire to supplement the detailed evidence, which you have obtained and will obtain, by this somewhat formal statement. We believe that we are asking only what is fair when we suggest to your Board that in future examinations of witnesses in connection with retail merchandising you should see that evidence is obtained on all points essential for not only your Board, but for the general public, in coming to a fair conclusion.

### Retail Quotations

The public's knowledge of prices and values is almost solely confined to the retail quotations. As a rule they do not consider and are not aware of all the elements that necessarily enter into the determining of the retail prices of goods.

The public is prone to consider as profit either the difference between the retail price and the invoice price, or the difference between the price which the consumer pays to the merchant and the price which the merchant pays to the wholesaler or manufacturer, without taking into consideration the numerous other elements which enter into the cost of the goods to the merchant and all of which must be added, such as freight, rent, wages, insurance, delivery, paper, twine, interest, losses on unsaleable goods, etc., etc.

### Not Given Fairly

We do not say that your Board will not give consideration to these facts, but we do believe that in the evidence so far submitted these factors have not been placed before you as fairly and fully as their importance warrants, nor in such a way as to enable your members during the course of your proceedings to judge fairly the relation of the retail merchant to the present high prices. If any of the remarks which we have made or may make should appear to criticize either the evidence which has been obtained or the method of obtaining it, the reason is not that we are desirous of being critical, but we are desirous of seeing that the case of the retail merchants is presented fairly and fully to you and the public. Looking at the matter from that point of view, that is, from the point of view of having the evidence as to the retail merchants' relation to the high prices presented fully, we believe we have reason to complain. The evidence so far obtained and the method of obtaining it have been defective in these respects:—

### Confused the Prices

1. In the confusing of the marked price with the ultimate price at which the goods are sold.

2. In considering as profit the difference between the invoice price of a particular article and the marked price of that article, instead of considering as profit only the difference between the cost to the merchant of the article up to the time it is delivered to the customer, and the price which the customer pays for it. What is really the only true way of measuring profit is by finding out the difference between the total cost to the merchant of all articles sold during a given time, such cost including every legitimate charge of doing business, and the total price which he receives for the goods sold during that time.

### Was Not Considered

3. In not considering as part of the cost of the sold goods such items as freight, insurance, interest on the cost of goods, interest on moneys spent in equipment and furnishings, depreciation of equipment and furnishings, rent, taxes, wages, cost of paper, twine and other accessories, stationery, etc., advertising, cost of draying and delivery, cost of collection of accounts, bad debts, etc., as well as the probable quantity of goods which must be sold below the marked price. All of these must be paid by the merchant and are as much a part of the cost of the goods sold as is the invoice price, or price paid to the wholesaler or manufacturer, and all of them must be taken into account by the merchant in fixing his marked price. The charge of profiteering should not be made or suggested against any merchant unless all of these additional factors have been examined and taken into account.

### Unfair Inferences

The confusion of terms that surrounds the discussion of profits is responsible for most of the unfair inferences that have been drawn by the public from the investigations by your board. The principal subject of interest is the profit, and various conclusions are reached as to the amount of this profit. We beg to point out that there is only one kind of profit in business, and that is net profit. What is erroneously described as gross profit includes the expense of transacting business. No corporation or firm can ignore operating costs when calculating its net earnings.

### Question of Profit

Reverting to the question of profit, it is evident that a sale price must be established before the dealer can determine his net earnings; in other words, an actual sale must take place. No great amount of economic argument is required to prove that the price established in a sale must be made up of three factors—invoice cost of merchandise, cost of doing business, and net earning or profit. For convenience of discussion, let us consider these as "A," "B" and "C" respectively. "A" is the price at which the goods are supplied by the manufacturer or jobber, and, of course, it is not under any control by the retail merchant. "B" includes all the items that enter into the cost of handling the goods from the time they leave the manufacturer's or jobber's hands until the sale of them (by retail) is completed. It is only partially controlled by the retail dealer, because the public under the competitive system of merchandising now obtaining demands the utmost in service. The difficulties in this connection are increased, too, through the growing tendencies of outside organizations to dictate methods and terms to merchants as employers. "C" is determined solely by the selling price, and is therefore controlled absolutely by the retail dealer. It constitutes his return on the transaction involved in the sale of the goods. Let us repeat here that there is and can be no return until the goods are actually sold.

### The Selling Price

It follows as a matter of course that the selling price is made up of "A" (invoice cost—uncontrollable) plus "B" (cost of handling goods and transacting business—partially controllable) plus "C" (merchant's return or net earning—controllable). Under normal circumstances this state of affairs prevails, and the three items may be segregated. In our opinion the only fair method of determining net earning or profit is to ascertain the relation or ratio of "C" to the sum of "A," "B" and "C" in a series of transactions covering a definite period. It is only when "C" is examined in this light that anyone can form an opinion as to whether the profit is excessive. In other words, a charge of profiteering or unjust dealing with the public can be sustained only when it is shown conclusively that the proportion "C" bears to the sum of "A," "B" and "C" is unduly large.

### How It Works

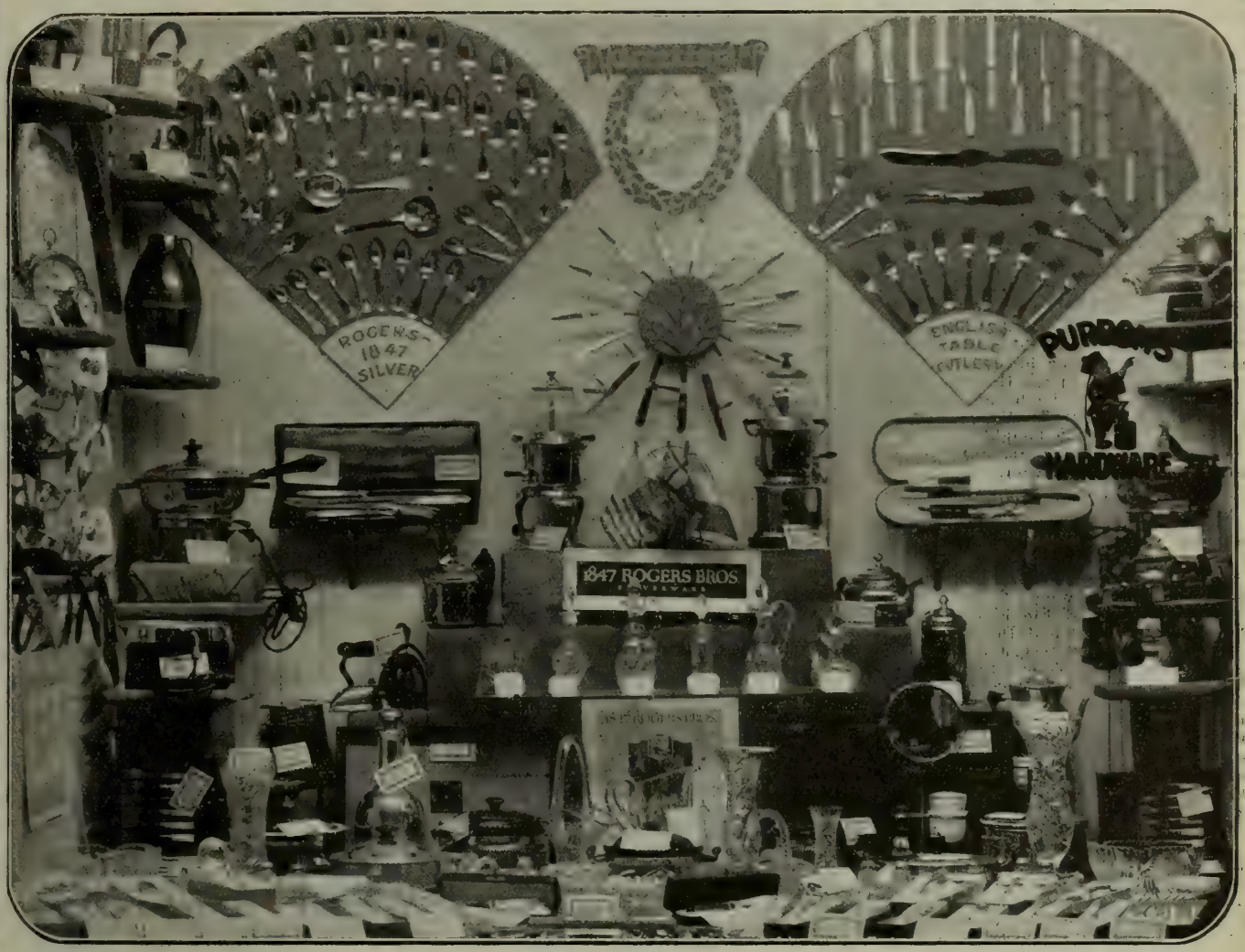
For example, suppose a merchant buys one hundred pairs of boots, paying the manufacturer at the manufacturer's place of business $10 a pair, and marks them for sale at $15 a pair. If only these two factors are considered there would be an apparent profit of fifty per cent. on invoice cost. If the information goes to the public in this bald fashion some at least of the people draw the inference that the retail merchant is making the profit of fifty per cent. At any rate there is the suggestion, and too often the inference, that he is making an unreasonable profit, that he is contributing unduly to the high cost of living, and that he is a profiteer. Before the merchant can establish the price at which he proposes to mark the goods he must take into consideration all of the factors which have been mentioned, and probably many others.

### Must Pay Interest

In the first place he will have to figure paying interest on the money with which he has bought the goods, because, as you are aware, the banks do not loan money for mercantile purposes without charging interest. He will also have to pay the freight on the goods, and, if they are bought outside of Canada, the duty as well. He will have to pay also cartage on the goods from the station. He will also have to charge against these boots—every pair of them—a proper proportion of all his other expenses of doing business, that is to say, rent, light, heat, interest on the cost of his furnishings, depreciation in stock-in-trade, wages, paper,

(Continued on page 54)

# HERE'S A SUGGESTION—




*This window, which was dressed for the Purdom Hardware Co., of London, Ont., by L. W. Misener, has a real selling value, besides being striking and very attractive. Special attention was given to lighting effects. Note the splendid selection of really useful articles for gifts. The window, while well filled, is not overcrowded and the articles shown do not lose their identity. Note the prominence given to price cards. Note also the little shelves containing shaving brushes, razors and other articles.*

## HARDWARE AND METAL
## *Window Display Competition*

### EIGHT CASH PRIZES
### Are Offered as Follows:

| (Places Under 5,000) | | (Places of 5,000 and Over) | |
|---|---|---|---|
| First Prize | $10.00 | First Prize | $10.00 |
| Second Prize | 5.00 | Second Prize | 5.00 |
| Third Prize | 3.00 | Third Prize | 3.00 |
| Fourth Prize | 2.00 | Fourth Prize | 2.00 |

This means an absolutely fair and equal chance for the hardware man in the small town or the big city. The field is wide open to the window-dresser with ideas.

The only condition in connection with this contest is that the windows must be dressed with merchandise for the Christmas trade. The winners will be those who in the opinion of the judges have put the greatest "pull" into their displays.

The contest closes on Thursday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to "The Editor, HARDWARE AND METAL," 143-153 University Ave., Toronto, and marked "For Christmas Window Contest."

***Competition Open to All Hardware Dealers or Their Clerks. : : : : Get Busy and Win a Cash Prize!***

## BASIS FOR DETERMINING PROFITS

Continued from page 52

twine, stationery, etc., book-keeping and accounting, collection of debts, bad debts, delivery, advertising, as well as a proportion of the loss which would come through the fact that he will almost certainly have to sell some of the boots at a lower price than the marked price. It is only when a retail merchant has taken these into consideration, basing the amount on his experience of previous years, or on the experience of others, that he is in a position to fix what is a reasonable marked price.

### Must Be Considered

Similarly take the case of bacon. In addition to the other items which have been mentioned as having to be considered by the merchant in fixing the retail price, he must take into consideration the following:

Diminution in weight resulting from evaporation.

Loss in the process of slicing, because certain parts are less saleable or unsaleable.

Loss from the fact he buys bacon wrapped in heavy papers, pays the same price for the paper as for the bacon, and loses whatever has been paid for the paper. The weight of the paper so bought, and which the merchant loses, may amount to many hundreds of dollars in a year.

### Cost of High Living

It is the opinion of merchants who have given deep thought to the question that the prices the consumers are paying to-day are due to the cost of high living, rather than to the high cost of living. This condition is reflected in some of the items that are included in the analysis of the cost of doing business. For instance, one of the details of expense that shames the merchant is the cost of delivering goods to his customers.

During the past four years, owing to the higher prices of labor, of equipment and of feed, that cost has grown enormously. The expense of keeping a horse has actually doubled during the past two years. When in the evolution of retail trading the merchant undertook the work of delivering, he entered the field of transportation. Instead of charging for the service rendered by him in that field, as ordinary transportation companies do, he was unwise enough to carry it on gratuitously. He was obliged to include the expense among the items that made up the cost of doing business, which meant that it was reflected in the price of the goods.

### Has Included the Cost

The result has been that ever since he began to deliver he has included the cost of service in his retail selling price. It may be added here that retail trade delivery is the most expensive kind of transportation known; it is also worth while to mention that the public has unfortunately been taught to expect a maximum service in this particular. It is the function of the retail merchant to serve the public, and he has now little or no option. If he wants the business he must furnish the delivery. The custom has extended itself so that he cannot control it. It may be that sentiment among retail dealers is favorable to a restriction in delivery service, as recent efforts at reform would indicate. But the general principle of full deliveries cannot be changed. Therefore, the customers who live near a store and carry home their purchases usually pay the same prices as the ones who demand that the articles be delivered in some distant and widely-separated parts of the city. There are frequent occasions, indeed, when the cost of delivery exceeds the selling price of the goods delivered.

### Important Factor

We are discussing the subject of delivery at some length because we believe your board is interested in learning about its important bearing on the distribution of merchandise at retail. We would go so far as to suggest that your board consider the advisability of securing to the customer who performs delivery service for himself the benefits of that service. An innovation of this kind would exert a very beneficial influence economically, because it would lead directly to reductions in the retail prices for many lines of goods. We believe that any customer who desires to save the cost of delivery on his purchases by taking the goods with him should have the opportunity of making that saving. The only way in which that saving can be assured to him is by a policy of charges for deliveries.

### Dictate Methods

We have already referred to the growing tendencies of outside organizations to dictate methods and terms to merchants as employers. The principal manifestation of this development is to be found, of course, in the case of wages. The increases in wages paid to employees of retail stores during the past two or three years are unprecedented in the history of business. The situation gains seriousness chiefly through the fact that a considerable part of the service purchased by the merchants is inefficient and indifferent at the beginning. The increasing scale of salaries is being paid to employees who come to the place of business uneducated for their work. This fault is largely due to the Government's failure to furnish institutions of education in which employees may be prepared for business careers. Under present circumstances it is essential that the staff be trained by the merchant. Even during the period of education or training, however, they are receiving large salaries based on the current cost of living. As salaries are by far the most important item in the expense of retail business, this state of affairs naturally increases the retail prices. It would seem to us that reforms by the Federal or Provincial Government would terminate the unfavorable features we have just mentioned, and that your board might make effective recommendations along that line.

### Requires Consideration

We have deliberately refrained from showing resentment at the interpretations placed by newspaper writers on material submitted to your board. But we feel that an item in one of these papers proclaiming that retail merchants were making a yearly gain of 7,000 per cent. on bacon requires some consideration. Your board may remember that this item purported to give an account of the proceedings here at which retail merchants were being called to testify. While we clearly understand that your board has not exercised jurisdiction over newspaper reports, we beg to submit that these reports mislead the public and do a serious injustice to the retail merchant. Our object in drawing this phase of the subject to your attention is to point out that the principle of basis employed by your board in arriving at the so-called gross profit on various articles is followed by the daily press. It appears to us that there should be attached to your board, as a part of its organization, a recognized expert in the principles of merchandising, who could assist you in determining such matters as profits fairly and accurately.

The Retail Trade Bureau and the Retail Merchants' Association realize that there are problems and weaknesses in the system of distributing merchandise. We desire to make clear to your Board and to the public our belief that some of these may be remedied only through legislation. We know that the retail merchants will gladly co-operate with your board in its efforts to reduce the cost of merchandise. We take the liberty of requesting, on behalf of the Retail Trade Bureau and the Retail Merchants' Association, a similar measure of co-operation.

**Percentage of Expense to Selling Price for Year 1918**

Submitted by a Winnipeg merchant.

| Item. | Per Cent. |
|---|---|
| Advertising | 2.92 |
| Bonuses | 1.75 |
| Delivery | .47 |
| Depreciation | .72 |
| Donations | .44 |
| Express and freight | .54 |
| Insurance | 1.17 |
| Interest | .33 |
| Light | .47 |
| Postage | .08 |
| Rent | 4.56 |
| Repairs | .05 |
| Salaries | 14.53 |
| Stationery and office | .08 |
| Sundries | .76 |
| Taxes | .62 |
| Telephones and telegrams | .10 |
| Travelling | .44 |
| Wrapping supplies | .51 |
| Total | 30.54 |

## TO PROVIDE WATER SUPPLY

Regina.—Dr. W. D. Cowan, M.P., states that after several sessions with the Minister of Public Works with regard to the situation at the foot of Last Mountain Lake he has secured a promise from the head of the engineering branch that an amount would be placed in the estimates for the next session for the work necessary to retain the water in the lake at its present level, and, at the same time, give an adequate water supply to all farmers in the Qu'Appelle Valley east of the present dam.

**Table Showing Price at Which an Article with an Invoice of $1 Must be Sold in Order to Make Any Desired Profit.**

| Net profit | 1% | 2% | 3% | 4% | 5% | 6% | 7% | 8% | 9% | 10% |
|---|---|---|---|---|---|---|---|---|---|---|
| 15% Cost of doing business—Sell for..... | 1.19 | 1.21 | 1.22 | 1.24 | 1.25 | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 |
| 16% Cost of doing business—Sell for..... | 1.21 | 1.22 | 1.24 | 1.25 | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 |
| 17% Cost of doing business—Sell for..... | 1.22 | 1.24 | 1.25 | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 |
| 18% Cost of doing business—Sell for..... | 1.24 | 1.25 | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 |
| 19% Cost of doing business—Sell for..... | 1.25 | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 |
| 20% Cost of doing business—Sell for..... | 1.27 | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 |
| 21% Cost of doing business—Sell for..... | 1.28 | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 | 1.45 |
| 22% Cost of doing business—Sell for..... | 1.30 | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 | 1.45 | 1.47 |
| 23% Cost of doing business—Sell for..... | 1.32 | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 | 1.45 | 1.47 | 1.49 |
| 24% Cost of doing business—Sell for..... | 1.33 | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 | 1.45 | 1.47 | 1.49 | 1.52 |
| 25% Cost of doing business—Sell for..... | 1.35 | 1.37 | 1.39 | 1.41 | 1.43 | 1.45 | 1.47 | 1.49 | 1.52 | 1.54 |
| 30% Cost of doing business—Sell for..... | 1.45 | 1.47 | 1.49 | 1.52 | 1.54 | 1.56 | 1.59 | 1.61 | 1.64 | 1.67 |

# Closed Car Increases Accessory Sales

## Important Development in Construction Means Much to Hardware Merchants — Big Advance Made in Securing an All-Weather Car — Factory Figures Show Big Demand for Closed Models

DEVELOPMENTS in the field of automobile construction have been so rapid and varied that the dealer handling accessories to-day has an unlimited field for business. The only trouble in the past has been the falling off of trade with the coming of cold weather. In this connection it is interesting to note the progress made towards the adoption of an all-weather automobile which will give service and comfort in the winter almost equally well as in the summer season. Without a doubt the closed car is now coming into its own. All recent developments in the world of automobile manufacture have been toward this end, and the transformation holds further trade possibilities for the hardware dealer handling accessories.

It is difficult to compute the number of closed cars now in use in the large cities, as a result of this recent trend of the market, but it has been estimated by dealers that at least 25 per cent. of the factory output this year will be closed models. In addition about ten per cent. of the cars in use are equipped with winter tops. The estimated percentage of increase in closed-car output each year since 1915 is recorded by dealers as follows:—

1915—10 per cent.; 1916—15 per cent.; 1917—20 per cent.; 1918—20 per cent.; 1919—25 per cent.

It is evident from these figures that there is an increasing demand for closed cars. The motor car owner of average means wants a car that can serve him the year around.

With the return of peace conditions, manufacturers report that this trend has set in more strongly than ever. The result has been to increase the number of expert body builders in the large manufacturing centres, and factories are engaging experts to design for closed cars articles of elegance and luxury. These include such lines as vanity cases, clocks, dome lights, silk window curtains, cigar lighters, speaking tubes, ventilating appliances, window regulators, reading lights, foot warmers, etc. One new model of this season has, in addition, a compass and a folding kodak as part of the regular equipment. Something new in the way of collapsible extra seats is being worked out. Finest quality slip covers are also in big demand in the closed models.

### WORTH WATCHING CLOSELY

The demand for such articles as these increases the field of trade in automobile accessories, and while some conservative dealers might think the day for such articles of luxury is far distant as regards the average motor car owner, manufacturers point out that the demand for these lines is such that dealers will be well advised to watch closely the trend of the market in that direction.



*This window arranged by the Summe r Co., of Moncton, N.B., was most successful in the object for which it was designed, to bring in the hunters who were off to the woods for their annual shooting trips. The idea was cleverly worked out the background making a striking setting for the rifles, ammunition, etc. There are points here that any hardware merchant may adopt.*

# Keep Up Window Displays to Last Day

## Belated Buyers Are Always Out in Crowds and You Can Cash In on Some Splendid Business—Lists of Gifts Often Help Customers in Deciding Purchases

CHRISTMAS will be here in just twelve days, and there is every indication that this year's trade is going to be a record breaker. The only thing that can stop it, apparently, is that hardware merchants in many cases are unable to get enough goods to meet the demands. There is only one way to get around this, and that is to push to the limit the merchandise you have got.

The last few days can spell the difference between profit and loss. Every minute of that time is doubly valuable, and as much of it as possible should be employed in the actual turning out of the goods and taking in of the money.

The belated buyers will be coming in crowds, and there will be limited opportunity for salesmanship. That is where the Christmas window will help take the burden from the shoulders of the tired salesman.

### Keep Them Trimmed

Keep your windows neatly trimmed to the last day, even if it takes night work. They are the biggest sales asset you have in those last few days before Santa comes. Play them up to the limit, and put into them all the attractiveness, all the spirit, and all the suggestion you can. Also put in as many varieties of Christmas merchandise as they will stand and your stock will permit. Decorate with snappy show cards, and don't be afraid to use price cards. This is always important.

The Christmas shopper is a sensitive mortal, and hates to be forced to ask the price of every article that strikes his fancy. He likes to see price cards in the Christmas display.

The more goods the windows can sell, the more time your salesmen will have to push the things that you may not wish to carry over. The more preparatory work that can be done through the display, the easier it is to close the sales.

Show cards will also help in increasing sales. Seasonably decorated cards with such phrases as "Gifts for Mother," "Just the Thing for Father," "Little Sister Will Like This," "A Real Gift," and other phrases on cards placed with the various window groups will do much of the thinking for the perplexed shopper.

Show cards, price cards, and your display, will get the customers into the store, and then it is up to the salesmen.

Christmas windows naturally should reflect the gift spirit, and should back up that reflection with a goodly assortment of gifts. Variety gives the prospective customer an opportunity to exercise a choice; it leads him to believe that there is a still wider range of choice inside the store, and induces him to enter. Last, but not least, variety gives him a wonderful opportunity to learn from the remarks of others just what gifts would be most pleasing to them.

Many hardware merchants have found that by publishing lists of suggestions for appropriate gifts and also by having lists printed and distributed, they stimulate sales. These are usually classified so that the prospective buyer may easily find something suitable for an adult or juvenile. One hardware merchant's list is as follows:

### FOR FATHER

Smoking sets, toilet sets, Safety razors, shaving outfits, extra fine pocket knives, auto tires, auto tire chains, side-mirrors, box of wrenches, tubes, tool sets, repairing outfits, ornaments, electric desk or reading lamps, lanterns, flash lights, fishing tackle, guns, rifles, ammunitions, show shoes, punching bag, game traps, toboggans, hunting sacks, electric heaters, single or double coils, sleigh bells, chimes, horse blankets, extra fine whip, electric lantern, carpenter's tools, waterproof coat, hat and pants, etc.

### FOR MOTHER

Electric iron, electric heaters, electric cleaners, cut glass, oven ware, carpet sweepers, mops, bedroom mirror, kitchen utensils, such as roast pans, enamel or pressed steel, flour and bread boxes, household sets of 5 pieces, bread mixers, washing machines and wringers, bath room fixtures, oil stoves, food choppers, cutlery, scissors, meat carvers, cake cutters, silver knives and forks, nickel tea percolators, coffee pots and kettles, toilet and manicure sets, hair brushes, aluminum ware and enamel ware.

### FOR BROTHER

Manicure and toilet sets, bedroom mirrors, shaving outfits, smoking sets, cigarette boxes, flashlights, hockeys and pucks, bicycles, tires, ankle supports, straps, lamps, tubes and tires, bells, wrenches, toboggans, snow shoes, guns, rifles, sleighs, skates, etc. Toys of all kinds, Kiddie-Kars, shoo-fly horses, wheelbarrows, shovels, etc.



### FOR SISTER

Ladies' companions, sets of scissors, hair brushes, combs, manicure and toilet sets, reading lamps, skates, snow shoes, sleighs, inkstands, jewel cases, toilet mirrors, piano statues and ornaments, dolls, go-carts, cutters, dolls, sleighs, and all kinds of games.

### WHAT A FLASHLIGHT MIGHT HAVE SAVED

Damage estimated at $25,000 was done the Montreal Warehousing Company, No. 3 Shed, about ten days ago.

Ernest Tanguay, an employee of the Dominion Iron & Wrecking Company, testified that he had lighted an oil lamp to enable him to see what he was doing when he found it necessary to crawl under an automobile he was putting in storage for his company. The gasoline tank had become clogged up and it was necessary to drain all the liquid out of it before storing car away for winter. When the gasoline began to flow, it poured all over the ground and it is expected that some of the fumes must have reached the light of the lamp. The fire thus started caused the above estimated damage to automobiles, etc., stored in this building.

The use of a flashlight would have avoided an accident of this kind, and this is but another of the numerous cases to show how important it is that lighted lamps should not be carried in places of this kind, or where gasoline or other inflammable goods are kept or stored.

### VAST POWER AVAILABLE

Vancouver.—Three million horse power is the estimate given the amount of power available in water sites of British Columbia, in a report which has been prepared by Arthur V. White, consulting engineer of the Dominion Commission on Conservation. Of this amount, 2,500,000 horse power is capable of development for commercial purposes, according to the report, which states that at the present time only 300,000 horse power is being used in the province.

# Great Activity Looked For in Building

## Every Indication That the Spring Season of 1920 Will See All Past Records in Canada Smashed—If Weather is Open Considerable Construction Will Proceed During the Winter Months

AN experiment in connection with relieving the housing scarcity is to be tried out in Toronto in the shape of what is known as the "quadruplex bungalow." The plan will, it is expected, be watched with a good deal of interest all over the country by municipalities who have to meet the problem of house shortage.

The "quadruplex bungalow" idea, as advanced by W. E. Dyer, was unanimously endorsed by the Property Committee and recommended to the city council. Mr. Dyer asked permission to establish a group of thirteen of these structures, comprising fifty dwellings, to be operated on a rental basis under the control of the Toronto Housing Company, which was, he said, prepared to accept the responsibility.

### Will Be Distributed

The site selected for these dwellings is the Toronto Housing Company's property and the plan submitted indicated that they would be distributed six on either side, with one at the north end. The last would include only two dwellings, the remainder four each. The central portion of the block is shown as a park playground.

With Mr. Dyer, Mrs. L. A. Hamilton, H. W. Davidson and V. Kearns-Batchelor spoke in support of the proposal. They asserted also that it had met with the approval of Lord Leverhulme, whose employees are housed under similar conditions at Port Sunlight.

### Building Activity

Advices from all parts of the country indicate that great building activity is expected. Architects are very busy with plans and a feature of the work they have on hand so far is the large number of the better class of dwelling houses. Many of the homes that are planned are of a type that will cost from $4.000 to $7,000. The moderate sized, comfortable, homey style of dwelling seems to be decidedly popular.

The construction of these will not be in the cities alone. Out in the country districts scares of farmers, who have been making handsome profits out of their produce, are figuring on erecting new dwellings.

### Housing Commissions

Housing commissions all over the country are busy with plans and the expenditure already in sight from this source alone will run into several millions. While these homes are not of the higher-priced kind, they will, in the great majority of cases, call for substantial construction and many excellent opportunities will be afforded to hardware merchants to supply various lines.

An encouraging feature from a construction standpoint is the attitude being shown by many of the labor unions. Apparently they are realizing that labor unrest has resulted during the present year in several million dollars' worth of building being held up. In order to avoid this during 1920 and restore confidence, they are endeavoring to unify agreements in the various trades and have an understanding arrived at at an early date, so that construction may be commenced early and proceed without interruption.

### Build During Winter

There is every indication that if weather conditions are at all favorable a good deal of construction work will be commenced during the winter. If the weather is open as it was last year, a great deal of work could be proceeded with. Many of those who commenced operations during the fall and have been held up through inability to secure shipments of brick or other commodities, are planning to go ahead with the work as soon as they can get the materials. This will also mean considerable activity.




From Ottawa comes word that to avoid any possibility of strikes or disagreements over hours or wages in the building trades next year, when exceptional activity in construction is expected, steps will be taken early to reach an agreement between employers and men engaged in the building trades.

This unusually early move towards an agreement on wages is due to the unrest that has been evident this year, the many big works to be estimated on for next year, and the fact that there has been dissatisfaction in some branches of construction work recently regarding wages and also employment of unskilled men on some jobs unions hold to be work for their men.

At the annual meeting of the Ottawa branch of the Canadian Building and Construction Industries next Wednesday, Mr. Hugh Graham will move that a committee be appointed to consider drafting an agreement with the employees at an early date.

# Auto Accessory Business is Likely to Increase Steadily

NEW YORK.—Not even the most optimistic can believe that the next ten years will show a similar ratio increase in the number of cars in operation in this country that the past has, but judging from some of the inquiries being received from the export trade, American manufacturers have not only a decidedly optimistic outlook from the domestic trade, but an additional outlet for thousands of cars for shipment to foreign shores.

### Shows Rapid Growth

A study of the growth of the industry during the past few years is of interest. In 1903, when Ford started his career, his total output was 1,708 cars. In 1911 this had jumped to 34,000; 1913, 164,000; 1914, 248,000; 1917, 785,000; 1918, 700,000, with 1919's production estimated at one million cars. The General Motors, who were in 1911 but a comparatively small corporation, produced a total of 28,000 cars. This increased gradually until in 1914 the out-turn was 76,000; in 1917, 182,000; 1918, 246,000, with a probable output of 375,000 cars this year. Other manufacturers have shown a similar proportionate increase.

### Greatly Raised

It was estimated in 1917 that we had absorbed about all the cars that we were able to maintain in service. But since then this limit has been greatly raised by the immense increase of wealth and income of our people, which is still materially increasing and leaves plenty of room for expansion in the industry. The table gives an idea of the industries' growth:

| | Regist'n Dec. 31. | Year's Output. | Cars Scrapped. |
|---|---|---|---|
| 1911 .... | 677,000 | 210,000 | 5,700 |
| 1912 .... | 1,010,483 | 378,000 | 44,500 |
| 1913 .... | 1,253,875 | 483,000 | 239,600 |
| 1914 .... | 1,736,790 | 573,114 | 90,199 |
| 1915 .... | 2,471,595 | 891,618 | 205,620 |
| 1916 .... | 3,544,952 | 1,617,708 | 547,545 |
| 1917 .... | 4,941,276 | 1,938,778 | 542,454 |
| 1918 .... | 5,945,400 | 1,153,638 | 149,438 |
| 1919 .... | 6,700,000 | 2,800,000 | 2,105,400 |

This shows that for the period of nine years there has been a total of 10,000,000 cars built and almost 4,000,000 of these scrapped, so that it can be seen that the life of the average car is somewhat less than three years. It is estimated that the present capacity of all recognized automobile and truck manufacturers would be required simply to replace the cars that are scrapped each year.

### All Records Broken

At the present time the building and delivery of cars is going on at a rapid rate, far in excess of all previous records, whereas the increase in registration is comparatively small. This means that thousands of motorists who last year kept their old cars in service as they were unable to secure new ones, are now purchasing new machines. The figures also indicate that in 1914, old cars were kept in service because of business depression. Past experience of manufacturers has well demonstrated that the American people want above all newness. We apparently live in terror of being considered out of date, and to satisfy our vanity are buying cars often more from the outward appearance than from a durability standpoint.

### Accessories Active

In auto accessories similar conditions exist, particularly in the lines of goods that may be considered accessories rather than necessities. While it is not desirable for a jobber to ever sacrifice durability for show, yet the finish and style and the points that will please the eye of the public about any line of merchandise must always be borne in mind, for the more attractive accessories are made, the quicker they will sell at a higher margin of profit.

### Future is Bright

The accessory dealer has every reason to believe that business with him will not only continue good, but will be greatly improved and with the increasing demand, short and slow deliveries are to be expected, making it advisable for him to anticipate his wants for a greater period than he normally would.

It is doubtful if prices will show any material change as long as the demand continues on its present high plane and as long as the increase is so evident. Therefore, there is apparently nothing to lose from making purchases early and taking in stock against existing contracts as promptly as possible.—*Auto Links.*

## Fiddling While Rome Burns

The world is hungry for the things we eat, wear and use. Stark Hungry! The cupboard is bare as a bone. Prices mount to staggering figures and the cry of our worker is—more pay; shorter hours—and then a shortage shoots the price of things up another notch; again the cry—more pay; less hours.

*Ye Gods! Must the vicious circle continue? Shall we never see that it is more hours we need; that to reduce the cost of the things we use, we must produce not less but more?*

*The countries of Europe have nothing to sell, their shelves are bare. They want to buy—to buy from America—to buy the things that America makes—and the answer of our workers is—reduce our hours—44 hours a week instead of 60—a cut in production of 25 per cent.*

*Short hours in the city has made the farm worker restless, he, too, wants short hours and increased pay. May kind Providence preserve us if farm workers ever insist on 44 hours per week or an 8-hour day.*

*We may keep high wages. We may keep our present scale and still reduce the cost of living by a simple remedy—work—good, hard, honest, faithful service—not 8 hours, rather 10 and then some. Let us for one year, at least, resolve to work and work like H——.*

*—Campbell's Courant.*

## BRITISH TRADE FIGURES MOST ENCOURAGING

The British Board of Trade returns for November indicate that, despite labor unrest and similar deterrent factors, British trade is making steady headway towards pre-war figures. While imports are still increasing, exports are growing far more rapidly, while re-exports are increasing many fold. British trade would appear to be approaching a business footing again. Sales of goods to European allies have been exceptionally heavy, and the break in sterling in New York is partly attributable to this, as most of the Continental sales are credit and purchases from the United States on a cash basis. Only about seven per cent. of British exports are now going to the States. Should the States begin to grant credits to European nations, it is indicated that sterling will immediately recover to some extent in the New York market.

British exports to-day are nearing pre-war figures. Her ships are earning at the rate of $5,000,000 a day, thus proving an important factor in her earning power. Money appears to be plentiful in London now for extra-home expansion, appreciable quantities being available, not only for enterprise within the Empire, but even in the United States itself, despite sterling's depreciation.

## EXPECT TO USE OIL

Progress already made in the adaption of heavy oil for use in engines and plans for further improvements which will mean cheap fuel for automobiles were the chief topics for discussion at the fortieth annual convention of the American Society of Mechanical Engineers, held in New York on Monday.

E. B. Blakely, of Chicago, described the new Hvid engine, which is now being extensively used by tractors and for elevator machinery and similar purposes. The Hvid engine contains one still which is so arranged that as long as this fuel oil will flow through a pipe this still is able to crack the oil in such a way as to free the lighter constituents which are made use of in injecting the fuel by means of a preliminary explo-

sion in a small steel cup. The heavy fuel is sprayed into a combustion chamber by the pressure which is generated by the preliminary combustion. Engines of this type can employ kerosene and even heavy crude oil and various oils which are much cheaper than gasoline. A statement was made by Mr. Blakely that it could be run for about a quarter of the cost of gasoline engines, and that, as compared with an engine where coal had been used under the boiler, the cost of obtaining power was still less.

Mechanical engineers are endeavoring to perfect engines burning cheap oils for use in trucks and automobiles, and the indications are that considerable success will be reached in that line.

### BRITISH INDUSTRIES FAIR

Admission to the British Industries Fair, to be held at London, Birmingham and Glasgow, in February next, is by invitation only. Canadian buyers who propose to visit the Fair, can obtain invitations from the British Trade Commissioners in Canada at Montreal, Toronto and Winnipeg respectively.

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**¶ "I do not foresee any change from our present measure of prosperity for at least five years, probably for seven. The world is face to face with a famine of essentials. The shelves of the grocer, the draper and the hardware merchant are bare, the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price because the goods are not there to purchase. While these conditions last, while all the world is a buyer, there can be no thought of hard times."**

# Prosperity Assured for Years to Come

*An Interview with*

**LORD LEVERHULME.**

The world has been very full of croakers of late years, and a change in the tone of the music comes gratefully to the ear. Certainly no one could accuse Lord Leverhulme of Port Sunlight, England, head of the great Lever Brothers soap business, and one of the largest employers of labor in the world, of being a croaker; no one could accuse him either of being a man of incautious judgment. He stands as one of the big business men of the world and frankly declares himself an "incurable optimist," not only in regard to general affairs, but in regard to the present disturbed business conditions, and the somewhat uncertain future. "I do not foresee any change from our present measure of prosperity for at least five years, and probably seven," stated Lord Leverhulme to HARDWARE AND METAL. "The world is face to face with a famine of essentials. to face with a famine of essentials. There are too few ships to provide for our needs, there are bare shelves. The shelves of the grocer, the draper and the hardware merchant are bare, and the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price, because the goods are not there to purchase. This condition cannot be remedied in a day. It will be years before production can equal demand, and until it does there will be a ready market for everything that can be produced, and that is so, I believe, quite despite present exorbitant prices. People will pay these prices because only by so doing can they supply their needs. While such conditions last, while the world is a buyer, there can be no thought of hard times. That is the condition existing in this first period of reconstruction, as I see it, and that is a condition that I believe will certainly exist for a period varying from five to seven years. I do not think that in this time any conditions can arise that will greatly modify this judgment.

#### Wage Reduction a Catastrophe

"In what might be called the secondary period, the period that will follow the time when the world's production has again been brought equal to the demand, the stability of business conditions will be contingent upon two factors: the continuance of present wage conditions to the worker, and a reduced production price that will permit of lower prices. In my opinion, any reduction in wages would be a catastrophe and would unquestionably result in one of those periods of depression that we have had from time to time. Any lowering in the wage market, and such will be the case if industries are shut down and the labor market becomes flooded with excess labor, will react sharply on business and will bring about a condition of hard times.

"On the other hand the laborer must be brought to see the fallacy of the doctrine held by some that a re-distribution of wealth would afford any remedy. You might as well say that the mortgage on the home could be raised by rearranging the furniture. Re-arrange it as much as you like, but the mortgage would still be there till someone goes out and takes off his coat and earns the money to raise it. The thing we must look forward to is when the workingman's five dollars can buy seven dollars' worth of goods as they are at present prices, but such things can only be if the workers as a whole, and that means most of us, for we are all of us bartering one sort of labor for another, are prepared to work to raise the mortgage. The high prices of goods is ninety per cent. paid by the working class and if they neglect the production that would lower prices they are merely raising prices on themselves."

"A reduced production price depends on the co-operation of labor, and on sound economic handling. For instance," said Lord Leverhulme, "there was a man in here a short time ago showing us a machine that would do the work of ten men. Now when you have one man doing the work of ten, then you have a

(Continued on page 86)



# EDITORIAL COMMENT

## *HEALTHY GROWING PAINS*

INFORMATION gained at first hand from actual conversation with a large number of hardware merchants shows that an unusually large percentage of them must in the very near future secure larger quarters in which to carry on their steadily growing businesses. There are two outstanding features of the hardware trade in Canada at the present time. One is the inability of the merchants to secure anything like sufficient merchandise to meet their requirements. The other is the scarcity of room in stores which not so very long ago were deemed ample to carry all the stocks required. Merchant after merchant in the past few weeks, in discussing business matters with HARDWARE AND METAL, has expressed himself more or less as follows: "We must have more room. We are losing business simply because we have not got the room to carry our stocks. Business has never been better. We hope in the spring to take the store next door and that will give us room for more goods." In many cases it is not the store next door, but an addition that is planned, or the purchase of new and larger premises. But the number of times this lack of room was reiterated, and by merchants in all parts of the country, made it an unmistakable indication of what is taking place. No business is on a more substantial foundation in Canada to-day than the hardware trade and no merchants are looking forward more confidently to bigger business than the hardware merchants. They are suffering considerably in a great many cases from growing pains, but they are healthy growing pains and sooner or later the only remedy for cases of this kind, larger premises, will be applied.

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## *BRISK BUILDING SEASON AHEAD*

WITH the most active building year since 1914 drawing to a close, there is every indication that next season will see all records for construction smashed in Canada. This, too, in spite of the highest prices on record for many commodities essential in building. The scarcity of homes all over the country remains acute and it is not exaggerating at all to say that thousands of people are living either doubled up with others, or in places where they intend to remain only until they can get better accommodation. Another factor in the situation is that in the larger cities especially, thousands of those who do not own their homes have been the victims of landlords who have proven absolutely heartless. These "gougers," as they have been rather appropriately termed, have been demanding and getting rentals that are out of all proportion to the value they are giving. They have taken advantage of the man who has to rent and who cannot help himself. The result in a great many cases is that the renter is planning to become an owner even though he realizes that it is going to cost him something to build his own home. Another condition that seems general all over Canada is the real scarcity of small dwellings suitable for the requirements of working men. Heads of factories in many places have been taking this matter up with councils and others, urging that something be done in order that they may enlarge their staff of workmen to take care of steadily growing business. All this of course means opportunity for the hardware merchant. It means chances for him to sell not only the materials used in building but the many articles used in equipping the home for occupancy. In the previous issue of HARDWARE AND METAL a manufacturer gave it as his opinion that as far as the future was concerned, it was going to be, from the merchant's standpoint, not a question of price, but of getting the goods to sell. Hardware merchants, more perhaps than any other class of retailers, have known just what this means for the past five years and many of them are sizing up the outlook and laying their plans accordingly.

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## *PROMPT ACTION IS NEEDED*

THE *Financial Post* makes timely comment in regard to the important question of "Should the Government Keep the Railroads?" This is a matter which is of particular interest to business men all over the country. The *Financial Post* says:

"That the return of all the railroads in Canada to private ownership is the solution of the national transportation problem has been argued by W. F. Tye, one of the leading authorities on the railway situation in Canada, before the McGill Canadian Club at Montreal. The people of the United States had learned a lesson from Government operation and were longing for the time when the roads would be given back to their owners, he said, and pointed out that the only successful Government railways had

been in Germany where conclusions could not be drawn because the systems were part of the military machine and both cost of operation and revenue charges could be regulated to suit the conditions prevailing.

"That the Government should regard the railroad problem as one which may be solved without the permanent adoption of public ownership on a broad scale will appeal to most people with a practical knowledge of the question. Even accepting the Government's argument—which we do not—that there was no other way out of the crisis than to take over the various roads, it does not necessarily follow that it is in the interests of the people of Canada that the Government should go into the transportation business on a big scale permanently.

"As we see it, the business of the Government is not to run railroads simply because it made loans on railroad security which were defaulted, any more than it would be the business of a bank to do so under similar circumstances. The bank would, perhaps, take over the property temporarily, and handle it in a manner to realize the largest possible sum when conditions favored a sale. This is the course which the Government might very well consider—to maintain the properties in the most efficient conditions possible, to improve that condition if feasible even to the extent of further investments, and then dispose of them when this can be done to advantage.

"The Government has made its mistakes in its policy of making advances and undertaking guarantees for railroad construction. These mistakes involve financial losses. It would be better to face these losses at once than to attempt a policy which will cover them for the time being, but lead to still greater losses in the future. It is a wise business man and a wise Government that knows when it is good policy to face one loss and thus prevent other losses."

## *WATCH YOUR STOCK*

THE coal shortage has occasioned many difficulties, and among them stands prominently the lessened service on the railways. This is going to have a more pronounced effect on the merchant in the smaller centres than may appear on the surface. The friendly face of the traveller will not be seen as frequently as of yore leaning across the counter, bringing a breath of the outside world to the secluded merchant, and by his jaunty air giving a new color to the day. The traveller is going to find it hard to make his rounds, with nearly a hundred trains cut off in Ontario alone, and the merchant is going to miss this incentive to watch that his stock does not get below normal. He is going to have to be his own incentive for some time to come, and he must needs keep this fact in mind, for not only is the traveller to be seen less frequently, but there will be fewer chances to get the goods forward, and with the naturally congested traffic a materially increased possibility of delay. If he is to keep his business at par he must watch his stock.

## *COAL STRIKE IS ENDED*

THE most welcome news which the people of Canada have received, perhaps, since the signing of the Armistice came over the wires on Wednesday evening in the shape of a statement that the striking soft coal miners had accepted the proposals of President Wilson in regard to wages, and would return to work at once. Few people can imagine the hardship and suffering that would have been occasioned to millions of people had the strike gone on. Although the men went out only five weeks ago the dislocation of business already has been serious. The cutting off of scores of trains and the shutting down of many factories will now, it is hoped, be only temporary. In spite of the fact that the miners are going back to work, the strictest economy in the use of fuel will be necessary. This is made clear in a warning just issued by the Dominion Fuel Controller from Ottawa in which he points out that there will be no relaxation yet of the regulations that were imposed with a view of saving every pound of fuel possible. It is likely to be some time before the train service is back to normal. However, the fact that it will get back to normal and that coal will be forthcoming sooner or later is sufficient to bring joy to the average citizen who was beginning to wonder just what might be ahead, in spite of the fact that most householders had their supplies of hard coal safe in their cellars. Had the strike continued indefinitely there is little doubt that hundreds of thousands of workers would have been either out of work completely or on very short time. Just what this means now when the whole world is crying for more goods can be realized. There is another aspect to the question and that is its effects on future prices. If the operators have to pay largely increased wages, sooner or later they must charge more for their output, and this in turn will be reflected all along the line. This, however, is a matter which will have to be adjusted later. The main thing just now, from the standpoint of the retail merchant, is that coal is going to be produced and that the factories which supply him with merchandise will not have to close.

## *EDITORIAL NOTES*

ONCE there was a town which never had any telephone troubles, long waits, wrong numbers and so on. It had no telephones.

* * *

THERE can't be so very much unrest among organized workers. So many thousands of them are resting.

# EVENTS IN THE TRADE

## Business Changes

Minburn, Alberta.—J. H. Bedard has purchased the business of the Stewart Hardware Co.

Falher, Alberta.—Vezina Gamache and Pomolus Godory have registered partnership in the Falher Hardware Company.

Adanac, Saskatchewan.—F. W. Moorlend has purchased the full interest in the hardware firm of Moorlend & Son.

Toronto.—J. H. Smith and A. J. Goldsmith, of the Acme Hardware Co., 2425 Yonge St., have dissolved partnership. The business in future will be under the control of A. J. Goldsmith.

Westport, Ont.—Ernest Gunter, hardware, is succeeded by J. A. Homer.

## Personals

W. H. Davison, of Paisley, Ont., was in Toronto on business during the week.

H. R. Douglas, of Bradford, Ont., was in Toronto during the early part of the week.

J. H. Smith, until recently a partner in the Acme Hardware Co., Toronto, is leaving shortly for California.

## Obituary

Death came very suddenly to William H. Davy at his home, 76 Normandy Boulevard, Toronto, on Sunday. He sustained a stroke, and died soon afterwards. Mr. Davy was 54 years old, and a native of Sydney, Australia. Twelve years ago he came to Toronto from Montreal, and since that time has been travelling for the International Varnish Company. Besides his wife, he leaves one son and one daughter.

Injuries sustained by falling down stairs at his home in Tilbury, Ont., on Sunday morning caused the death a few hours later of Mungo Stewart. He sustained such injuries to his head that no hope was held for his recovery from the first. Mr. Stewart was 82 years old and the pioneer hardware merchant of Tilbury. He was a native of Quebec, but moved to Tilbury East Township at the age of nineteen, where he conducted a saw mill and engaged in farming for twenty years. He then moved to Tilbury and opened the first hardware business in the town. Mrs. Stewart predeceased her husband twenty-three years. Surviving members of the family are two sons, James, of Walkerville; Samuel, of Tilbury, and two daughters, Misses Margaret and Ella.

The death occurred at his home in Cleveland, Ohio, on Sunday, after an illness of only one day, of Lyman H. Treadway, president of the Pec, Stow & Wilcox Co., manufacturers of tools. Death was due to heart trouble. Mr. Treadway was 57 years old, and the direction of the hardware manufacturing end of the business was the main activity of the greater part of his life. He was very prominent in Masonic circles, and although always a busy man, always found time to devote to public matters. He was a former president of the Chamber of Commerce and a trustee of St. Luke's Hospital. W. H. Hughes, of Toronto, the firm's Canadian representative, attended the funeral.

## Trade Notes

The Active Roofing Co. has been registered at Toronto.

The Universal Furnace and Damper Co. of Toronto has been dissolved.

D. R. Williams, hardware and implements, Atwater, Sask., has sold out.

J. E. McEwen, Spirit River, Alberta, is adding hardware to his general store stock.

The Imperial Glass Works, Toronto, jobbers of glass, is discontinuing business.

The R. & H. Hot Water Generator Co. has been registered at Montreal by James W. Donnelly, Jr.

Flewelling Bros., grocery and hardware, Fairville, New Brunswick, have assigned to T. H. Somerville.

The Western Wheel and Foundries, Ltd., St. Boniface, Manitoba, has obtained a Dominion charter.

The Earl Grey Hardware Company, Earl Grey, Sask., plans to change its name to the A. M. Nairn Hardware Company, Limited.

The St. Lawrence Broom and Brush Co., of Montreal, has been dissolved and a new firm formed, which will continue under the same style.

E. Edelmann & Company, Chicago, manufacturers of automobile parts and accessories, are erecting a new factory which will give them 67,000 square feet of additional space.

A winding-up order has been granted in connection with the Canada Stove and Foundry Co., Ltd., St. Laurent, Quebec, and Paul L. Turgeon appointed provisional liquidator. A meeting of the creditors is to be held on December 15.

Robert McKenzie, who returned recently after serving overseas, has purchased the hardware, tinshop and plumbing business conducted by Peter Shiells at Kincardine, Ont., for the part thirty years. Mr. McKenzie learned the business with Mr. Shiells.

## Montreal News

E. M. Trowern, of Ottawa, Dominion secretary of the Retail Merchants' Association of Canada, was in Montreal this week.

The drive for new members for the Montreal Board of Trade has been continued throughout the present week, resulting in securing around one hundred members by Wednesday.

Raymond A. Catlin, who has represented the Corbin Cabinet Lock Co. in this section of Canada, calling on the jobbing trade for several years, made his farewell visit last week. HARDWARE AND METAL is informed that Mr. Catlin will accept an appointment at the home office.

J. K. Illsley, special representative for Brandram-Henderson Ltd., Montreal, to Argentina, who went to the Southern continent in connection with extension work at Buenos Aires and other points, has reached Rio on his trip homeward.

J. H. Bennett, manager of the Canadian Warren Axe and Tool Co., Ltd., St. Catherines, was in Montreal calling on the firm's representatives here, Messrs. Richardson & Bureau.

A. J. McIntyre, of McIntyre & Taylor, Toronto, was in Montreal this week.

Norman O. Philp, of the purchasing department of Starke, Seybold Ltd., was this week a visitor to Chicago, where he attended a convention of accessory and hardware dealers.

A. A. Seeley, with A. C. Wasserstrom Co., manufacturers of razor strops, New York, was in Montreal this week.

Evans & Co., importers of sponges, chamois skins, and other lines, have removed from the Coristine Building to 247 St. Paul Street West.

Alexander Gibb, wholesale metals, was informed by one of his friends that he was reported dead; some of his friends in Quebec having read an apparent obituary notice to this effect. Mr. Gibb states that he feels very much alive and the press dispatch was not to be credited to him.

The Gillette Safety Razor Company's Social Club held a most successful dance in Stanley Hall. It was one of a proposed series to be held during the coming season.

## Western News

W. J. Bland, formerly sales manager at Winnipeg for the Canada Paint Company, has been elected vice-president and general manager of the T. L. Blood Company and the Twin City Varnish Company, of St. Paul, Minn.

## Incorporations

David Steel, Ltd., capital $100,000, head office Vancouver, B.C., plans to manufacture and deal in steel products.

Miller Saw Trimmer Co., capital $500,000, will have head offices in both Pittsburgh and Vancouver.

Simmons, Limited, capital $1,000,000, head office Montreal, plans to manufacture and deal in iron, steel and brass beds.

McPherson Wire Company, Limited, capital $400,000, head office Hamilton, Ont., plans to manufacture and deal in wire products of all kinds.

Everready Gopher Poison Company, Limited, capital $24,000, head office Limerick, Sask., plans to manufacture and deal in this line.

Gear Products of Canada, Limited, head office St. Catharines, Ont., capital $250,000, plans to manufacture and deal in pipes, heaters, and appliances for gas and gasoline.

Charles E. Goad Engineering Company, Limited, capital $300,000, head office Toronto, plans to manufacture and deal in motor accessories, storage batteries, electric appliances and vehicles.

Edgar Allen & Co. (Canada), Limited, head office Montreal, capital $50,000, plans to manufacture and deal in files, tools, steel wire rope, etc.

Canadian Nathan, Limited, capital $100,000, head office Montreal, plans to take over, as a going concern, the business of the Canadian Chadwick Metal Company, Limited, Hamilton, Ont., and to deal in tools, hardware, heating and plumbing equipment.

### INGERSOLL FIRMS PLAN BIG DEVELOPMENTS

E. A. Wilson, of the Ingersoll Machine Co., Limited, Ingersoll, Ont., has joined the John Morrow Screw & Nut Co., Limited, and will be vice-president and joint manager with J. A. Coulter, the head of the Morrow Company for many years. The Morrow Company has purchased an interest in the Ingersoll Machine Co., Limited, and the American Machine Products Co., Incorporated, of Detroit, and will, with Messrs. Wilson and Munger, formerly of Ingersoll, operate them, together with the Ingersoll File Co., as subsidiary companies to the John Morrow Screw & Nut Co., Limited.

At the plant of the Ingersoll Machine Co., $50,000 worth of new machinery is being installed to make a line of tools not previously made.

Col. F. H. Deacon, of Toronto, honorary president and director of the board, will devote as much time as possible to the development of the industries at Ingersoll.

### NAILS FOR ROUMANIA

St. John, N.B.—A new development of the trade of this port was heralded by the arrival of the steamer Lake Ellsbury to take on a part cargo of 450 tons of nails from the Maritime Nail Company, Limited, St. John, for Roumania.

# Many Hardware Firms Would Not Favor Any Central Buying Bureau

EFFORTS, which have been renewed recently, to organize a central buying bureau for the wholesale hardware trade, more or less along such co-operative lines as are followed by the United Farmers, have given rise to rumors that the amalgamation of the various wholesales in Montreal is contemplated.

Persistent rumors have been coming from Montreal regarding a hardware merger. Investigations by HARDWARE AND METAL failed to elicit any authoritative information from the persons mentioned in connection with the matter. The heads of the various wholesale houses were decidedly noncommittal.

"I have no statement, whatever, to make," said James Hardy, secretary of the Canadian Wholesale Hardware Association, when asked by HARDWARE AND METAL.

"What business is it of the retailers, anyway, if the wholesalers did contemplate any consolidation project?" he continued.

It was suggested to Mr. Hardy that any projects which the wholesalers might plan would affect the hardware business as a whole.

"Show me where it affects the retailers in any way," said he. "I have no statement to make."

A number of the firms, according to information obtained by HARDWARE AND METAL, would not favor any central buying plan, for the simple reason that they think no individual buyer would be competent to handle the matter. Their own buyers, they believe, would very often be able to buy at far better figures that could be obtained through a central purchasing department, and as this would involve very large sums of money, they would effect a great saving.

In the meantime, it is understood that litle progress is being made in the matter.

# Single Point Steel Price System is Strongly Defended

THE single point steel price system was very strongly defended at the investigation in Washington this week made by the Federal Trade Commission into charges that a better system should be devised.

Frank H. Scott, representing the Steel & Tube Company of America, declared the important question of the whole proposition is whether the market can be supplied by the Chicago steel consumers.

The 6,000,000 tons produced in the Chicago district, he declared, cannot possibly supply the demand of that district. "and you can't force investors to supply the extra mills needed to meet Western requirements by governmental edict," he asserted. Because the Chicago district must draw on the predominant Pittsburgh supply for the remainder of its steel, he said, Pittsburgh, by the law of supply and demand, dominates the price necessarily.

Abolition of the Pittsburgh base, he contended, would have no direct result in the shape of lower prices at Chicago. The independent steel mills, he said, would be throttled by such a change and the United States Steel Corporation would suffer least. This, he said, was because the steel corporation had producing plants at Milwaukee, Gary, Joliet, Duluth and Birmingham, and were these plants to sell f. o. b. mill they would, respectively, dominate the surrounding territories, and independent companies operating but one mill, would be debarred from these territories because of long-haul freight charges.

L. A. Manchester, representing the Youngstown Sheet and Tube Company, described the Pittsburgh base as being "a unit of measuring prices" and likened it in general to the standards of weights and measures.

C. W. Wickersham, representing the Lackawanna Steel Company, denied the commission's jurisdiction as to the Federal Trade Commission Act, stating the basing point system "is not a method of competition" and is not a "practice as between two competitors." He declared the Chicago district produces "less than 45 per cent. of the requirements of the Western district."

He asserted that abolition of the Pittsburgh base system would "prevent the Lackawanna Steel Company from selling west of its plants at Buffalo. It would kill our business as it is, and whether we can continue to operate at a profit we don't know." Judge Miller's clients, the Western Association of Rolled Steel Consumers, he said, "are the only people in the United States who would profit a penny by a change."

A report on the matter is to be made by the Commission.

### WILL AFFECT PRICES OF FERTILIZERS

Valparaiso. — Nitrate producers pronounce an advance in prices to ten shillings six pence per ton, owing to the increase in wages recently granted, and to higher railroad rates. It is estimated that 500,000 tons will be sold and shipped this season.

# Says Automobile Manufacturers Cannot Keep Up With Orders

ON his return from an extended trip to Europe, J. O. Linteau, president of the Montreal Automobile Trade Association, outlined some important observations which he had made while on the Continent, relative to the automobile industry, generally. On his return, Mr. Linteau was tendered a complimentary dinner by some of his friends in Montreal, and in this way he was welcomed back to his field of business activity.

**Orders Booked Ahead**

Mr. Linteau reports that the automobile industry in both England and France is not only taxed to capacity, but that the output is booked for several years ahead. He attended the automobile shows in both London and Paris and states that the output of cars in both these countries has been booked up to 1921. As indicative of the anxiety of some of the purchasers, he instanced a case where a man in London, who wants a car by a certain date, paid no less than five thousand dollars ($5,000) to obtain the delivery date held by another purchaser. He has done this so that he might secure the car he wanted next spring, and if he had not done this it would have been necessary for him to wait till 1921 for his model.

The manufacturers in these countries are inclined to give their output very close attention, and for this reason they are not anxious, Mr. Linteau stated, to rush their output too much. Obviously, this will leave an excess demand to be supplied from abroad and it will leave a considerable market to be exploited by Canadian manufacturers.

**France Has Big Variety**

Mr. Linteau states that the variety of cars made in France is very much greater than that found in most countries. Conditions in France permit the small manufacturer to obtain an opportunity for development, and this he takes full advantage of. If the Canadian manufacturer can promise delivery, the speaker believed that there would be no difficulty in obtaining business in the European markets.

An observation made along this line, by Mr. Linteau, was that automobile agents in the Old Country could not get cars to sell. This would be an opportunity for manufacturers to link up with men who knew conditions there and who could, doubtless, secure ready sales for any surplus cars that could be supplied. Providing that transportation difficulties could be met and overcome, Mr. Linteau feels that thousands of cars could be sold in the immediate future if they were sent across.

Mr. Linteau was very much impressed with the extent of the terrible devastation made by the war in France and Belgium and expressed his belief that it would take perhaps ten years before the damage could be required. While conditions in Belgium were somewhat similar, they were not, he thought, quite so severe.

# Finds Business Good In The Maritimes

Returning from a trip of several weeks to the Maritimes, Ernest Bureau, of Richardson & Bureau, Montreal, reports the business conditions in the Maritime Provinces to be in a very healthy state. This is evident in Halifax, particularly, said Mr. Bureau to HARDWARE AND METAL, where a great deal of building is still in progress. All through the country there seems to be plenty of money.

On Prince Edward Island the conditions are good. "The farmers have had splendid crops for several seasons, and they have secured good returns for these. It is said that the people of the island subscribed $10,000,000 to the Victory Loans The whole country is prosperous," said Mr. Bureau "and the fox industry is flourishing."

# Dominion Cartridge Co. Makes Staff Changes

The Dominion Cartridge Company, Limited, Montreal, has made several changes in its staff at various points and Mr. E. H. Johonnot, director of sales, has informed HARDWARE AND METAL of the following appointments:

E. H. Johonnot, formerly Western manager Dominion Cartridge Company, with headquarters at Winnipeg, has been appointed director of sales of the Dominion Cartridge Company, with headquarters at Montreal.

A. Stuart Boa has been appointed sales representative for the Province of Quebec, with headquarters at Montreal. Mr. Boa was connected with the Fifth Light Infantry Brigade staff, served in France, and returned to aCnada in May.

J. Cadham, formerly with the Dominion Cartridge Company at Vancouver, has been located at Winnipeg, and where he will serve the company as local representative.

**RESTRAINING ORDER ISSUED**

Judge George M. Bourquin, of the United States District Court for Montana, has granted a temporary injunction against the Montana Trade Commission putting into effect the drastic order requiring all merchants of the State to plainly mark all merchandise with both cost and selling prices. Arguments will be presented by opponents of the plan, setting forth the reasons why they believe the commission should be permanently restrained from placing the order in effect. Partially as a result of this order, there has been organized in Montana, with a membership nearly 100 per cent. strong, the Montana Development Association, and it is under the auspices of this body that the steps looking to a test of the constitutionality of the order have been taken. W. A. Selvidge, Billings, was elected president of this organization.

Mr. Selvidge has issued a statement setting forth the aims and purposes of the organization, emphasizing the fact that the members are ready to accept the court decision on the law in question. If the court says the law is constitutional, the orders of the trade commission will be cheerfully obeyed by every member of the association, says Mr. Selvidge.

# Great Oil Deposits In Western Canada

Returning from overseas in the early part of the present year, Capt. Norquay explored the McKenzie River basins with a view to ascertaining what the actual outlook was there for securing oil and minerals. He had followed up information which he had secured regarding the probable presence of these raw materials in that district.

While in Montreal, Capt. Norquay expressed his belief in the fact that immense quantities of oil were to be found in the above district. When these fields are developed, the whole Dominion and also the Old Country will have no shortage of oil supplies for fuel. Coupled with the existing transportation facilities it will be possible to deliver this oil to large shipping centres, from which it can be transported to any part of the world.

Capt. Norquay, expressing himself further, said that he believed that the McKenzie River basin would see a great development within the next few years and that the oil deposits here might be so developed as to be among the most important in the whole world.

**ACTIVITY IN TRAPPING**

Reports from the north country state that many of the Indians will make from $5,000 to $7,000 during the coming season in trapping. A great deal of trapping is also to be done by others than Indians. With unprecedented prices being paid, and with fur dealers ready to buy everything that is offered in order to keep up with the demands, there is little doubt that a record business will be done. All over the country boys and young men are going after the smaller animals, muskrats, mink, etc. In those districts where beaver are to be had there is great activity, as skins bring from $20 to $30, and very often several beaver may be obtained in one hut.

All this activity opens up some excellent opportunities for the hardware merchants in the sale of traps, guns and ammunition. One of the great troubles hardware men say just now is to get enough goods to meet the demands.

## Lt.-Col. E. G. Prior To Be Lt.-Governor

Press dispatches from Ottawa state that it is understood there that Lt.-Col. E. G. Prior, of Victoria, B.C., is appointed Lieutenant-Governor of British Columbia, to take the place of Hon. Frank Barnard, whose term has come to an end. The appointment, it is believed, has been made, although the order-in-council making it has not been signed as yet by the Governor-General.

Lt.-Col. Prior is the head of the hardware firm of E. G.. Prior & Co., Ltd., of Victoria. During the war, in a quiet way, he did a great deal of patriotic and other work. His son served overseas.

### CANADA'S GIFT APPRECIATED

Ottawa.—An interesting communication has been received by the Department of Agriculture from Belgium relative to the funds contributed in Canada to the British Empire Agricultural Relief Fund for the purchase of garden sets and small tools for farmers in the war-devastated areas of Europe.

The director of the Relief Fund in Belgium states that the total number of tools distributed totalled several thousand, and that many letters of thanks were received from the municipalities that benefited from the distribution. As a means of showing the gratitude of the Belgian people for the contributions occasion was taken at a livestock show to make a display of the tools distributed.

Over the display was a conspicuous sign indicating that the tools were the gift of Canada.

### WANT ROADS KEPT OPEN DURING WINTER FOR AUTOS

Melfort, Sask.—There is considerable discussion locally over putting forth an effort to keep the main roads leading to town open for automobile traffic during the winter.

Advocates of the scheme state that this is being done successfully in Manitoba, where conditions are similar to those prevailing in Saskatchewan.

The method employed in keeping the roads open is a liberal use of the disc and packer. It is claimed that the expense is comparatively trifling and that the required labor is easily obtainable.

The benefits and convenience derived from an open highway for autos during the winter season are obvious, and the plan should have the endorsation of local business men.

### MONTREAL MOTOR SHOW PROMISES TO BE SUCCESS

In view of the fact that the Montreal Automobile Trade Association has been able to secure a very large building for its forthcoming show in January, the promoters and directors of the above association look forward to a very successful affair.

## Many Hardware Merchants Are Placing Orders Months Ahead

"HARDWARE merchants are buying goods now which they usually take delivery of in January and February," said H. Prudhomme of H. Prudhomme & Fils, Limited, wholesale hardware, Montreal.

Mr. Prudhomme stated to HARDWARE AND METAL that business conditions in the territory which they serve are very satisfactory. A great deal of their selling is done in the Province of Quebec, and conditions in the rural centres are particularly active. The great difficulty which concerns jobbers is that of securing the kind and the amount of goods which they state are wanted. "It is not a matter of price these days so much," said Mr. Prudhomme, "but rather of having what customers want, and if you have it they are willing to pay the price. People realize that prices will remain high."

**Expect Big Business**

Taking a forward look, Mr. Prudhomme expects that the season ahead will be a big one and that 1920 promises well for the hardware merchant. He feels that there must be a good deal of building undertaken and in this connection he stated to HARDWARE AND METAL that it had now come to the point where people could not expect prices to decline sharply, they would therefore have to go ahead with their building. The housing congestion has become so acute that it is impossible to defer building much longer. This means that the hardware merchant throughout the country will doubtless have a large demand for builders' hardware and the year 1920, from the opening of spring forward, should see a great revival of demands from the consumer for this class of hardware, which has been quiet during the period of the war. "The recent advances for nails and iron have stimulated sales already," concluded Mr. Prudhomme.

The location of the mammoth garage which has been secured for this exposition is within ready access of the business part of Montreal, being located to the rear of Sherbrooke Street East. An entrance from Sherbrooke Street will give direct access to the building. The building promises to be well lighted and fully seated.

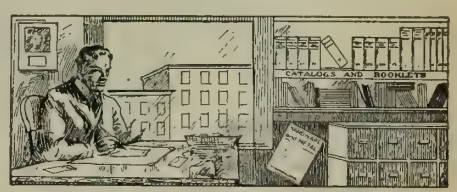
According to the list of exhibitors already outlined, and because of the fact that many more intend to register, this show is promised to be one of, if not the most successful yet held in this part of Canada. Garage and automobile men are quite enthusiastic over the outlook.

### ENGLISH SHEETS TO BE AVAILABLE

HARDWARE AND METAL is informed by a reliable authority, that English galvanized sheets will be available for the Canadian market within the next five or six weeks. It is stated that several hundred tons of these sheets will be procured at once, and that, despite the high rates prevailing in winter, the needs of the market are such as to justify importation at this season of the year. Under the present market situation, it is interesting and encouraging to note that some relief, even though it may not be extensive at present, will be afforded in due time.

### IT IS WELL TO CARRY FIRE EXTINGUISHERS ON CAR

An automobile burned up in Montreal last week in the centre of the city. The driver of the machine was going along Cherrier street and flames suddenly shot out of the engine. The driver jumped, and seeing that he was unable to extinguish the flames, turned in an alarm which brought out the brigade of one of the divisions. This shows how very important it is that owners of cars carry a fire extinguisher, and while it is not clear whether this owner had one, this experience carries with it the moral that all cars should be provided with such protection. The point for the hardware dealer here is that of impressing upon car owners the necessity of being provided with a fire extinguishers, and while many carry these, there is a fruitful field for exploitation through the initiative of the hardware man of to-day.




### C. A. DUNHAM CO., LIMITED

A new bulletin, "Dunham Heating Data," has just been issued, describing and explaining standard methods of figuring radiation and laying out piping. Valuable ventilating data is also included, the whole being put in very practical and concise form, getting at the real information without having to wade through a lot of preliminaries. Various details of piping connections are illustrated, and complete pipe sizing information given. This bulletin, together with several others of interest and value to the stationary and heating engineer, may be secured by writing the C. A. Dunham Co., Ltd., 1535 Davenport Road, Toronto, Ontario.

### H. A. BEMISTER

H. A. Bemister, Suite 301, Mappin & Webb Building Montreal has issued a neat catalogue showing a line of "Phonograph Accessories." This illustrates records, albums, needles, cleaning brushes, adapters, motrolas, speed indicators, automatic stoppers, etc. Mr. Bemister will supply a copy of this catalogue to any reader of HARDWARE AND METAL.

# THE CLERKS DEPARTMENT

## Do You Ever Try to Get the Viewpoint of the Customer?

### Courtesy and Service Are Always Appreciated—Every Salesman is Constantly Advertising His Firm Either Favorably or Unfavorably

DID you ever try to get the viewpoint of the man or woman on the other side of the counter and find out just how much they appreciate service, courtesy and attention in a store? Salesmen, clerks especially, are constantly advertising their store. Some are a good ad. for their employers, others are only fair, and others again are a menace to the store because they treat people in such a way that they never want to come back.

Treating a customer like a rich uncle, so that you may expect his coin, is not courtesy—that's foresight, says Drew's Imprint.

Offering a seat to a man who enters your office is not courtesy—that's duty.

Listening to the grumbling, growlings and groanings of a bore without remonstrance is not courtesy—that's forbearance.

Helping a pretty girl across the street, holding her umbrella, carrying her poodle —none of these is courtesy. The first two are a pleasure, and the last is politeness. Courtesy is doing that which nothing under the sun makes you do but human kindness. Courtesy springs from the heart; if the mind prompts the action, there is a reason; if there be a reason, it is not courtesy, for courtesy has no reason. Courtesy is good will, and good will is prompted by the heart full of love to be kind.

#### Don't Get Indifferent

Only the generous man is truly courteous. He gives freely without a thought of receiving anything in return. The generous man has developed kindness to such an extent that he considers everyone as good as himself—treats others not as he should be treated (for generosity asks nothing) but as he ought to be treated.

All of us know that the kind of courtesy described is all too rare.

It isn't that many of us really mean or like to discourteous. The humdrum of our duties simply makes us indifferent. We become short or curt without realizing it. We forget that the fiftieth customer doesn't know that we have waited on forty-nine —that the one who asks the tiresome old questions doesn't realize that we have answered them hundreds of times.

#### These Things Count

A mere "Yes" or "No" when the customer expected some detail, some explanation; paying scant attention to what the customer says; criticizing the work of a fellow employee in the presence of a customer; showing by a supercilious smile that we don't think much of the opinions of the customer—all these things show a salesman to be lacking in the fine art of courtesy.

The difference between courtesy and the lack of it is often a small thing. Once upon a time as I sat in a restaurant, a waiter from another table came up, and without a word, "yanked" the sugar bowl from my table in order that he might serve a customer across the room. In another restaurant a waiter wanting a bowl of sugar came to the table at which I was sitting.

#### God Ad. for Firm

With a bow that would have done credit to Lord Chesterfield, he picked up the sugar bowl, offered it to me with "Have you had sugar, sir?" and then went off with it. These waiters were salespeople for the restaurant in which they worked. for what they did played as large a part in the impression that customers carried away as the food itself. One advertised his house badly; the other advertised it well and got more joy out of his work at that.

One of the first things we notice about a stranger is his possession, or his lack, of good manners. We realize instinctively that the person who says, "Yes, Mr. Graham," instead of merely "Yes" is well bred.

#### Perfectly Natural

If you have ever known intimately many persons of French or Spanish birth you have probably been impressed with their unfailing courtesy, and yet all of it seems perfectly natural. They have developed the courteous spirit until it has become a part of their lives.

Gushing, extravagant praise, flattery, agreeing with everything that other people may say; these things are not courtesy."

Don't imagine that people don't take note of store service and talk about it.

#### Was Too Personal

Yesterday a man told me how tired he got at a clerk because he was forever puncturing his sales talk with "I haven't any more of that style left—I didn't put in many of that brand—my trade won't stand for it." And other intense personals.

There are many clerks like that fellow They fail somehow to make a passionate hit a good many times. There is a sizeable and agreeable difference between "My Stock" and "Our Stock." The "Our" has it every time, too.

We would fancy, to hear some of these pecans gush, that they owned the store. the fixtures, sidewalk in front, and balanced the whole business on their important shoulders.

#### They Resent It

Most customers delight to see a clerk loyal to his store. and regard himself as a part of the machinery. But this idea of usurping the store and setting himself onto a personal pedestal doesn't go well with most outsiders. They naturally resent it, or pityingly try to make allowances for his clerkship's esoteric egotism. After they have made allowances, the bad taste of it will cling in their mouth still, and Mr. Clerk will be shoved away that much further instead of being cuddled.

In a small town haberdashery store, with a single clerk and no departments, I once got a fair illustration of this thing. A customer came in and asked for a certain make of hat. The celestial clerk stretched up several inches and answered loftily, "No, sir; I did not put in that kind this season. I found something I fancied better."

#### In the Background

My, that was fine and final. His judgment—his clerkship's judgment and nobody else's—was the dictum. The old man sat quietly in the background, you see, where that clerk had shoved him. He had conducted the business for well onto twenty years, still Mr. Clerk was Court of First and Last Appeals. He knew all the little ins and outs of the business so uncannily well that the seasoned judgment of the boss went out of the reckoning.

That clerk didn't need the old man. He was IT and carry everything. In fact, there was nothing left over to carry. His clerkship was the completely solved problem. Customer, to be sure, should rely upon him alone. The old man was nothing more than a mere figurehead. The store's stock of goods served as a vehicle for that clerk to ride in and deliver his proclamation.

#### The Customer's View

The idea is this—every time a customer deals with a clerk he wants a live consciousness that a big and experienced and dependable store head is back of that clerk's every assertion. He wants to feel that a proprietor is in the background of the transaction. He wants the entire thing flavored of boss. Mr. Clerk has not proved himself to be such a big man, or he would be owning the store. He will some day, but not yet.

Another species is this:

Yours truly called at a store recently and asked to see some cloth-top shoes.

"What color do you want?" was the comeback. Who knew? I didn't. Nobody hardly ever knows beforehand. I couldn't help feel that I was too much trouble here, maybe. Two front windows were filled with shoes of various hues, yet that clerk wanted to know what color I wanted.

#### Is Seldom Set

A man may wend his way to a store for a kind of shoe top partly pictured in his mind. But he is seldom set. He is open to sights and styles and evidences new. In four minutes' time he may change his mind. He may flop completely over.

I do not favor the plan of trotting out and confusing a customer on everything a store has. But it is plain, common sense to begin showing him something without attempting to make him limit himself first thing.

If a customer is urged to commit himself first, he gets an idea that the store's stock is limited. He thinks inwardly also that something there ought not to be shown him. He loses some of his respect for the clerk's resourcefulness. I was, sure, put to it that time up in Canada. I had no preconceived notion of the color of top I want-

ed. I felt out of place in the store and ill at ease.

Finally, I did say "gray" and bought a "brown" top.

If a store thinks it is too much trouble to lay things out before a customer and not drag a declaration out of him first, good night to patronage after that. And it won't have to wait long for patronage to vamoose, either.

### Talk With Them

John Jones wishes a store to make much of him. Wishes it to crack its heels in an effort to please him.

Yes, sir; it's a fine stroke to talk a bit with customer to get onto his slant. It can be done while we are showing him things as a starter. He does not enjoy being put onto a witness stand, first, and limited to the truth, the whole truth, nothing but truth. He wishes leeway. Wants plenty of room in which to breathe. Wishes a chance to turn coat if desirable.

The best way to give him that chance is to commence with this thing and that thing. It will, in itself, put him on a willing witness stand.

A good deal the same way with price, too. A caller generally knows what he wants to spend and hints it, or he has a somewhat hazy notion of the amount he cares to separate himself from and maybe does not speak it.

He is elastic, to an extent, and ought to be handled accordingly.

By the time you have shown him several kinds of hats, say, you can see with reasonable assurance, about what price he wishes to pay. He will often give the verdict, himself, within three minutes.

## COURAGE PLUS IDEAS

Continued from page 51

"fling at the bat" once in a while themselves. It does pay to be a "mixer."

### Other Equipment—Office

A recent removal of the office to a neat and cosy nook which was selected just for this purpose, affords the management a most commodious accounting room, and where work can be done without any possibility of being interrupted. Notwithstanding this, the location of the new office commands a full view of the store, so that if but one salesman is in the store, he can readily serve a customer who may enter. Plenty of light is to be had from an adjacent window—(and which has iron bars for protection on the outside)—as well as light from an electric lamp.

To the rear, an excellent warehouse was erected this summer. Built upon a concrete foundation, the floor of the lower section was planned to come even in height with the bed of dray wagons for loading and unloading. The first floor is used for the storage of heavy goods, and stoves are displayed here—both heaters and ranges. A short runway connects the warehouse with the main store.

The second floor is used for the preparation of window backgrounds, and for storing bicycles, sleighs, and lighter surplus hardware stock. The whole building is covered with metal.

Each year sees new improvements, and these are planned ahead, with a view to affording the desired accommodation that is called for through the expansion that comes yearly.

## BOXING MATERIAL SCARCE

The present demands of various manufacturers for boxing materials cannot be met, according to advices secured by HARDWARE AND METAL. This shortage somes at a season of the year when the condition proves a real hardship, and is due, in large measure, to the shortage of woodsmen, and upon whom the paper manufacturers must depend, in the first instance, for their supplies of pulp.

As showing how acute the situation is, the representative of a Canadian cocoa manufacturing company stated to HARDWARE AND METAL that they had just placed an order for several carloads of boxes at open prices. Not only so; the manufacturer accepted the order on the understanding that delivery would be made when possible, and only at such prices as he should find necessary to charge when the stock was manufactured.

This shortage of stock was emphasized by a second manufacturer, and who stated that the outlook was very uncertain for supplies.

## BROOM PRICES TO ADVANCE AGAIN

The broom market is manifesting considerable strength, and advices received indicate that there will be a further advance of price early in the New Year, if not sooner.

An Eastern Canada manufacturer pointed out to HARDWARE AND METAL that the recent increases for wire products would be one of the contributing factors in the increase. In addition to this, handles have recently advanced, and there is also the advance for wire nails recently effective. Of course the high prices obtaining for broom corn have been the big factor, and in addition to this labor is perhaps the largest contributing factor in the cost of brooms to-day.

While actual Government reports indicate that shipments of broom corn have for some months of 1919 been heavier than those of the corresponding months of 1918, this does not prove that the supply is greater. Manufacturers held off buying their raw materials in the hope that something would turn up and supplies be cheaper. This meant that when the 1919 harvest was garnered the various manufacturers rushed their orders in for supplies, having been short of the necessary stock. The consequence has been that of showing larger shipments than formerly.

It is understood that the present movement of brooms is very large and that, despite the high prices ruling, there was been a continued demand from all sources for this commodity.

L. Fischler, Chicago Spring Butt representative, of New York, called this week on the Montreal trade.

## HE'LL TELL THE WORLD



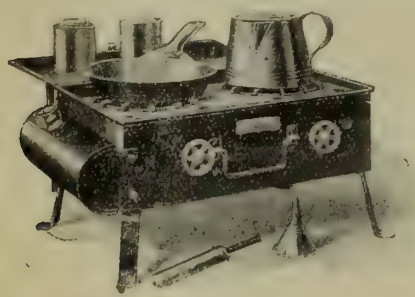

Williams in Indianapolis "News."

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

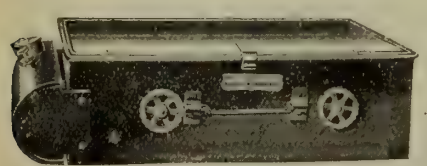
### KAMP KITS

Auto Kamp Kook Kits, manufactured by the Prentiss Wabers Manufacturing Co., of Grand Rapids, Wisconsin, are made in three sizes. The illustration



*Kamp Kit Open*

shows Nos. 2 and 3 open, featuring the new model tank with pressure gauge. No. 2 is a two-burner stove, with two six-inch grates. No. 3 also has two burners, but has eight-inch grates. Both, it is stated, are provided with a die-made



*Closed*

gasoline tank, with nickel pressure gauge. The lower illustration shows the kit closed, with equipment packed inside.

### "B.S.A." OFFERING NEW SHOTGUN

Specifications of a new shotgun, now being manufactured by the Birmingham Small Arms Co., Birmingham, England, are announced.

The "box-lock" or "Anson and Deeley" type of action has been adopted, but this has been re-designed to impart stiffness and strength. A rearrangement of the lock work has been devised to overcome the irregular and grating trigger release, usually associated with this type of action. Expensive machinery has been specially designed for barrel manufacture, so the metal may be massed where it is wanted for the satisfactory balancing of the gun.

The exact specifications are:

Barrels.—28 or 30 inches long. Jessop's fluid compressed steel. Lumps formed solid with barrels. Right cylinder. Left choke.

Action.—B.S.A. special pattern (Anson and Deeley type). Sears, tumblers and other action parts of chrome vanadium steel. Body of nickel steel. Top lever. Automatic safety. Double bottom lock.

Fore-end-snap-on-type, nicely checkered.

Stock.—Straight hand or half pistol grip. Nicely checkered. Bend at heel, 2"; at comb, 1½"; length, 14½".

Weight.—About 6¾ lbs.

Balance and Trigger Pull.—Specially attended to, to give the gun the superb handling qualities of the best hand-made gun.

Interchangeability.—All parts quickly interchangeable.

Proof and Tests.—Every gun is nitro proved at the official proof house and is carefully tested.

The Canadian representative for the B. S. A. Co. is the Fraser Co., 10 Hospital Street, Montreal, Que.

### BREAD TOASTER

The Perfection bread toaster, for gas, gasoline and cook stoves, manufactured by Bouquet-Brownson Co., Inc., St. Paul, Minnesota, is, it is claimed, the cheapest toaster on the market, because it will outwear all other makes, being heavy and substantial. It is stated that it has a perforated flame spreader and woven wire top and that by covering it with a pan it will make an excellent oven for baking potatoes, pies, etc., at a great saving in gas. The wire top plate is designed so as to keep the toast far enough from the flame so that there is no direct contact and no burned toast. The bottom is concaved, so that the flame spreads evenly. Another feature



*Toaster*

about the Perfection is that it is very easy to clean.

### PET COCK WRENCH

The "Handy" pet cock wrench manufactured by the Handy Products Company, 302 Erie Building, Cleveland, Ohio, for draining Ford radiators, is made, it is stated, of high grade steel with a black japan finish.

The jaws of the wrench are made in one piece with the ends closed, which thus prevents it from slipping off. They are riveted to the rod and guaranteed not to work loose or turn. The full length of the wrench is 21 in.




### Wants Stove Supplies

Geo. A. Sills & Co., Seaforth, Ont.—Please advise where we can procure supplies for Home Comfort Stove.

This stove is made by the Wrought Iron Range Co., 149 King St. W., Toronto. —Editor.

### Repairs for Stoves

Chown Hardware Co., London, Ont.—Please inform us where we may procure repairs for the Canada Pride Range.

These may be procured from McIntyre and Taylor, 501 Queen St. W., Toronto. —Editor.

### Repairs for Range

G. A. Hawkins, Exeter, Ont.—Kindly advise where we may procure repairs for Laurentian Ranges, formerly made by the Gould Manufacturing Co., Smith's Falls, Ont.

These are made by the Tudhope Anderson Co., Ltd., Orillia, Ont. McIntyre and Taylor, 501 Queen St. W., Toronto, carry a line of these.—Editor.

### Clay Pigeons and Traps

S. E. Eakins, Millbrook, Ont.—Kindly advise where I may procure clay pigeons and traps.

These may be procured from the following: Dominion Cartridge Co., Montreal, Quebec; Remington Arms Union Metallic Cartridge Co., Windsor, Ont.; The Marble Arms Manufacturing Co., Gladstone, Michigan; Nelson Long, 77 Burlington St., Hamilton, Ont.; Dupont Powder Co., Wilmington St., Delaware, U. S. A.

### Hotpoint Electric Irons

W. Hanna & Company, Port Carling, Ont.—Kindly give us the name of the manufacturer of the Hotpoint Irons and Toasters.

The above are made by the Canadian Hotpoint Electric Heating Company, 25 Brant St., Toronto.—Editor.

### Wire Window Guards

In HARDWARE AND METAL of November 29, in the Letter Box, the name of C. H. Johnson & Sons, Ltd., Montreal, was inadvertently omitted from an inquiry asking where Wire Window Guards, etc., to order could be procured.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

PRICE changes are unusually numerous this week and almost without exception are upwards. Among the advances that have taken place are: Steel buttweld pipe, 1 to 2 points; nipples, 5 points. All cotton goods, including rope sash cord, clothes line, awning cord, wrapping twine, etc., are up approximately 5 per cent. Bolts and nuts, screw and strap hinges are up 10 per cent. Rivets, ½" and over are 50c per 100 lbs. higher. Tire bolts have advanced approximately 10 per cent. Washing machines, barrel churns, wringers advance 10 per cent. Ready roofing is 5c per square higher. Poultry netting, brushes, hair brooms and stove scrap are also higher. Chair nails, curtain pole and brass trimmings have advanced.

Copper and brass sheets, bars and tubes have declined 2 cents per pound.

The general tendency at present is for firm markets. The settlement of the soft coal strike will have effects. but they will not be immediate,

It is expected that 1920 will be a year of great expansion and tremendous demands are looked for in all hardware lines. Warehouse stocks are depleted and are said to be the lowest in the recollection of some of the oldest business men.

# MONTREAL MARKETS

MONTREAL, Dec. 11—Higher prices are effective for a great many lines this week and among the new high prices are poultry netting, washing machines, clothes wringers, buck and crosscut saws, all kinds of bolts, nuts and coach screws. Screw and strap hinges, too, are marked higher. Barrel churns are marked up, too. Sisal rope is lower, while cotton rope is much higher in price. Lead products are decidedly firm, for pig lead and pig tin are both higher this week. Copper, too, is marked up and spelter and antimony prices are above those of last week. The jobbing trade is a particularly active one at this time and the tendencies of nearly all lines is to advance. There is increasing difficulty in obtaining adequate stocks. In the meantime holiday goods are in ready and brisk demand.

### *Netting, Machines and Wringers Advance*

**Montreal.**

NETTING, WASHING MACHINES.—Advance prices are effective for poultry netting. The new discounts are as follows: 2-in. mesh, Canadian, net list; 1-in. mesh list plus 2½ per cent.; American, 1 and 2-in. mesh list plus 2½ per cent. An advance is effective for washing machines and also for wringers. This amounts, on washing machines, to $1.50 to $10 per machine, list, and depending upon whether the machine is electric or hand or other power type. Prices on wringers are higher, some of the new prices being as follows: Royal Canadian, per doz., $92.80; Easy, $99.80: Rapid, $90.80; Crest, $88.80; New Eureka, $79: Eureka, 11 in., $71.40; Bicycle, $109.30.

### *Buck and Crosscut Saws Higher; Bolts, Too*

**Montreal.**

SAWS, BOLTS.—Crosscut saws are marked higher this week, the increase amounting to about 15 per cent. on the cheaper grades and to 5 to 7½ per cent. on the higher quality. Buck saws are also advanced, this being about 15 per cent. An advance of approximately 10 per cent. is made for bolts and nuts, and this applies to bolt ends, coach and lag screws.

### *Hinges Are Higher; So Also Churns*

**Montreal.**

HINGES, CHURNS. — Prices are higher for screw and strap hinges, the present discount being 25 per cent. from list, whereas it was 35 per cent. before. Barrel churns are up. The present discount from the list is 7½ per cent. instead of 17½ per cent. as formerly.

### *Differential Changes For Shovels; Scoops*

**Montreal.**

SHOVELS, SCOOPS.—The advance for shovels and scoops is higher. Heretofore the advance, per dozen, for various large sizes above No. 2, has been 25c per dozen. This is now advanced to 35c per dozen extra.

### *Firmness and Activity Mark Wares; Stoves*

**Montreal.**

STOVES AND WARES.—The manufacturers are still making quite full deliveries on many lines of stoves, and for heaters and ranges there continues to be an active market. Prices are, naturally, very firm, and some suggest that there will be other advances than those which have already matured. Wares are very active, too, particularly japanned and enamelled, decorated holiday sets. There is much strength of undertone.

### *Still Active Sales Wire and Wire Nails*

**Montreal.**

NAILS AND WIRE.—The Canadian market is said to be better supplied with nails, relatively speaking, than are some sections of the trade in the United States. In any case the trade here appears to be getting a fair supply, and prices, while firm, are still held at $5 per keg, this applying as well for cut nails. The demand is still a heavy one. Wire products, too, are quite active for this season of the year. smooth steel being held at $5.25 per 100 pounds.

### *Sisal Rope Lower; Cotton is higher*

**Montreal.**

ROPE AND CORDAGE.—Prices are reduced on sisal rope and on British and beaver manila. This follows the very definite forecast made in HARDWARE AND METAL's market columns last week. The present prices are: Pure

manila, 31c per pound; British and beaver manila, 26c, and sisal, 22½c per pound. Lath yarn is also down to 22½c per pound. Cotton rope has advanced and the present basis is: 3-16 in., per pound, 81c: ¼ in. and up, 80c.

## *Business Stated Good For Gasoline and Oil*

**Montreal.**

GASOLINE AND COAL OIL.—The demand for gasoline and coal oil is reported to be good, and prices are unchanged on both lines. Oil, as to grade, is ruling at 22 to 25 cents per gallon, while motor grade gasoline is selling at 33 cents per gallon.

## *Roofing Advanced 5c Per Square*

**Montreal.**

ROOFING.—An advance of 5 cents is reported on roofing. Some of the lines affected are as follows:

Everlastic, 1 ply, $1.85 square; 2 ply, at $2.20 square; 3 ply, at $2.55 square.

Panamoid, 1 ply, $1.75 square; 2 ply, $2.05 square; 3 ply, $2.40 square.

## *Sheet Supplies Less; Almost Any Price*

**Montreal.**

SHEETS AND PLATES.—It is safe to say that the sheet situation has narrowed down to this, that stocks are, in some instances, fully exhausted; that what stocks are to be had are much broken and the tonnage depleted, and that, as a consequence, it is almost impossible to make definite quotations from week to week. Premiums are being paid for stock, when available.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 20 |
| 12 gauge | 5 95 | 6 25 |
| 14 gauge | 6 00 | 6 30 |
| 16 gauge | 6 10 | 6 40 |
| 18-20 gauge | 6 55 | 6 70 |
| 22-24 gauge | 6 60 | 6 75 |
| 26 gauge | 6 70 | 6 80 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 10 00 |
| 26 gauge | .... | 9 75 |
| 24 gauge | .... | 9 15 |
| 22 gauge | .... | 8 80 |
| 18 and 20 gauge | .... | 8 60 |

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

## *An Active Demand For Iron and Steel*

**Montreal.**

IRON AND STEEL.—There is a brisk demand, still, for iron and steel bars and the undertone is very firm. No changes have been made, and while supplies are not excessive by any means, the stocks placed at the disposal of jobbers are fairly ample.

| IRON AND STEEL | |
|---|---|
| Iron finish machinery steel | 4 10 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 5 00 |
| Sleigh shoe steel | 4 05 |
| Tire steel | 4 25 |
| Toe calk steel, per 100 lbs. | 4 95 |
| Band steel | 4 05 |
| Harrow tooth steel | 4 20 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond tool steel, per lb. | 0 22 |
| Black Diamond cast steel, per lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 90 |
| Refined iron, per 100 lbs. | 4 90 |
| Mild steel | 4 05 |

## *Solder May Advance; Pig Lead Products Firmer*

**Montreal.**

LEAD PRODUCTS.—Under the higher prices that are now ruling for pig lead, and also for tin, it would seem that solder will be revised upward if these advances are continued. In the meantime there is a firmer feeling, and this applies, likewise, to various other lead products.

| | | |
|---|---|---|
| Lead pipe | .... | 0 12½ |
| Lead waste | .... | 0 13½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 12 |
| Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 37½ |
| Solder, strictly, lb. | .... | 0 35½ |
| Strictly, commercial, lb. | .... | 0 33½ |
| Solder, wiping, lb. | .... | 0 30½ |
| Solder wire (8 gauge)— | | |
| 40/60 | .... | 0 56 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 16 |
| Do., broken lots | .... | 0 16½ |

## *Old Metals Are Firm But Movement Slight*

**Montreal.**

OLD MATERIAL.—The movement of old material to the mills is fairly steady, but beyond this the activity is not marked. Prices are ruling, however, with a quite satisfactory undertone, the tendencies being toward higher levels.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 16 50 |
| Malleable scrap (ton) | .... | 20 00 |
| Pipe scrap, ton | .... | 12 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 29 00 | 30 00 |

## *Tin, Lead, Spelter, Copper; All Stronger*

**Montreal.**

INGOT METALS.—The markets are ruling higher all around, and this is noticeable in pig lead, tin, spelter, copper and antimony.

COPPER.—This is again firming, and the tendencies are upward once more. Electrolytic is quoted at 24½c, and casting at 24c per pound.

TIN.—London markets advanced 10 pounds in two days this week. The local situation is firmer, and prices quoted are 60c per pound.

LEAD.—Considerable trade in lead seems to have been accomplished. Markets are again higher. Local price 8½c.

SPELTER.—This, too, is stronger for the week, and prices quoted in this market are now 10½c per pound.

ANTIMONY.—There is a good outlook for this metal, importers state. Price basis is firmer again at 11½c per pound for English and 11¼c for Chinese.

ALUMINUM.—Featureless at 33c per pound.

# TORONTO MARKETS

TORONTO, Dec. 11—The upward tendencies in nearly all lines of hardware are the most noticeable that have been reported for some time. The coal crisis continues to be the main factor and numerous mills are forced to shut down on account of the great scarcity of coal. Some have it that 65 cars of coal were confiscated from one manufacturer and he had to close his plant on account of it.

It is believed by many that 1920 will be a great year of expansion and that the demand in all lines will be tremendous. It is stated that if this is the case many shortages will be noticed as it is believed that generally manufacturers still have enormous orders of the present year to fill and which are nowhere near completed on account of the many disturbances, etc.

The following are some of the lines showing a change in price: Bolts and nuts advance 10 per cent; rivets, ½ inch and larger, 50c per 100 pounds; tire bolts now quoting less 40 per cent.; steel buttweld pipe 1 to 2 points; nipples 5 points; sash cord, awning cord, cotton twine, barrel churns, ready roofing, poultry netting, hair brooms and brushes, screw, hook and strap hinges, chair nails, curtain poles and brass trimmings, stove scrap and scrap metals, all show higher prices.

Copper and brass bars, sheets and tubes show a decline of 2 cents per pound.

## *Steel Buttweld Pipe Advanced* 1 *to* 2 *Points*

**Toronto.**

STEEL PIPE.—Standard steel buttweld pipe shows an advance of from 1 to 2 points. Prices are holding firm on the new list, and are showing a good demand. The steel strike, also the present coal crisis, has, it is stated, been a factor in bringing this change into effect. The situation was in a bad condition previously to the coal strike, and since it has taken place the whole situation has become more serious. The new lists will soon be available and are quoting, it is stated, 2-inch and under advance 2 points, 2½-inch and over 1 point, extra heavy 2 points.

## *Nipples and Couplings Up Approximately* 5 *Points*

**Toronto.**

NIPPLES AND COUPLINGS.—An advance in accordance with steel buttweld pipe has taken place in all nipples and will approximate 5 points.

## *Sash Cord and Awning Cord Advance*

**Toronto.**

SASH CORN AND AWNING CORD have advanced and are holding very firm at the new prices which are as follows: Hercules Sash Cord No. 6 at 90c lb., No. 7 at 89c lb., and 8 to 12 at 88c lb.

Awning Cord, white, No. 3½ at $2.50 doz., 4 at $4.00 doz., 4½ at $5.50 doz. Drab No. 3½ at $3.00 doz., 4 at $4.50 doz., 4½ at $6.00 doz.

## *Tire Bolts Are Now Quoting Less* 40%

**Toronto.**

TIRE BOLTS.—An advance has taken effect in tire bolts and they are now quoting at 40 per cent. discount.

## *Chair Nails Advance; Now* 20% *Higher*

**Toronto.**

CHAIR NAILS.—An advance has taken effort on brass-headed and other chair nails. This advance will approximate 20 per cent., it is stated.

## *Curtain Pole Trimmings, Etc., Advance* 10 *to* 40%

**Toronto.**

CURTAIN POLE AND BRASS TRIMMINGS, PICTURE WIRE, etc.—These lines show varied advances but owing to the way they are marketed, it is not convenient to list. However, the new advances show a range from 10 per cent. to 40 per cent.

## *Barrel Churns Have Advanced* 10 *Per Cent.*

**Toronto.**

BARREL CHURNS.—In sympathy with other lines, that of woodenware showed higher prices last week. Churns are reported to have advanced. The new discount for Toronto, Hamilton, London, and St. Marys is 10 per cent.

## *Cotton Wrapping Twine Advanced* 5c *Pound*

**Toronto.**

COTTON TWINE.—An advance of 5 cents per pound has taken place in cotton twines. The quotations now read: 3-ply balls, 87c per lb., 3-ply cones, 83c per lb., 4-ply cones, 87½ cents per lb.

## *Ready Roofing Advanced* 5c; *May Go Higher*

**Toronto.**

READY ROOFING has advanced 5 cents per 100 square feet, with an intimation that further advance will take effect in the near future.

## *Poultry Netting Advances* 10 *Per Cent.*

**Toronto.**

POULTRY NETTING.—An advance of approximately 10 per cent. has taken effect in poultry netting, and the present quotations are no was follows: Lay Flat 1 and 2-inch are now list plus 2½ per cent. Hexagon 2-inch, net list, 1-inch, plus 2½ per cent. on list.

### CHANGES IN CARTRIDGE PRICES

As HARDWARE AND METAL goes to press it is learned that prices on metallic cartridges and empty paper shot shells, primers and accessories, etc., have been revised. A new price list will be issued and will appear in next issue of HARDWARE AND METAL. An extra charge is also noted for broken cases and is 5 per cent. over the list prices. All metalics and shot sheils are now net 60 days, or 2 per cent. 30 days, and are all f.o.b. the factory.

## *Rope Declines* 1c *lb.; New Prices Firm*

**Toronto.**

ROPE.—The decline in rope that HARDWARE AND METAL reported in last week's issue is now being quoted and prices are as per current market quotations. The new price is firm and no further change is expected at present.

## *Hair Brooms Advance* 5 *Per Cent.*

**Toronto**

HAIR BROOMS.—The advance on hair brooms is approximately 5 per cent. This is no doubt due to the increased cost of production, also the cost of raw materials as well as the higher costs of doing business. The new price is a firm one, and is expected to remain unchanged for some time, although manufacturers would have to raise with increasing costs.

## *Brushes Have Advanced Approximately* 10 *to* 25%

**Toronto.**

BRUSHES.—Scrub, shoe, stove, etc., show an advance of approximately from 10 to 25 per cent. This line has been firm for some time and the advance is not unexpected.

## *Eavetrough Firm; May Advance Soon*

**Toronto.**

EAVETROUGH continues to show good demand and large sales are the result. Jobbers do not quote any higher prices as yet, although galvanized sheets are nearly exhausted. It is hard to predict the future market on eavetrough, but a higher price in the near future would not surprise many of the best informed.

## *Copper and Brass, Sheets, Bars and Tubing Down* 2c

**Toronto.**

COPPER AND BRASS.—Sheets, bars and tubing have declined from 2 to 2½ cents per pound. The heavy demand for copper and brass has fallen off considerably. There are so many factors in the situation that it is almost impossible to state just what the controlling factor is. There is no doubt that the curtailed production caused by the recent strikes, as well as the present coal strike, has affected the demand. Quotations are as listed in the current quotations of HARDWARE AND METAL.

## *Screw Hook and Strap Hinges Advance* 10%

**Toronto.**

SCREW HOOK AND STRAP HINGES are now quoting 10 per cent. higher. This is no doubt a direct reflection from the coal crisis, and other labor disturbances. The new discount is quoting at 25 per cent. off the list prices as shown in HARDWARE AND METAL current quotations.

## *Rivets ½-in. and Larger Are Up* 50c *Per* 100 *lbs.*

**Toronto.**

RIVETS.—½-inch and larger are 50 cents per 100 pounds higher. This is in order with the new advance already noted on bolts and nuts, this price is a firm one and makes the new basis $6.75 per 100 pounds.

## *Bolts and Nuts Have Advanced* 10%

**Toronto.**

BOLTS AND NUTS show an advance of approximately 10 per cent. This is no doubt a reflection of the coal crisis and other recent strikes, especially in the steel mills. Bolt rods and bars are showing a marked scarcity nearly all over the world, there being few countries that have not had their strikes in the dif-

# An Important Development in the Paint Industry

## Remarkable Progress of the Old Established Montreal Paint House of McArthur, Irwin, Limited

IN 1842 when the late John McArthur and associates founded what is now known as McArthur, Irwin, Limited, they adopted a definite Forward policy. That this policy has been adhered to throughout the history of the Company is amply proven by the advance of the business from one small store to its present dimensions.

Paints and paint products are not the only concern of this company, but like every other part of the business, the paint end has been developed as a single business by experts. As a consequence, sales have advanced by leaps and bounds, and development after development has been found necessary.

*The story of McArthur, Irwin, Limited is the story of an old business, firmly founded and carefully built. It is a story which should be written in two chapters. Both chapters would unfold a tale of steady growth, first under the old regime and by old methods, and now under the guidance of younger men of the modern aggressive type.*

The founders of the concern set as the means of attaining more business the production of high grade paints only. To this they aimed to add as perfect service as it was possible to give. Limited as they were in so many ways, they were able to turn out a product that gained an enviable record for dependable quality. And so they builded, laying a foundation of rugged honesty and fair dealing upon which the present great business is built.

The great deciding factor in the production of quality in a finished article is the quality of the raw materials from which it is made. For many years McArthur, Irwin, Limited, imported dye stuffs, chemicals, dry colors, White Lead and similar materials to be used in the manufacture of their *Crown Diamond Paints*. No expense was spared to have these raw materials of the very best quality, buyers being sent to all parts of the World. However, there is only one way to be certain on this score, and that is to gather the raw materials and prepare them under your own supervision. This became the object of McArthur, Irwin, Limited. Formulae and processes of manufacture were secured, factories purchased or erected, and men of expert knowledge added to the growing organization.

From time to time, as expansion demanded, the capital stock of the company was increased. The rapid growth of the past few years is well illustrated in the fact that in 1912, when the present organization was effected, the capitalization was $380,000—to-day it is $1,000,000. This big increase in capital has been made necessary by the establishment of several factories for the manufacture of chemicals, dry colors, white lead, etc.

Mr. John Irwin, the Vice President and Managing Director is largely responsible for the rapid strides the Company is making. He is a man of business energy and unquenchable optimism. He has the happy faculty of imparting his energy and optimism to those who work with him and an almost uncanny knack of always picking the right man for the right job. He has built up around him a loyal staff filled with the confidence that wins and intent on each doing his part to uphold the fair reputation of all *Crown Diamond Products.*

Mr. Irwin is a man of wide interests. In addition to his chief interest (McArthur, Irwin, Ltd.), he is President of Parker, Irwin, Ltd., Montreal, Manufacturers of Rubber Cements, Toe Caps, Blackings, Shoe Dressings, etc.

Vice President Davies, Irwin, Ltd., Montreal, Refiners and Bleachers of Waxes, Importers and Exporters of Oils.

Vice President Laporte Irwin Ltd., Montreal, Mfrs., Hydrogen Peroxide and Blanc Fixe.

Vice President Miller Extracts Ltd., Millerton, N.B. The only hemlock extract manufacturers in Canada.

Director Standard Amusement Co., Montreal.

The latest addition to the list of McArthur, Irwin, Limited, industries and one that will have a great bearing on the quality of *Crown Diamond Paint Products* is the new Lead Corroding plant recently established at Outremont. This plant is said to be the best controlled and most efficient lead corroding factory in America.

This new plant has been erected under the personal supervision of Mr. R. H. Monk, and will be operated under his management. The high efficiency of the plant and the remarkable quality of the product are due to the broad experience and technical knowledge of Mr. Monk. He received his early training at King's College, London, England, in the research laboratories of Sherard Cooper Cole of London, England. Since then he has specialized in



MR. JOHN IRWIN

in the technique of white lead production.

The method of corroding lead followed in the McArthur, Irwin plant follows very closely the principal of that known as the "Old Dutch" Process. Under the "Old Dutch" Process reaction of the acids and gases goes on largely out of sight and control. The difference in the McArthur, Irwin process guarantees this control because every operation is completed under direct observation. A trip through the plant is really a liberal education in the making of paint pigments, and helps one to realize how fully the company can guarantee the uniform high quality of their product.

In the first place, the finest British Columbia pig lead is refined in specially built furnaces and cast into thin wafers so that the greatest amount of surface will be presented to the action of the acids and gases in the corroding chamber.

The corroding chamber is an immense room constructed of solid concrete. Great heaps of the lead wafers are arranged in this room so that air, acids, and gases may freely circulate in and around them. Oxygen extracted from the air, acetic acid, and carbon dioxide as produced from pure carbon and air, act upon the masses of lead wafers reducing them to a semi-liquid state. This is pumped into high filter tanks and as much of the free acid as possible is drawn off and the remaining lead pulp is ready for the heavy bronze filter presses.

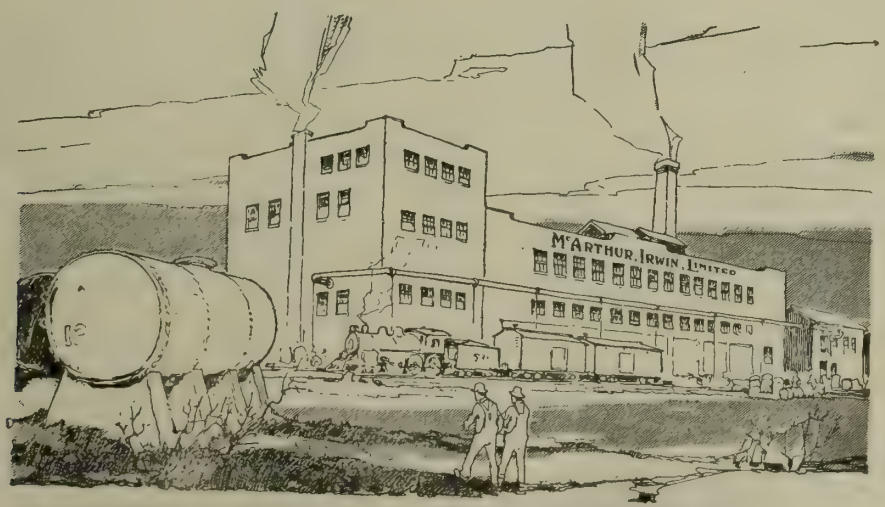
The filter presses exert hydraulic pressure on the lead pulp, removing every trace of acid and leaving the lead in the form of a dry white powder. This powder is next subjected to the action of a four-thousand - pound wheel which reduces it to an extremely fine, soft, non - metallic powder.

Ordinarily, the next step would be to mix the dry lead with linseed oil, pass it through a grinder and pack for shipment. In the the McArthur, Irwin plant, an additional five hours time is consumed in making certain that the oil penetrates every last fine particle of the lead. To this end, two additional machines are employed. The paste formed by mixing the lead and oil is first mechanically matured and then passed through a kneading machine from whence it emerges perfectly mixed. It is then fed into huge granite rolls, where, rolled and re-rolled, it acquires that perfect smoothness and freedom from moisture by which *Crown Diamond White Lead* will be readily distinguished from all others. As it comes through the rolls, the white lead is removed, weighed, and packed for shipment in the well-known yellow irons and drums. For domestic trade, the drums are the standard sizes—1, 2, 5, 12½, 25, 50 and 100 lbs. For export trade, the sizes are governed by special requirements.



MR. R. H. MONK

A very interesting booklet has been prepared which describes, in detail, this modern method of corroding white lead. The booklet is entitled "From Pig Lead to White Lead"—McArthur, Irwin, Limited, 20 St. Paul Street West, will gladly mail you a copy on request.




EXACT REPRODUCTION OF LEAD CORRODING WORKS—MONTREAL

ferent steel mills. The U. S. A. coal miners' strike has caused great disturbance and unrest, especially in the steel market. It is generally believed that it is to the manufacturer's interest to keep the prices as low as possible under the prevailing circumstances. This, however, is becoming impossible owing to the greatly increasing costs. The following are the new prices:

We quote the following discounts, subject to change without notice:

| | |
|---|---|
| Carriage bolts, $1.00 list, ⅜ in. dia. and smaller, 6 in. and shorter | 15% |
| Carriage bolts, $1.00 list, ⅜ in. dia. and longer lengths | Net |
| Carriage bolts, $1.00 list, 7-16 in diam. and larger | Net |
| Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter | 20% |
| Machine bolts, ⅜ in. dia. and longer lengths | 10% |
| Machine bolts, 7-16 in. dia. and larger | 10% |
| Sleigh shoe bolts, all sizes | Net list |
| Coach and lag screws | 30% |
| Square head blank bolts | 10% |
| Bolt ends | 10% |
| Plow bolts | 5% |
| Elevator bolts, large head | 5% |
| Elevator bolts, corrugated heads | 40% |
| Fancy head bolts | 5% |
| Shaft bolts ($3.00 list) | 5% |
| Step bolts, large head ($3.00 list) | 5% |
| Whiffletree bolts | 5% |
| Nuts, 2 in. and smaller, square blank, add to list | $1 50 |
| Nuts, 2 in. and smaller, square tapped add to list | $1.75 |
| Nuts, 2 in. and smaller, hexagon—blank, add to list | 1 75 |
| Nuts, 2 in. and smaller, hexagon—tapped | 2 00 |

Terms: 2 per cent. off 30 days from date of shipment.

## *Boiler Tubes Firm; Remain Unchanged*

**Toronto.**

BOILER TUBES are holding firm and are showing little movement. Although the demand is seasonable, the rush business is practically over for the season. It is hard to predict what will happen to the prices in this line next season, as all markets are so unsettled. The following are the quotations:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Corrugated Sheets Firm; Remain Unchanged*

**Toronto.**

CORRUGATED SHEETS show no change in price, although owing to the serious condition of the present market on flat sheets, an immediate change would not be surprising. The demand was considerably increased owing to the storm which was quite general two weeks ago. The following are quotations:

| Corrugated Sheets— | Per 100 square Feet Gal'zed | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## *Sheets and Plates Firm; Famine Continues*

**Toronto.**

SHEETS AND PLATES.—A decided famine is at present prevailing on the local market. The sheet situation has been in a serious position for some time and the coal crisis has made the situation more acute. It is stated that sheets are not procurable and that price is no consideration to consumers requiring the material. However, it is believed, generally, that jobbers are regulating prices and stipulating orders so that their stocks will serve as many as possible and their price be reasonably low under the prevailing conditions.

Owing to the conditions stated above it is almost impossible to give accurate prices as nearly all who have stocks have procured them under extraordinary conditions, and sheets galvanized, 10¾ for instance, are quoting at anywhere from $8.50 to $10.00 per 100 lbs. The following are the quotations:

| BLACK SHEETS— | | |
|---|---|---|
| 14 gauge | 5 45 | 6 50 |
| 16 gauge | 5 90 | 6 95 |
| 18-20 gauge | 5 45 | 6 85 |
| 22-24 gauge | 6 50 | 6 90 |
| 26 gauge | 6 60 | 6 95 |
| 28 gauge | 6 75 | 7 05 |
| 3-16 inch plate | 5 20 | 5 55 |
| ¼-inch boiler plate | 4 80 | 6 10 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

| GALVANIZED SHEETS. | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | $9 20 | $9 80 | $8 55 | $9 55 |
| U.S. 28 | 8 60 | 10 20 | 8 15 | 8 85 |
| U.S. 26 | 8 20 | 8 80 | 7 85 | 8 50 |
| 22 and 24 | 8 00 | 8 20 | 7 70 | 7 30 |
| 18 and 20 | 7 80 | 8 00 | 7 55 | 8 10 |
| 16 | 7 55 | 7 80 | 7 40 | 7 90 |
| 12 and 14 | 7 35 | 7 55 | 7 25 | 7 65 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Stove Plate and Other Scrap Metals Higher*

**Toronto.**

WASTE MATERIAL.—Scrap iron and other scrap metals have shown considerable activity this week and a noticeable change is recorded. If the coal strike were satisfactorily settled, there is no doubt that this market would show considerable movement, it is stated. The present transportation curtailment due to this strike also is a factor. The following are the present quotations:

| DEALERS' BUYING PRICES | | |
|---|---|---|
| Pipe scrap | .... | 11 00 |
| Stove plate, per ton | .... | 18 50 |
| No. 2 busheling | .... | 13 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 15¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06½ |
| Heavy copper | .... | 0 17 |
| No. 1 machinery cast | .... | 24 00 |
| Heavy melting steel | .... | 15 00 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Heavy lead pipe | .... | 0 06 |
| Old rubbers, boots and shoes | .... | 0 06 |
| Overseas, lumbermen's rubber boots | .... | 0 04 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 03 |
| Tea lead | .... | 0 04 |
| Heavy lead pipe | .... | 0 05¾ |

## *Iron and Steel Bars Scarce; Unchanged*

**Toronto.**

BAR IRON AND STEEL.—Jobbers have so far taken no advantage of the famine prevailing in the iron and steel situation. It is stated they will, if possible, try and hold stocks at present prices. But whether this is possible, remains to be seen. Owing to some, there are a number of mills forced to shut down on account of the severe shortage of coal. The following are present quotations:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 75 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Lead and Zinc Products Firm; Solder May Advance*

**Toronto.**

LEAD AND ZINC PRODUCTS continue to show a good demand and are holding at a firm price. Although there is no immediate change noted, a higher price would not be unexpected as the coal strike and previous disruptions all have had a very serious effect on the marketing of these commodities. It has been rumored that a new price is pending on solder and it may be that this price will go into effect in the near future. The following are the quotations that are current at present:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | $0 12½ |
| Lead waste pipe, list, per lb. | .... | 0 13½ |
| Do., over 8 inches, list, per lb. | .... | 0 14½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 15% |
| Lead wool, lb. | 0 11 | 0 12½ |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 12 | 0 13 |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra. | | |
| Solder, guaranteed, lb. | 0 35½ | 0 38 |
| Solder, strictly, lb. | 0 34½ | 0 37 |
| Solder, commercial, lb. | 0 32½ | 0 35 |
| Solder, wiping, lb. | 0 31½ | 0 34 |
| Solder, wire, lb. | 0 35½ | 0 41 |
| Zinc sheets, per lb. | .... | 0 17 |

## *Spelter and Lead Up ¼c; Other Ingots Firm*

**Toronto.**

INGOT METALS.—Great interest is being shown in the first delivery copper for 1920. It is stated that most producers have withdrawn from the market. Tin continues to advance, also lead. In fact, the whole ingot list is stronger. It is believed that 1920 will be a great year of expansion and it is expected that tremendous demands in all lines will be experienced.

LEAD.—The market price of lead is of an upward tendency and this shows in a higher price this week, the increase being ¼ cent, making the new price 8¾ cents per pound.

TIN continues to advance on the primary market, but this is neutralized locally by the great difference in the present rate of exchange. The present price quotations are 60 cents per pound.

COPPER.—It is stated that most producers have withdrawn from the market. Great interest is being shown in the first delivery of 1920 copper. The present price is quoted at 24 cents per pound.

SPELTER is very active and is showing good demand. The market is showing a firm tendency. The present price is 11 cents per pound.

ANTIMONY.—The demand for antimony is normal and a fair movement is noted, although like other ingots, it is very scarce, and it is stated that warehouse stocks are depleted. Quotations are 11½ cents per pound.

ALUMINUM continues quiet, partly on account of the low stocks that are on hand. Present quotations remain at 34 cents per pound.

# LONDON MARKETS

LONDON, Ont., Dec. 11—The upward tendencies noted this week are more numerous than have been reported for some time. It is stated that the coal strike has been the biggest factor as transportation has been severely interrupted and factories generally are extremely short of coal and coke.

The outlook for 1920 is said to be very bright and a great expansion and tremendous demands in all lines will be in order. This situation may show developments as numerous manufacturers are still swamped with 1920 orders and owing to present conditions cannot make any headway.

Some of the price changes are as follows: Bolts and nuts, stall fixtures and cow ties, canvas belting, poultry netting, washing machines, barrel churns, wringers, lamp wick, Taintor saw sets, seine twine, cotton rope twines, awning cord, etc., cotton clothes line, planes, builders' hardware, weather strip, scoops and shovels.

Beaver, manila and sisal rope and lath yarn show a decline of 1 cent per pound.

## *English Table Cutlery Commencing to Arrive*

**London, Ont.**

TABLE CUTLERY.—English stainless steel variety is now coming in again in small lots. Prices average on dessert size, $14.00 doz., and table size $16.50 doz.

## *Hollow Stall Fixtures and Cow Chains Higher*

**London, Ont.**

STALL FIXTURES, COW CHAINS.—New and higher quotations are effective on cow chains, the new price being net list.

Hollow stall fixtures are also higher, the price being $1.75 per dozen.

Tie-out chains are advanced also, the new price being 20 per cent. off list.

## *Canvas Belting is Up Five Per Cent.*

**London, Ont.**

CANVAS BELTING.—An advance of five per cent. has been made in canvas belting, the new quotation being 47½ per cent. off list.

## *Hockey Sticks and Hand Sleighs Selling*

**London, Ont.**

HOCKEY STICKS, HAND SLEIGHS.—There is an active demand for these goods. Prices show no change and are as follows:

Hockey sticks.—Boy's, red, $1.25 per dozen; Boy's, white, $1.25 per dozen; Men's practice, $3.20 per dozen; Spalding, $4.75 per dozen; Championship, $5.75 per dozen.

Hand sleighs.—Canadian Buffalo make 35 per cent. off list.

LIST PRICES

| | Per Doz. |
|---|---|
| No. 27 | $ 7 50 |
| No. 32 | 8 75 |
| No. 30 | 10 50 |
| No. 33 | 12 75 |
| No. 36 | 15 40 |
| No. 36-H | 17 70 |
| No. 42-H | 24 30 |
| No. 85 | 32 65 |
| No. 86 | 34 25 |
| No. 87 | 46 15 |
| No. 17 | 38 10 |
| No. 18 | 43 15 |

## *Poultry Netting Advances 15%*

**London, Ont.**

POULTRY NETTING is among the many advances noted this week, and will approximate 15 per cent.

## *Washing Machines, Barrel Churns, Wringers, Up 10%*

**London, Ont.**

WASHING MACHINES, WRINGERS, BARREL CHURNS.—These prices have been withdrawn by the manufacturers, and new prices will soon be in effect and will approximate 10 per cent. higher.

## *Bolts Advance 10%; Nuts 50c Per 100 Higher*

**London, Ont.**

BOLTS AND NUTS advance about 10 per cent. and 50c per 100 lbs. respectively. It is stated this is caused by the steel strike being followed so closely by the present coal crisis, the latter seriously curtailing shipments as well as production. Following are quotations now prevailing:

APPLYING TO STANDARD LISTS

We quote the following discounts, subject to change without notice:

| | |
|---|---|
| Carriage bolts ($1.00 list) ⅜ in. dia. and smaller, 6 in. and shorter | 15% |
| Carriage bolts ($1.00 list) 7-16 in. dia. and smaller, long lengths | Net |
| Carriage bolts ($1.00 list 7-16 in. dia and larger | Net |
| Machine bolts ⅜ in. dia. and smaller, 4 in. and shorter | 20% |
| Machine bolts ⅜ in. dia. and smaller, longer lengths | 10% |
| Machine bolts 7-16 in. dia and larger | 10% |
| Sleigh shoe bolts, all sizes | Net list |
| Coach and lag screws | 30% |
| Square head blank bolts | 10% |
| Bolt ends | 10% |
| Plow bolts | 5% |
| Elevator bolts, large flat head | 5% |
| Elevator bolts, corrugated head | 40% |
| Fancy head bolts | 5% |
| Step and shaft bolts ($3.00 list) | 5% |
| Whiffletree bolts | 5% |
| Tire bolts | 40% |
| Nuts, square, blank | add $1.50 to list |
| Nuts, square, tapped | add $1.50 to list |
| Nuts, hexagon, blank | add $1.75 to list |
| Nuts, hexagon, tapped | add $2.00 to list |

Terms:—2%, 30 days.

## *Taintor Saw Sets No. 7 Advance to $19.25 Doz.*

**London, Ont.**

TAINTOR HAND SAW SETS, No. 7. An advance has been recorded in this line and present quotations are $19.25 per dozen.

## *Lamp Wick Shows Higher Quotations*

**London, Ont.**

LAMP WICK.—New and higher prices are now in effect on lamp wick and the quotations are:

Price per 32-yd. roll.—Nutmeg, 70c per roll; O, 85c per roll; A, $1.05 per roll; B, $1.50 per roll; D, $2.45 per roll.

## *Seine Twine Has Advanced*

**London, Ont.**

SEINE TWINE has been advanced and the new quotations are as per the following:

No. 18 and larger, 1 lb. spool, 98c lb; No. 18 and larger, ¼-lb. spool, 99c lb. No. 15, smaller, 1-lb spool, 99c lb.; No. 15, and smaller, ¼-lb spool, $1.00 lb.

## *Cotton Rope, Awning Cord Bag Twine, All Advance*

**London, Ont.**

COTTON AWNING CORD, ROPE, AND BAG TWINE.—All are at advanced prices, which are as follows: Cotton rope, 3-16-inch, 82 cents per pound; ¼-inch, 81 cents; candle wick, 87 cents per pound; cotton bag twine, 98c per pound.

Braided awning cord, white, No. 3, $2.25 doz.; No. 3½, $2.50 doz.; No. 4, $4.00 doz.; No. 4½, $5.50 doz.

## *Cotton Clothes Line Shows Higher Prices*

**London, Ont.**

COTTON CLOTHES LINES in accordance with advance in other cotton

goods have shown higher prices with a present firm tendency. New net prices on twisted: 30 ft., $2.95 doz.; 48 ft., $4.35 doz.; 60 ft., $5.45 doz., while braided is selling at 50 ft., $5.20 per dozen.

## *Cotton Goods All Up 50%; Sash Cord May Go Higher*

**London, Ont.**

COTTON GOODS all show an advance of approximately 5 per cent. Sash Cord is now quoted as follows:

Sash Cord, No. 6, 90c lb.; No, 7, 89c lb.; No. 8, 9, 10, 12, 88c lb.

## *Planes Have Advanced Approximately 10%*

**London, Ont.**

PLANES.—An advance is noted on the National Manufacturing Company's planes, etc., and will approximate 10 per cent. higher.

## *Builders' Hardware Advances About 5%*

**London, Ont.**

BUILDERS' HARDWARE.—An advance is recorded this week in builders' hardware. It is stated that manufacturers are booked to capacity on orders and the business prospects for next year are very favorable. The new discount is 7½ per cent. off the list on the Peterboro line in place of 12½ per cent.

## *Weather Strip Advances; Good Demand Shown*

**London, Ont.**

WEATHER STRIP.—The demand for weather strip is very seasonable, and good quantities are going out. It is reported a new and higher price is effective and Frost King is now quoting at $4.90 per dozen packages. The wood and felt weather strip, however, shows no change and is quoting at 55 and 5 per cent. off the list.

## *New Net Prices on Scoops, Black Cat and Moose*

**London, Ont.**

SCOOPS.—The new net prices for Black Cat and Moose Scoops are as follows:

MOOSE SCOOPS

| | Doz. |
|---|---|
| No. 4 | $18 74 |
| No. 6 | 19 44 |
| No. 8 | 20 14 |
| No. 10 | 20 84 |

BLACK CAT SCOOPS

| | Doz. |
|---|---|
| No. 2 | $16 72 |
| No. 4 | 17 42 |
| No. 5 | 17 77 |
| No. 6 | 18 12 |
| No. 8 | 18 82 |
| No. 10 | 19 52 |

## *Shovels, Scoops, Spades Up; Net Extra Now 35c*

**London, Ont.**

SHOVELS, SCOOPS, ETC.—An advance on the net extras of shovels larger than No. 2 has taken effect and instead of quoting at 25 cents per dozen net, is now 35 cents per dozen net.

## *Wire Nails Scarce; Demand Continues Heavy*

**London, Ont.**

WIRE NAILS.—The demand for wire nails continues to be a heavy one. And warehouse stocks are reported very low with great difficulty experienced in procuring further supplies on account of the scarcity as well as the difficulty in getting delivery owing to the freight curtailment and shortage of coal. The present quotations are: wire, $4.95 base, cut, $5.00 base.

## *Beaver Manila Rope Cent a Pound Lower*

**London, Ont.**

BEAVER MANILA ROPE.—Beaver manila rope has been reduced a cent a pound and the new price is 26 cents a pound base.

## *Rope, Sisal and Lath Yarn Have Declined 1c a Pound*

**London, Ont.**

SISAL ROPE.—A reduction of 1 cent per pound has taken effect on sisal rope. Lath yarn, as mentioned in HARDWARE AND METAL last week, the quotation now being 22½ cents per pound.

## *Turpentine Firm; Remains Unchanged*

**London, Ont.**

TURPENTINE.—The local markets seem to show low stocks owing to the coal shortage and freight curtailment. Jobbers state it is almost impossible to procure assured delivery from the South. The quotations are as follows:

1 bbl. lots, $2.50 imp. gallon; 2 to 4 bbl. lots $2.49 imp. gallon; 5 gallon lots, $2.65 imp. gallon.

## *Linseed Oil Advances 10 Cents Per Gallon*

**London, Ont.**

LINSEED OIL.—An advance in linseed oil is reported this week and the quotation now reads as follows:

| LINSEED OIL— | Raw. | Boiled |
|---|---|---|
| 1 to 2 barrels, gal. | 2 67 | 2 70 |
| 3 to 5 barrels, gal. | 2 66 | 2 69 |
| 6 to 9 barrels, gal. | 2 64 | 2 67 |

Less than barrels, add 15c gal.

## *White Lead in Oil Firm; Remains Unchanged*

**London, Ont.**

WHITE LEAD IN OIL is showing good sales and the demand still continues. The price is holding firm with no immediate changes looked for, although the market is in a very unsettled condition and it is hard to predict what will happen even in the near future. The present quotations are: Ton lots, pure, $17.35 per 100 pounds; Elephant, $17.95; less than ton, are pure, $17.70 and Elephant, $18.30 per 100 pounds.

## *Glass Scarce; Price Remains Firm*

**London, Ont.**

GLASS.—Both window and plate is showing a demand greater than the supply it is stated, and manufacturers are finding difficulty in supplying their regular customers. Although the United States manufacturers have withdrawn their prices, the local markets remain unchanged.

PUTTY is showing an excellent demand and remains unchanged at the following prices:

Standard, 100-lb. drums, $6.80 per 100 lbs.; Standard, 25-lb. drum, $7.05 per 100 lbs.; Pure, 100-lb. drum, $9.30 per 100 lb.; Pure, 25-lb. drum, $9.55 per 100 lbs.

# WINNIPEG MARKETS

WINNIPEG, Dec. 11—The price tendencies this week are showing remarkable strength and many changes are believed to be pending. An immediate advance is daily expected on some of the following lines: Barrel churns, wringers and washing machines. Bolts and nuts are very firm and an advance is looked for. Rivets ½ inch and larger as well as tire bolts, screw, hook and strap hinges, ready roofing, poultry netting, hair brooms and brushes, chair nails, curtain pole trimmings, all lines of cotton rope, sash cord, awning cord, clothes line, etc., are among the list of probable immediate changes.

An actual advance has taken effect on brass wire, all sizes, and also sheet steel. A decline is noted on Stillson and Trimo wrenches and parts.

The fact that the coal strike has been called off is no indication that the bad effects will immediately be remedied. The shortage in all lines throughout the hardware trade is serious and manufacturers, it is stated, have yet to finish production of the present year which will, it is claimed, take at least four months or longer and only a few days left to do it in. The natural result is that 1920 production will be carried well into the new year and unless premiums are given the outstanding orders will have the preference.

## 7½% Reduction Reported in Pipe Wrencher, Parts

**Winnipeg.**

PIPE WRENCHES. — Stillson and Trimo pipe wrenches, and parts, have but it is expected that a slight change is to take place in the near future of a downward trend.

## Common Sad Irons Up 2 Cents a Pound

**Winnipeg.**

COMMON SAD IRONS.—A further and somewhat substantial advance has occurred. This line for the past few weeks has been steadily advancing, this week winning all precedence by a jump of two cents a pound. The latest prices are as follows: Common sad irons, 5 lbs. under, 18 cents per lb.; 6 to 8 lbs., 14½ cents.

## Substantial Advance in Harvest Tools

**Winnipeg.**

HARVEST TOOLS.—The latest quotations show a general and substantial advance in these lines. The market appears firm, but general conditions point to further advances at no great distant date.

## Further Advances in Formaldehyde

**Winnipeg.**

FORMALDEHYDE.—For some considerable time the market has been of uncertain character regarding prices on this product. It has been obvious, however, that market quotations have decidedly been advancing for some time. A further general advance has taken place lately and indications point to this continuing indefinitely. Prices are as follows: Formaldehyde, 400 lb. barrels, 32c; 200 lb. kegs, 33c; 100 lb. kegs, 34c; 10 lb. jugs, $3.76; 5 lb. jugs, $2.00; 2 lb. jugs, 85c.

## Linseed Oil is Still Advancing

**Winnipeg.**

LINSEED OIL.—Prices for both raw and boiled are uncertain. A substantial advance is expected at any time, with assured advances covering an indefinite period. Temporary quotations show prices ruling on date of shipment.

## Some Rope Grades Down 1 Cent; Cotton Firmer

**Winnipeg.**

ROPE.—Sisal, British manila and African hemp show a decline of one cent per pound as mentioned in last week's issue of HARDWARE AND METAL. Pure manila and lath yarn have as yet shown no change. Cotton rope is very firm and an early advance is expected.

## Brass Wire, All Sizes Shows Decided Advance

**Winnipeg.**

BRASS WIRE.—All sizes show a decided advance, and new prices are as yet unavailable. These will appear in next week's issue.

## Sheets, Galvanized and Black, Scarce; Price Firm

**Winnipeg.**

SHEETS, black and galvanized, are very scarce. Black shows slight general advance and is a reflection of the recent advance at the mills. The sheet situation generally is serious, and no relief is looked for for some time to come as manufacturers are swamped with orders. Prices are as per current quotations.

# PITTSBURGH MARKETS

PITTSBURGH, Dec. 11.—Last week, when the coal strike had already lasted four weeks, occurred the first noticeable curtailment in steel mill operations, while predictions were that if the coal strike continued a fortnight longer a large part of the industry, perhaps half, would have to close. Nevertheless coal production has been increasing, by the non-union mines doing better, and by a union mine here and there resuming production. The explanation of the currents thus crossing is of course that the steel mills had been operating chiefly on their stocks of coal, and these stocks were nearing exhaustion.

Inasmuch as the steel is heated six times in the process of making tin plate, it is not surprisng that the first cases of mill closing reported were tin mills, including the American Works, Elwood, Ind., and the Gary tin plate department, both of the American Sheet & Tin Plate Company, and of some at least of the tin mills of the Trumbull Steel Company, Warren, O.

With only a gradual increase in coal production this closing of mills will spread, there being many requirements more essential. Only a practically complete resumption of the union mines can put the steel industry in an easy position, but if there is such resumptions the industry will be relieved almost at once, since there are stocks of coal held by the railroads for distribution to the most important uses, and these would be released as soon as it became known that fresh supplies were coming. Closings, if they occur, will probably affect the rolling and finishing of steel somewhat more than the making of steel. Even now some mills are husbanding their coal by putting steel through the finishing processes that require the smallest quantity of coal per ton of product.

By the order determined upon by the Fuel Administration, Dec. 2, the production of beehive coke is being restricted about 25 per cent., the regulation being effected through the medium of car supply for coke loading. In Connellsville region the regular procedure is likely to be for the railroads to furnish no coke cars Wednesdays and Thursdays, coal cars being furnished on those days. There has been a rush on the part of blast furnaces to pick up any lots of furnace coke available, and in the space of one week the market price of Connellsville furnace coke for spot shipment advanced from $6.25 to $10, on transactions involving very limited tonnages. Some conservative coke operators deplored the advance, but had no coke to offer at the prices they considered reasonable. Some of the buyers were furnace interests whose supplies from other coke fields, or from their by-product operations, had been decreased, while others were regular customers of the Connellsville region who desired to gather up a surplus against contingencies.

### The Iron and Steel Strike

All interest in the iron and steel strike is now lost, the coal situation being of vastly more consequence than what little remains of the iron and steel industry's own strike. The Wheeling district remains largely closed with rumors, denied at strike headquarters, that the strike in general has been called off. At various other points there remain some strikers, but the mills where they remain strikers are more interested in lining up the men in employment and organizing them into efficient working units again, than in getting more men into employment. Even in the Mahoning valley, which next to the Wheeling district has held out the longest, some mills are turning away an occasional applicant for a job, as they either do not need the man at all or are not ready for him.

### Pig Iron Movement May Be Over

There are distinct suggestions that possibly the pig iron buying movement is about over, in which case the remarkable rise in prices will stop. Inquiry is certainly much less widespread, but whether that is because consumers are now well covered in most cases, or because the consumers remaining uncovered feel that the advance has gone too far to make it worth while for them to cover now, is uncertain. It is learned that there was a considerable volume of speculative buying, particularly of Buffalo and Eastern Pennsylvania iron, in the advance, and the speculative holdings may disturb the market at some later time.

An effect of the advance in pig iron has been to encourage the Connellsville coke operators to demand more money for coke for 1920 delivery and most of the furnaces that have closed for coke have had to pay large advances. Another effect may be to encourage an advance in Lake Superior iron ores for the 1920 season, whereas a month ago it seemed certain that the ore interests would be quite content to go along for another season at the established prices. The furnaces will be consuming 1920 ore into May or June of 1921 and if the pig iron advance they have brought about does not hold they may find themselves




# Paint Buyers Appreciate Advice

## The Majority of Them Depend on the Merchant From Whom They Are Buying to Tell Them What is Best and How to Use It—Some Pointers That Help Sales

THE great majority of buyers of paints and varnishes expect the merchant from whom they are buying the materials, to be able to tell them all about their uses and the best means of applying. They appreciate service of this kind and hardware merchants have learned that it pays and pays well to become thoroughly posted on the goods they are handling and be in a position to answer any and all questions they may be asked.

Being able to do this quickly and accurately, undoubtedly means more business and also the establishing in the buyer's mind of a confidence that will not readily be shaken.

Very often it is necessary for the dealer to ask many questions before he can decide just what really is required and what will give the best results. It is important for him to know if the building or article has ever been painted before, and if so, in what condition it is. It is also necessary for him to know whether metal or wood is to be painted, and in case it is wood, just what kind of wood, and if it has been long exposed to the weather or not. A great deal depends on the answers given. If the surface has been gone over before, it is essential to know the present condition of the paint.

### Service, Not Price

Many paint dealers have stated to HARDWARE AND METAL recently that buyers, especially farmers, bring up the question of price the very first thing. The dealer has, as a rule, little difficulty in disposing of this by explaining that values, especially of paints, are not measured in dollars but in service, and that with materials at the prices they are now, paint is easily the cheapest and best preservative agent there is. There is no economy in buying a cheap product that will have to be quickly renewed and will not give results in service when by paying a reasonable price an article may be obtained which the dealer can stand behind to the limit.

### Practical Advice

If the painting is to be done on new wood, any knots should be covered with thin shellac. It is important that all surfaces should be dry before painting begins. Also in the case of wood that has been previously painted, all loose paint should be scraped off and any bad spots sand-papered. Many dealers advise customers to allow the first coat of paint to dry for at least five days, and to make sure when applying it that they work with the grain of the wood, then brush across the grain and finish with the grain, rubbing the paint well into the surface.

### Ask About Dryers

Many people, now that help is so scarce and time a big factor with them, ask about dryers, so that they can get the work done more quickly. Usually people need to be cautioned to use dryers sparingly in any case, and also against adding them to varnish, if they wish to secure long life for the finish. The right kind of dryer should be used in each case, and this is a matter about which the general public knows little. A high-grade Japan dryer shoudl be used for such work as porch chairs, while a liquid dryer is generally satisfactory for other paints. A dealer is generally safe in recommending a good grade of dryer rather than something cheap that may be asked for.

### Advising Women

Women usually know little of materials or about their application. They have very definite ideas of the effect desired, but little knowledge of the means required to produce it. Start then, by ascertaining what the customer wishes to accomplish, and base your recommendations upon this information. Women are usually very vague on methods of application. Advise against the use of a rag, and furnish a suitable brush for paint, enamel, varnish, varnish stain, etc. If the customer buys two or more colored materials, ascertain if they are to be used side by side, and assist her in the selection of pleasing color harmonies or contrasts. Unless trained, she is likely to select the individual colors that please her, without regard to the laws of color harmony. Advise her to close cans tightly after use, to prevent skinning, thickening and evaporation. This advice will also, to some extent, guard against the use of improper thinners.

It has been estimated that there are ten times the possibilities in dollars and cents in the sale of paints and varnishes for interior use than for exterior. Unquestionably, a great deal of this work is done by women, and they are every year becoming larger buyers of materials for fixing up their homes, furniture, etc.

### Floor Finishes

Many of them are particularly interested in floor finishes. Many dealers, in talking with prospects, call particular attention to the directions on the can, and inquire as to the material and condition of the floor. If white birch, white pine, or a similar very light-colored wood, a very thin coat of white shellac as a first coater (white shellac varnish thinned with about an equal volume of grain alcohol), may be suggested, to prevent the floor varnish from darkening the wood. Tell the customer to begin at the far side of the floor and work towards the door; to see that the room is warm and dry, but well ventilated; to apply two coats of varnish over the shellac, allowing each coat ample time to dry hard. If an open grain wood, like oak, etc., explain the necessity of filling first with paste filler. Call attention to the directions on the filler can, and lay particular stress on the necessity of rubbing off surplus filler across the grain, within fifteen or twenty minutes after applying. Three coats of varnish are often suggested for such work, Ask whether natural finish or a stained effect is desired, and supply the proper filler accordingly.

(Continued on page 80)

# MOORE'S

## House Colors



"Save the surface and you save all" *Paint & Varnish*




## MOORE'S
GUARANTEED
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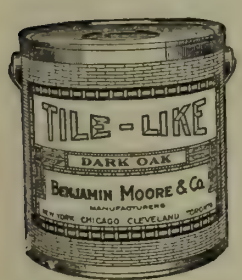







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## Benjamin Moore & Co., Limited

**Toronto - - Winnipeg**

### PAINT BUYERS APPRECIATE ADVICE

(Continued from page 78)

If a cheap finish on soft wood is desired, call attention to the liquid fillers and special colored varnishes; two coats of the latter may be desirable, in some cases, finished with one coat of high-grade clear floor varnish. If an old floor, with cracks and crevices, is to be done, recommend a crack and crevice filler, and call attention to the necessity of priming the floor before using this filler. If the wood of the floor be stained and discolored, recommend preliminary washing with a solution of oxalic acid, followed by careful washing with weak ammonia water and complete drying.

## Paint Manager Enjoys Novel Ride

General Manager Archie T. Black, of the Martin Senour Company, Montreal, left his Robin's Egg Blue car in the garage last week and took a ride in a gaudy red wheelbarrow, covering some of the well-travelled thoroughfares in the metropolis, and winning much applause from those of his friends who were fortunate enough to be "wished" on the little function.

It was thusly: Kiwanis Mapes, of the Montreal Kiwanis Club, thought that "Archie" would like a new kind of ride, and this involved the innovation of a little parade, beginning at the Queen's Hotel, after luncheon, and proceeding via St. James street to Victoria Square. It was but a brief while before there were many interested pedestrians, and curiosity gave ready place to the best Canadian humor, when it was learned that, in a little "drawing" stunt pulled off at the club dinner, the two Kiwanis, Mapes and Black, were to afford such amusement for their friends, as all good fellows will do under such circumstances.

Down the busy street they passed, right by the Bonaventure Station, with four selected canopy bearers proudly holding aloft a Kiwanis Club banner. The crowd swelled; Kiwanis Black smiled one of his winning grins, and, securely resting on the bumpers, he reached—all too soon, alas—his destination at Victoria Square. But his blue limousine has since been seen speeding. Car-riding this time of the year must, under such temperatures, be preferable to barrow-riding, even though the paint be of the turkey red variety.

The T. G. Campbell Co., Ltd., Midland, Ont., sanitary and heating engineers, are adding a stock of hardware and plan to have this end of the business open by December 15.

# The Brush Department

## Considerable Advances in Prices of Brushes is Likely

### Quotations on Chinese Bristles May Soar to New Records Shortly as the Demand is Far in Excess of Supplies

THE brush business was never as good in respect to volume of trade as it has been during the last six months, and we can see no reason why this should not continue during 1920," said W. G. Meakins, of Meakins and Sons, Limited, Hamilton, Ont., in discussing the outlook with HARDWARE AND METAL. "There has been a great deal of building of all kinds done all over the world and this building activity means the use of a great quantity of brushes, but from the point of view of any reduction in prices of our material, this is a totally different question.

**Shortage of Bristles**

The troubles in Russia have kept any quantity of Russian bristles from coming to America or Europe. Before 1914 Russia practically supplied 50 per cent. of the world's supply of bristles, the other 50 per cent. being supplied from Manchuria and China. A pound of bristles that was worth 90c in 1910 was worth $1.30 on January 1, 1915, and it advanced $2.70 on January 1, 1919. There was a reaction in prices during January, February, March and April, 1919, and prices dropped from $2.70 to in the neighborhood of $2.50, but the great activity in the brush business which commenced about March or April of this year quickly brought the prices of Chinese and Manchurian bristles back to their former level around $2.70, and during the last two months there has been a great scramble for supplies, and stocks have practically all been bought up.

**May Be Big Advance**

We would not be surprised to see a pound of Chinese bristles which cost 90c in 1910 and $1.40 on January 1, 1916, to be up to $3.50 by April 1, 1920.

These prices that we give above are prices per lb. f.o.b. New York, in bond, and to this must, of course, be added the freight and the 7½ per cent. war tax. The high price of bristles is practically the same all over the world, as there is only one primary source of supply and bristles are not sold any cheaper in one country than they are sold in another.

**Demand Exceeds Supply**

The high price of bristles is, of course, brought about by a larger demand than there is a supply and the Chinese dresser, and also the grower, wishes to get all he can out of the trade while it lasts, but the high price of silver, which is now higher than it was ever known, is also a feature in the high prices. This above condition of the bristle market will, we consider, make the prices of brushes advance quite rapidly during 1920.

**Home Market First**

Regarding delivery of brushes, although Canadian brushes are now being sold pretty well all over the world and the export trade is very good, where it has been cultivated, we think that all the Canadian factories realize that their home market must be looked after first, and therefore, we do not think that deliveries in Canada will be delayed.

In reference to prices, although the prices of brushes is high, we really believe that brushes are sold cheaper in Canada to-day than in any other country in the world. The constant competition between the three or four large factories in Canada, between whom there has never been any kind of a working arrangement in any manner, has kept the price of brushes in Canada at a comparatively low level compared with other countries, while the different factories in Canada have grown until they now have machinery of a class that we do not think is excelled in the world.

We might state that we would advise the hardware trade to place their orders early, as there will most certainly be no dropping in prices, although we consider there might be considerable advances.

### PROSECUTING OIL PRODUCERS

Washington.—Prosecution of Western oil producers for alleged profiteering has been ordered by Attorney-General Palmer. Simultaneously the railroad administration established an embargo, effective Monday, against shipments of fuel oil from the West to points east of Chicago and St. Louis. This action, it was explained, was necessary to conserve the small supply of coal available for the territory west of the Mississippi River and to compel, where possible, the use of fuel oil instead.

# GLIDDEN

PAINTS ~ VARNISHES ~ COLORS ~ INSECTICIDES

## Back for More



Glidden makes that kind of paint. It brings customers back for more of the same kind and more of other kinds of Glidden Products as well.

Quick turnover goods are the only kind you can afford to carry. They earn your profits. They pay dividends while the unknown kinds are standing on the shelves.

The Glidden name is an asset for you. Let us give you some interesting details by mail.

**The Glidden Co.**
Limited
**Toronto, Ontario**

*Branch Office and Warehouse at Montreal, Que.*

# Anticipate Your Glass Needs is Broker's Advice

THE Johnston Brokerage Co., of Pittsburgh, has sent the following letter to the trade:

While we have not withdrawn positively from the market on single and double strength glass we feel that it is only fair to advise our friends that our bookings are such that we deem it unwise to accept any more business at present. The factories are requesting us to take this position, as we have enough glass sold to take our production for about ten or twelve weeks, and the uncertainties of operating perhaps justify a discontinuance of entering into more contracts. The fuel situation is very uncertain, both coal and natural gas. We have had two plants close down within the last month on account of fuel shortage, and the winter is ahead of us and the uncertainty of strikes in the coal mines, and possibly with the railroad companies. We have as much business as we should take with the plants operating on normal schedule and we think it best to notify you of this situation.

We of course will take on any business that we can possibly handle within a period that would be reasonable for the factories and satisfactory to yourselves. If you haven't your needs fully taken care or you might send us your inquiries and we would advise you promptly if we could do anything toward handling them.

It looks as if the demand for 1920 would be the greatest in the history of the window glass business, and we are advising our friends to anticipate their needs as far in the future as possible. The writer cannot recall any such volume of business as we have been offered during the last sixty days, and which is still being offered us.

# New Low Price Store Chain for Canada

## The L. R. Steel Company Propose to start a Chain of 100 Stores in Canada, Forty of These to be Started During the Coming Year

A NEW chain of stores following the general policy of the 5 and 10 cent stores at present in existence, are about to be opened simultaneously in Canada and the United States. The Canadian Company is known as the L. R. Steel Company Ltd., and has its executive quarters for the present in the Royal Bank Building, Toronto. In the United States the company is known as the L. R. Steel Company, Inc., Lincoln Building, Buffalo. The control of the Canadian company will rest with the United States Company, and all financial dealings will be completed at that end.

The plan is to start a chain of 100 stores in Canada. The stores to be located in cities of over 6,000 population. As far as can be learned, no locations have yet been purchased, but it is understood that this work is in hand, and the first stores will probably be opened early in the spring, and it is expected that before the close of the coming year fully forty stores will be in operation. The organization at present is busily arranging for supplies.

The new chain varies from the well-known chains now in existence in the fact that while they will cater to the needs of the public for a cheaper line of goods, they will not set themselves as low a limit as the stores at present operating.

The new organization opens with a 5c to $1.00 margin, and this idea arose out of the fact that the war conditions had made the lower limit set by other stores a great element of difficulty, because owing to the advancing cost of many lines, several of the most profitable departments of the 5c and 10c stores had to be discontinued. With the dollar limit the new company believes that it has a sound proposition, that many lines that heretofore have been too high-priced for these stores, can be listed, and they feel that the public will appreciate the change.

The company will not deal largely in grocery lines. There will be a cafeteria in connection with all the stores, however, and it is the intention to sell a few lines such as coffee and tea in connection with this cafeteria. The beverages will be served in the restaurant, and will so be introduced to the customers.

Sundry odd lines generally sold in the grocery store will also be handled such fruit, soap, washboards, wash-boilers, etc.

### RESTRICTIONS IN SEEDS

Guelph.—At the annual meeting of the Ontario Seed Growers' Association held Monday, matters connected with the improvement of seed grain were discussed at great length. E. D. Eddy, of the Dominion Seed Branch, stated that his department would in the near future institute much more severe restrictions with regard to the introduction of new varieties of grain, and Prof. C. A. Zavitz asked that these restrictions be made to apply also in the case of alfalfa with respect to place of origin.

# *Glass Market is Active and Very Firm*

The present position with regard to both plate and window glass is one of considerable strength. The activity has been marked, and buyers have been securing supplies wherever they could obtain them to the best advantage. There has been a wide distribution of late and the glass jobbers who deal in this commodity in a large way report much activity.

As to the tendencies of the market it is safe to say that these are firm. Certain supplies have reached the Canadian market from Belgium, and while these are understood to be limited, they have been readily absorbed into trade channels. Just whether there will be an increase in price it is difficult to say at this time. The difficulty of obtainng adequate supplies of both window and plate glass have kept the jobbers and the importers guessing, at times, to know just where to obtain what they require. From all indications the retail trade has been active and jobbers have been kept very busy supplying the wants of various dealers.

HARDWARE AND METAL is informed that the import from the United States have been necessarily smaller of late. This is simply the result of dealers across the line being piled up with a multitude of orders which they cannot fill promptly. In view of all the surrounding conditions of manufacture, and particularly in view of the possibility of coal shortage during the coming winter months, it does not seem that the prospects of getting larger and more complete supplies is a rosy one.

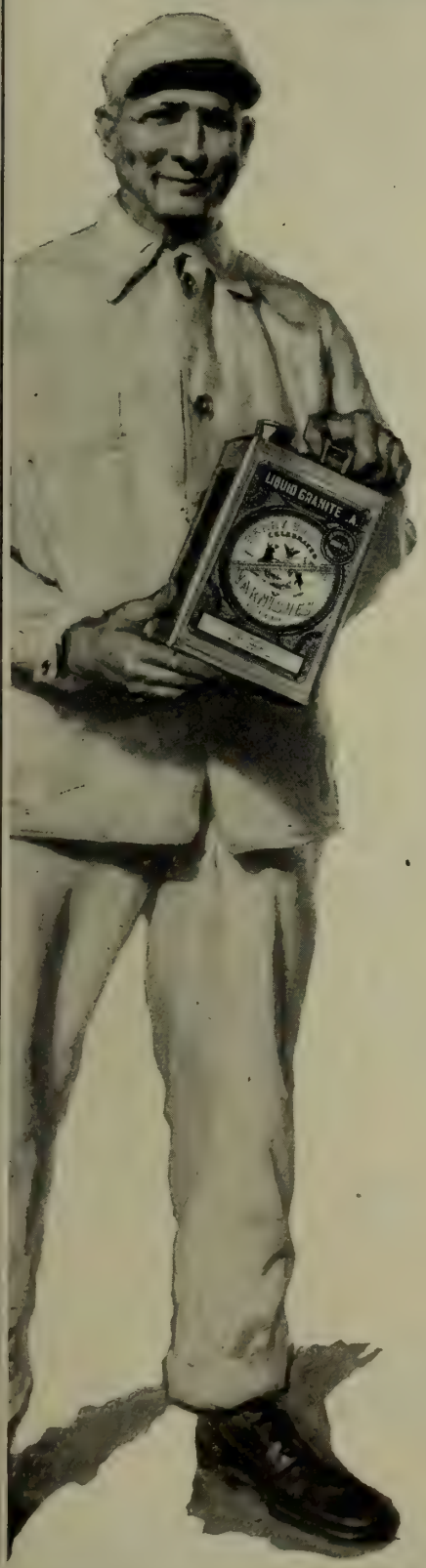
### WILDER PIKE THERMOMETER CO.

The Wilder Pike Thermometer Company of Troy, N.Y., has issued a twenty-eight page catalogue in which is listed the various lines of thermometers manufactured by the firm. These include, beside the regular weather thermometers, incubator thermometers, hygrometers, and thermometers for photographic work, cooking, maple sugar making, cold storage, dairies, candy makers and other lines. Readers of HARDWARE AND METAL, who desire copies of the catalogue, may obtain same upon request.

### BIRMINGHAM SMALL ARMS TO MAKE SHOTGUNS

The Birmingham Small Arms Company, Birmingham, England, are entering the field as manufacturers of shotguns, and a large portion of their plant. it is understood, has already been readapted for this purpose. HARDWARE AND METAL understands that the product will be available to the Canadian trade in the spring of 1920—perhaps in April. It is further understood that supplies will be available from stock in Montreal on or about the above date.

# The Luxeberry Painter says:




"Everywhere I go I get a double smile of greeting—one for myself and one for the Berry Brothers' label on the finishes I use. Seems as though everybody looked on that label as an old friend."

Generations of home-builders and home-lovers have learned that the most artistic and harmonious interiors are produced with Berry Brothers' Varnishes, Enamels and Stains. This is why the "Berry" label is the only selling argument the dealer needs in marketing Berry Brothers' Finishes.

## Partial List of Distributors of Berry Brothers' Products:

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd. | Vancouver, B.C. |
| Wood, Vallance Hardware Co., Ltd. | Nelson, B.C. |
| Frank A. Gillis Co. | Halifax, N.S. |
| Marks, Clavett, Dobie Co., Ltd. | Port Arthur, Ont. |
| Whites, Ltd. | Collingwood, Ont. |
| Sanderson Pearcy & Co., Ltd. | Toronto, Ont. |
| A. M. Bell & Co., Ltd. | Halifax, N.S. |
| Lariviere, Inc. | Montreal, Que. |
| L. H. Gaudry & Co. | Quebec, P.Q. |
| Wood, Vallance, Ltd. | Winnipeg, Man. |
| Wood, Vallance & Adams, Ltd. | Calgary, Alta. |
| Revillon Wholesale, Ltd. | Edmonton, Alta. |
| Townsend Paint Mfg. Co. | Edmonton, Alta. |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

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# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Dec. 11. — Market prices on linseed oil are higher this week as a result of the short supplies of flax, and with $2.47 per gallon the low point on single barrels, raw. The tendencies are upward, for seed stocks are limited and crushers do not look for an early relief. Some look for much higher prices, and are stating that those who bought at around $2 per gallon are fortunate. There is also difficulty in obtaining adequate supplies of turpentine. Shellacs are 50c per gallon higher. Mixed paints are very firm, and the undertone on putty and white lead in oil is firm. Glass is being offered by Belgian makers, and this may, a little later, have a beneficial affect on this market. Trade orders for spring shipment are reported to be extremely heavy.

### *Present Oil is Higher; Situation Difficult*

**Montreal.**

LINSEED OIL.—The markets have advanced this week again, and base price for raw, on the basis of one barrel lots, is $2.47 per gallon. This is the time of the year when the paint makers are using large quantities for manufacturing, and none seem anxious to sell, and only in one barrel lots. As far as Canadian seed supplies go, there is little probability of improvement coming now, the trade states. The only hope is in connection with Argentine seed, and if the prospects are as favorable for the next few weeks as they are now, it is stated that there will be a bumper crop there. However, the effect of this will not be felt in Canada for many weeks, and oil may go considerably higher in the meantime. Probably two months will elapse before the arrival of seed from the South will be a real factor in this market. Supplies from the West, many say, are not likely to be greatly augmented at this time.

| | Imp. Gal. | |
|---|---|---|
| Raw— | | |
| Single barrels | 2 47 | 2 50 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| Boiled— | Imp. | Gal. |
| Single barrels | 2 49½ | 2 52½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE. Owing to fluctuations seed markets jobbers, generally, are not quoting. The basis is

### *Not Easy Matter To Get Turpentine*

**Montreal**

TURPENTINE.—Supplies are very short, and the tendencies are still firm. Jobbers, and particularly paint makers, are now interested in the outlook for supplies for themselves, and the amount of stock coming through, and procurable, is really quite limited. Single barrel lots are available in some cases, but the holders are not anxious to sell.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 40 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Moves Actively; Foreign Glass Comes*

**Montreal.**

PUTTY AND GLASS.—The movement of putty is very active now, and the market, while unchanged, is firm. Prices are listed below.

Glass is offered, HARDWARE AND METAL is informed, from Belgian sources, and despite the havoc played by the war in one of the most important producing centres over there, supplies, it is stated, are being offered the Canadian trade in increasing quantities. This applies to plate as well as to sheet glass, and some are wondering, in view of the United States situation, whether the offering and sale of this Belgium glass will not, sooner or later, have a salutary effect on the price basis in Canada. In the meantime, the trade is an active one at unchanged prices.

| | 5 ton | 1 ton | Quanty |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 40 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do. 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 7. |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty $1.60 per 100 lbs. advance on above prices

Terms—2%, 15 days, net 60.

### *Big Paint Bookings And Undertone is Firm*

**Montreal.**

PREPARED PAINT.—Bookings for paint are very heavy, and some of the manufacturers are wondering, if this keeps up, how they will take care of orders. The factories are extremely busy right now and are working full time. There are some who see nothing in store but a decidedly firm basis for prepared paints, and with all factors maintaining a continued high basis, and with some raw materials firming, and even advancing, there is not any promise of reduced prices.

### *White Lead is Firm Under Influence of Pig*

**Montreal.**

WHITE LEAD IN OIL.—The undertone of the market is firm. With linseed oil high, and with the pig lead market firmer, there could be no easing of the basis, and it begins to look as if lead will rule high, considerable export of both pig lead and of lead in oil, being reported. Prices remain at $16.50 per 100 lbs. for five ton lots; $17 per 100 lbs. for ton lots, and at $17.35 per 100 lbs. for smaller quantities.

### *Shellacs Are Higher; Fifty Cents Gallon*

**Montreal.**

SHELLACS.—Prices are higher on shellac. The advance is fifty cents per gallon and applies to both orange and white. The gum markets are decidedly firm, and prices are bound to rule high for the immediate future at least.

## TORONTO

TORONTO, ONT., Dec. 11.—Linseed oil, although raw material has declined, is not immediately expected to drop. This decline in seed is considered by some as more of a fluctuation on account of the climax of the coal strike.

Turpentine is very scarce locally and an advance is recorded this week, which is claimed is mainly due to the increased rate of exchange. Deliveries are very uncertain and jobbers are experiencing great inconvenience on account of these poor deliveries.

Paint is showing good demand and spring bookings are coming in good volume. White lead is showing a strong undertone on account of the firm price of pig lead.

Putty is selling in good volume. A change has been made in the extras of the 1 and 2 pound packages of 1 cent per pound.

### *Extras Show Change on White Lead and Putty*

**Toronto.**

WHITE LEAD IN OIL AND PUTTY are showing a good demand and a new extra is noted on the 1 and 2 pound packages. The former price was quoted at an advance of 2½ cents per pound;




## GUARANTEE

We guarantee the white pigment forming the base of this B-H "English" paint is made from Brandrams Genuine B.B. Government Standard White Lead and Pure White Zinc, in the following proportions

70 Per Cent. Pure White Lead
30 " " Pure White Zinc } 100 Per Cent. Pure

The various shades are arrived at by adding tinting colors and mixed ready for use with Pure Linseed Oil Turpentine and Drying Oils.

BRANDRAM - HENDERSON LIMITED

George Henderson

PRES & GEN MANAGER

BRANDRAM-HENDERSON BRANDRAMS B-B WHITE LEAD MANUFACTURERS MONTREAL

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

# The B-H Guarantee is no "Scrap of Paper"

It is signed by the President of Brandram-Henderson Limited—saving you the necessity of telling about the quality:—

| | | |
|---|---|---|
| **B-H "English" Paint** | - | **70% Pure White Lead**<br>**30% Pure white zinc** |
| | | **100% Pure paint** |

With a signed statement such as this is it any wonder that the B-H agent sees a steady increase in Paint Sales? Every customer for B-H is a natural booster.

**Write at once for particulars of our agency proposition.**

"Save the surface and you save all" Paint & Varnish

## BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

this is now changed to 3½ cents per pound.

An additional delivery point has been added to the list and quotations now include Brantford at rate of 5 cents per pound higher than the Toronto prices.

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *Turpentine Scarce; Advanced* 10c *Gallon*

**Toronto.**

TURPENTINE is noted to be scarce on the local market and jobbers state they are having difficulty in securing delivery. An advance of 10 cents per gallon is recorded, and it is believed that this is a direct result of the increased exchange rates. Prices are as follows:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 60 |
| 2 to 4 barrel lots | 2 59 |
| 5 gal. lots | 2 75 |

## *Linseed Oil Firm; No Change Noted*

**Toronto.**

LINSEED OIL.—The reduction of raw material has not affected the linseed oil market. It has been stated that this decline in seed is merely a fluctuation in sympathy with the climax of the coal strike. It is believed that no further change will be effected till at least the end of present year, but it is hard to state officially if this will be the case, as there are so many factors in this market. The following are quotations:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | 2 67 | 2 70 |
| 3 to 5 barrels, gal. | 2 66 | .... |
| 10 barrels and over | 2 64 | .... |
| | Boiled | |
| 1 to 2 barrels, gal. | 2 70 | 2 73 |
| 3 to 5 barrels, gal. | 2 69 | .... |
| 10 barrels and over | 2 67 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

## *Window Glass Firm; Supplies Growing Scarce*

**Toronto.**

WINDOW GLASS.—There has been no change in the underlying situation in the window glass trade outside of the fuel shortage during the past week. It is stated that a number of plants were forced to close down through their inability to secure coal. It is stated that in one instance 65 cars of coal were confiscated by the railroad, leaving this particular factory without any fuel. It is stated that the supply of window and plate glass is growing scarcer every day, and the general opinion of the trade is that there will be no relief until early in the new year.

It looks as if the demand for 1920 would be the greatest in the history of the window glass business. Jobbers generally are advising placing orders immediately in order to insure stocks as well as possible.

### PROSPERITY ASSURED FOR YEARS TO COME

Continued from page 59

costs reduced, you naturally have a commodity that can be sold at lower prices. What of the nine men whose services are disposed of? They will be making the machine that saves the labor and handling the excess production. It is merely a re-arrangement of labor that leaves everyone employed and producing more.

**Larger Production—Lower Prices**

"With larger production there must come lower prices; lower prices are made possible by better business system, and with the laborers' wages maintained there is a buyer for all the goods that can be produced. Such conditions will mean an indefinite continuance of prosperity.

**Prosperity Outstrips Debt**

As for the financial aspect, I do not think that there is ground for fear. At the close of the Napoleonic wars Britain had a debt of eight hundred million. That is taking in the British Empire alone. Our present debt is estimated at somewhere about six thousand million, add in the debt of all other parts of the Empire and the total debt will yet be less than eight thousand million. Ten times as much as that of the Napoleonic wars, but is anyone foolish enough to believe that our resources are not ten times greater than then? Why, take Canada, her resources are a thousand times and more greater than they were in the Napoleonic era. Australia had only been discovered by Captain Cook a few years before. Africa had practically no resources, and the resources of India were a mere bagatelle. Why our resources were scarcely touched in those days. To-day they are certainly many times more than ten times as great, and if a time of undreamed of prosperity followed on those uncertain days, why should we fear any disastrous financial conditions now? As I said I am an optimist and I can see only good times ahead."

# The Prospective Iron and Steel Price Level

DISCUSSING the outlook in regard to steel and iron the American "Metal Market and Daily Stock Reporter" says:

"Odds are not likely to be offered yet as to which philosophy has won in the iron and steel market, the philosophy of holding to March 21st prices and hoping for a general deflation in commodity prices generally, or the philosophy of getting all that can be obtained.

"The first philosophy has been that of the United States Steel Corporation, several of the large independent steel interests, a very few of the merchant furnace interests, and the Lake Superior ore producers. The second philosophy has been that of most of the interests not mentioned. The philosophy has been held by more than have openly avowed it.

**Supply and Demand**

"Arguments based on regard for the best interests of the country and the stability of business have been on the side of the first named philosophy. The law of supply and demand has been on the side of the second, also the mental attitude of the great majority of the people, which is to pay whatever price is asked, look cheerful while paying it and then complain loudly about the high cost of living, and which involves also in most cases a notion that the more one pays for his raw materials the more he can charge somebody else for what he sells.

**No Good Basis**

"There is no good basis for offering odds in betting which philosophy will prevail, for the reason that actual market developments up to date have been of very mixed character. It is true on the one hand that pig iron has sold at rapidly advancing prices, but on the other hand it is clear from the testimony of furnacemen themselves that they have not sold far ahead. They explain that they refused to sell far ahead, but an analysis looking to the future depends not on what may have been in the minds of sellers, but on what is on their order books.

**Unfinished Steel**

"As to unfinished steel, there has been a large volume of business put on books at March 21st prices. The sales of billets and sheet bars at premiums, while widely heralded, have been of only very small lots, and for prompt deliveries, the tonnage being quite insignificant. In the case of finished steel products, such appearances of the market being above the March 21st prices have been chiefly by way of refusals of mills to sell at those prices rather than of buyers actually contracting at higher prices. It is true that premium prices have been paid, but if one wishes to argue that such transactions prove the market is advanced he should be willing to specify the level to which he holds it has advanced.

**Automobile Sheets**

"For instance, nearly a fortnight ago it was reported that $40 a ton over the March 21st price had been bid for automobile sheets. Precisely what level for the sheet market does that incident establish? Now when it comes to tonnages, the United States Steel Corporation and several of the independents have been selling, for 1920, such tonnages as they were justified in believing they could produce, at precisely the March 21st prices. If the general market is established by the bulk of the tonnage sold, the market is the March 21st schedule. The sellers at these prices, however, might conceivably become sold out for so long a time that the market would get entirely away from them. This may occur, but that is something for the future. It has not occurred yet.

**Pig Iron Situation**

"In connection with the question whether or not iron and steel prices should advance comment is fitting upon the influence likely to be exerted by the advances that have occurred in pig iron. Reference to the "endless chain" and the "vicious circle" have been very common, always in condemnatory spirit. The observation may be applied to pig iron. When furnacemen first began to advance their prices sharply they spoke of what they professed to see as a prospect, higher prices for coke, and they wanted to square themselves. The coke operators heard this and marked up their views."

**POSITION WANTED**

EXPERIENCED RETAIL HARDWARE AND paint man desires change for next year. Married. Box 615, Hardware and Metal.

# Second to None In Quality and Economy

# DOUGALL Blanchite

## Wall Coating

Increasing activity in the building and contracting field is creating a still better demand for this popular wall coating.

The beautiful effect that Blanchite produces and the fact that one coat is usually sufficient, makes it the first choice from the double point of view of good looks and good economy.




*Gloss White and Flat White*

Dealers stocking Blanchite will find it the connecting link between their business and the building and contracting trades who require large quantities of a real sanitary wall covering. And Blanchite profits are worth securing.

"Save the surface and you save all" *Paint & Varnish*

# The Dougall Varnish Co., Ltd.

**MONTREAL**

*Associated with the Murphy Varnish Co., U.S.A.*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Metallics — B.B. Caps, 10%; C.B. Caps, 5%; 22 short, black, 22 long, black, 22 long, smokeless, 5%; 22 short lesmok or 22 long lesmok, 5%; 22 short, smokeless, 15%; 22 long rifle, black, 22 long rifle, smokeless, add 10—2½%; other rim fire, add 10%; centre fire pistol, add 62½% list; centre fire sporting, add 90%; shot cartridges, same as ball; brass shot shell, 5%; primers, add 62½% list; empty shot shells, add 15%; blanks, add 50%; bullets, add 67½%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells, "Crown" Black Power, 32½% on list "Sovereign" Bulk Smokeless Powder, 20%; "Regal" Dense Smokeless Powder, 20%; "Canuck" Shells, Smokeless, 20%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

### AMERICAN AMMUNITION
List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $98; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8 25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:

Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eve Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz | | 20 00 |
| No. 3, doz | | 22 50 |
| No. 4, doz | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb | $4 00 |
| No. 2 x 50, lb | 5 00 |
| No. 3 x 60, lb | 7 50 |
| No. 4 x 100, lb | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅝ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy | $27 00 |
| No. 10, Daisy | 32 00 |
| No. 31, | 11 00 |
| No. 32 | 12 00 |
| No. 35 | 26 00 |
| No. 36 | 30 00 |
| Perfection | 34 50 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 60%. Tire Bolts, 45%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 37 |
| Rods, base ½ to 1 in., round | 0 35 |
| Tubing, seamless, base | 0 43 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Baby Globe | 2 35 |
| Pony | $2 35 |
| Royal Globe | 5 15 |
| Improved Globe | 5 15 |
| Neptune | 6 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Solid Back Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |
| Glass Globe | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.05 | 13.70 |
| 7-16 in. | 10.80 | 13.30 |
| ½ in. | 10.40 | 12.95 |
| ⅝ in. | 10.65 | 12.75 |
| ¾ in. | 9.95 | 12.20 |
| ⅞ in. | 9.65 | 11.90 |
| 1 in. | 9.50 | 11.80 |

F.O.B. Toronto.

| | Electric Welded Proof | B.B.B. |
|---|---|---|
| ⅛ in. | $18 95 | ..... |
| 3-16 in. | 17.25 | $22.75 |
| ¼ in. | 15.85 | 19.50 |
| 5-16 in. | 13.30 | 15.70 |
| ⅜ in. | 10.50 | ..... |
| 7-16 in. | 10 20 | ..... |
| ½ and ⅝ in. | 9.95 | ..... |

F.O.B. Toronto, Montreal.

Cow ties, 10%; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 30%; stall fixtures, No. 1 or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

### CLOTHES BARS AND DRIERS

| | Per Doz. |
|---|---|
| Leader Clothes Dryers | $10 85 |
| Clothes Bars, No. 1 and 3 | 9 60 |
| No. 2 | 12 00 |
| No. 4 | 1 00 |
| No. 5 | 13 00 |
| No. 6 | 15 00 |

### CLOTHES HORSES, Etc.

| | Folding | Extension |
|---|---|---|
| 4 ft. | $ 9 75 | $19 50 |
| 5 ft. | 12 25 | 24 50 |
| 6 ft. | 15 00 | 30 00 |

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 38 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 39 |
| Soft sheets, base 16 oz. and heavier | 0 42 | 0 40 |
| Tubing, lb. | 0 46 | 0 45 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 90 |
| No. 7, lb. | 89 |
| Nos. 8, 9, 10, 12 | 88 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 36 |
| Do., 60 shetes | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC, 20x28 base | $20 00 | $20 50 |
| IX, 20x28 base | 23 00 | 23 50 |
| IXX, 20x28 base | 26 00 | 26 50 |
| IXXX, 20x28 base | 28 00 | 28 50 |

### TERNE PLATES

IC, 20x28, 112 sheets $20 00
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.




# THE WHY PHILOSOPHY OF

## W. G. HARRIS

**President The Canada Metal Company, Limited**

**Did you ever get up against the question WHY?**

**In building up a huge business like ours, time and time again WHY is the great question we get rubbed in.**

**For instance, for years we have been manufacturing BABBITT METALS—SHEET LEAD—LEAD PIPE and SOLDER and guarantee everything we manufacture to be of the highest quality and to give excellent service.**

**WHY can we give this guarantee?**

**The reply is, we have been manufacturing for over 30 years and our factory is the best equipped in the Dominion. We use nothing but the purest of raw materials.**

**The WHY is because of QUALITY and SERVICE.**

**Let us have your enquiries.**

## THE CANADA METAL CO., LIMITED

HAMILTON TORONTO WINNIPEG
MONTREAL VANCOUVER



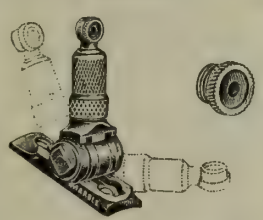


# MARBLE'S Specialties Big Xmas Sellers

You can sell Marble's Specialties to most Christmas Shoppers. They are dandy gifts for outdoor men and women. Stock up with the Marble's line—it's known because it is advertised in leading magazines.

**MARBLE'S FLEXIBLE REAR SIGHT**

Every user a big booster. Stem is not rigid-held by strong spring in base. Won't break when struck. Spring permits sight to give; brings it back to correct position. **A perfect rear sight.....List price $3.30**





**SHEARD GOLD BEAD FRONT SIGHT**

Will not blur in bright sunlight—shows up clear in dark timber. Correct in principle and construction .....Factory list price $1.65

**MARBLE'S HANDY COMPASS**

Never goes wrong—guaranteed accurate. Brass box, agate bearings. List price, $1.10.






MARBLE'S COAT COMPASS — Attaches to coat, in plain view at all times. Can't get lost. List price, $1.40.



**MARBLE'S WATERPROOF MATCH BOX**

Keeps matches bone dry. Seamless brass, heavily nickel-plated. Size of 10-gauge shell. Absolutely waterproof. List price, 55c.

ABOVE PRICES ARE LIST—Liberal dealer's discounts. Jobbers everywhere. Write for Marble's complete catalog.

**MARBLE ARMS & MFG. CO.,** 5350 Delta Ave., Gladstone, Mich.



# Your Big Line for Christmas Trade

Can you imagine any features of the ideal Christmas gift that are not present in exceptional degree in

## Automobile SKATES

The Skate with Aluminum Tops

**Appropriate**—Impossible to think of anything more in keeping with the winter season.

**Beautiful**—Unusual beauty of lines and finish appeal to women—and to men.

**Quality**—Year after year of pleasure is assured by better quality. Blades are chrome-nickel steel, ensuring lasting keen edge, and have soft, tough core, making them practically unbreakable. Aluminum tops. A model for every purpose.

Dealers! This is the line around which your Christmas business centers. Make the most of your opportunity. Write us for particulars.

**Canada Cycle and Motor Co., Limited**

Toronto WESTON Montreal
Winnipeg Vancouver

**CLOCKS**

Big Ben ..... $3 25
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each..... 1 60
Lookout ..... 2 00
Sleepmeter ..... 2 15
Hamilton

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| | List each. | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | ⅞ | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

| | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 00 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | ⅞ | 30 00 |

Bit Stock Drills ..... 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank ..... 35%
Straight Shank, wire..... 35%
Taper Shank ..... 35%

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz..... $34 80
2 ft. 10 in., doz..... 35.40
3 ft. x 7, doz..... 36.60
F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer..... | 50 |
| Kearney & Foot, Arcade.... | 50 |
| J. Barton Smith, Eagle ..... | 50 |
| P. H. and Imperial ..... | 50 |
| Disston Brand ..... | 40 |
| Globe ..... | 50 |
| Nicholson ..... | 35 |
| Black Diamond ..... | 35 |
| Delta Files ..... | 20 |
| Firth Files ..... | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A ..... | 0 57 | 0 72 |
| B ..... | 0 26 | 0 35 |
| C ..... | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

Single heat, round .....$7 50
Three heat, round ..... 8 25
F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. ..... 4 25
Bi-Treadle, each ..... 7 00
F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ .....13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. ..... 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs.. .... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 ..... | $13 30 |
| Atlas, No. 1 ..... | 13 80 |
| Atlas, No. 2 ..... | 15 80 |
| Stearns, 4 in. ..... | 9 75 |
| Stearns, 5 in. ..... | 13 20 |
| Perfect, No. 1 ..... | 10 45 |
| Canada ..... | 12 50 |
| Hatch ..... | 12 75 |
| National ..... | 14 50 |
| America ..... | 16 50 |
| Great West ..... | 30 00 |
| Storm King and safety hangers, doz. ..... | 10 60 |
| Steel track, 1¼ in. ....9 00-12 00 | |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

Majestic, 1 Burner ..... 7 50
Majestic, 2 Burner ..... 11 25
F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap | Tee |
|---|---|---|
| | Doz. pairs. | |
| 4-inch ..... | $ 3 00 | $ 2 55 |
| 5-inch ..... | 3 70 | 3 20 |
| 6-inch ..... | 4 00 | 3 60 |
| 8-inch ..... | 5 40 | 4 70 |
| 10-inch ..... | 9 60 | 7 30 |
| 12-inch ..... | 11 90 | 11 60 |
| 14-inch ..... | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch ..... .... | $1 00 | $1 00 |
| 4-inch ..... | 1 20 | 1 10 |
| 5-inch ..... | 1 40 | 1 30 |
| 6-inch ..... | 1 70 | 1 50 |
| 8-inch ..... | .... | .... |
| 10-inch .. ..... | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

Spear Point ..... $14 75
Lightning ..... 13 25
Heath's ..... 13 25
**HOES.** Grub .....$10 00 10 50

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz... | $4 40 | $5 00-$5 50 |
| No. 3, per doz... | 4 50 | 5 50- 6 40 |
| No. 4, per doz... | 4 60 | 6 00- 7 40 |
| Little Giant .... | 6 25 | .... .... |
| Barden Patent... | 6 25 | .... .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron ... | 0-7 | $7 75 | $8 00 |
| Long heel light iron ..... | 3-7 | 7 75 | .... |
| Medium iron.. | 1-8 | 7 75 | 8 00 |
| Heavy iron .... | 6-8 | 7 75 | .... |
| Snow ..... | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel ..... | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel... | 0-4 | 9 60 | .... |
| Special-countersunk ..... | 0-4 | 10 10 | .... |
| Toe-weight (front only). | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

Corrugated, ½ in., 100 ft..$17 50
Corrugated, ⅝ in., 100 ft.. 20 50
Corrugated, ¾ in. ..... 23 50
Corrugated, 1 in., 100 ft... 35 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ..... 25c per lb.
30 x 96 ..... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

**IRONS, (SAD)**

Mrs. Potts, No. 55, polished, per set ..... $1 85
Mrs. Potts, No. 50, nickel-plated, set ..... 1 90- 1 95
Mrs. Potts, handles, japanned, doz. ..... 1 40
Sad irons, common, plain, 3, 4 and 5 lbs..... 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A ..... $4 71
Style B ..... 5 08
Hotpoint Domestic Electric Irons, each ..... 5 25
Gasoline Sad Irons, each ... 4 25
F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only.....$0 37 | |
| Standard ..... 0 31 | |
| Crescent ..... 0 28 | |
| Household ..... 0 24 | |
| Hercules, 4 to 10 ft..... 0 39 | |
| Hercules, 12 to 14 ft..... 0 44 | |
| Faultless, 4 to 10 ft. only..... 0 35 | |
| Ontario, 4 to 10 ft. only..... 0 32 | |
| Shelf Lock, 4 to 5 ft. only.... 0 27 | |
| Gardner, No. 1 ..... 0 24 | |
| Do., No. 2, bolted..... 0 27 | |
| Dominion, No. 3 ..... 0 28 | |
| Do., No. 4, bolted..... 0 31 | |

Single and Fruit Picking

10 ft. to 16 ft. ..... 23c ft.
18 ft. to 20 ft. .....24c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft. .....$0 25
36 to 40 ft. ..... 0 27
44 ft. ..... 0 29
Over 44 ft. ..... 0 42
Best quality, 20 to 40 ft.... 0 35
Three section extension .... 0 35
F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

Short Globe, plain ..... $12 50
Do., Japd. ..... 13 25
Long Globe, plain ..... 12 50
Do., Japd. ..... 13 25
Dash, plain ..... 15 50
Do., Japd. ..... 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs .....2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

Cold blast, short.....$0 95-$1 10
Cold blast ..... 1 00- 1 10
3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

Steel Thumb, No. 2.....$1 80-$2 00
Steel Thumb, No. 3..... 2 40- 2 70
Steel Thumb, No. 4..... 4 75
Barn Door, No. 5 ..... 2 75
Barn Door, No. 9 ..... 5 10
F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian ..... | $12 50 |
| Dowswell ..... | 12 50 |
| Noiseless ..... | 16 25 |
| Hamilton ..... | 13 50 |
| Ottawa ..... | ..... |
| Peerless ..... | 13 50 |
| Snowball ..... | 18 75 |
| Momentum ..... | 20 25 |
| New Century, style A..... | 18 00 |
| New Century, style B..... | 20 00 |
| Playtime, engine drive .... | 26 00 |
| Ideal Power ..... | 30 00 |
| Seafoam, electric ..... | 120 00 |
| Seafoam, engine drive ..... | 55 00 |
| New Idea, electric ..... | 118 00 |
| Sunshine ..... | 10 25 |
| Popular, No. 1 ..... | 11 50 |
| Popular, No. 2 ..... | 11 00 |
| Economic ..... | 13 50 |
| Champion ..... | 18 50 |
| New Excell-All ..... | 18 00 |
| Blue Bell, without stand....16 50 | |
| Puritan Water Motor Washer, complete ..... | 28 00 |
| Hydro, 1 Tub, engine drive 51 50 | |
| Do., do., electric..... 111 50 | |
| Low pressure water motor washer, each ..... | 30 00 |
| Connor ball-bearing, with rack ..... | 18 50 |
| I X L ..... | 18 50 |
| Perfection, engine drive ... | 59 50 |
| Perfection, electric ..... | 119 50 |
| Gem ..... | 18 50 |
| Winner ..... | 17 00 |
| Connor Improved ..... | 10 75 |
| Jubilee ..... | 10 25 |
| Canada First ..... | 21 00 |

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 ..... 5.80
F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

Cutter, doz. ..... .....$13 00
Pick, doz. ..... 13 00
F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

Canuck—
No. 4, dozen ..... $33 00
No. 8, dozen ..... 37 25
Universal—
No. 4, dozen ..... $40 75
No. 8, dozen ..... 49 75

**MOPS**

O-Cedar, doz. net .....$12 60
Sprustex, No. 2, doz..$8 00 8 40
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz..... 2 00
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz..... 8 25
F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

Adanac .....40-10%
Woodyatt ..... 35%
Empress ..... 35%
Mayflower ..... 35%
Star, Ontario, Daisy ..... 35%
F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1⅛ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.05.

Sault Ste. Marie, Port Arthur, Fort William, $5.30 base, f.o.b. factory; no freight allowance.




**Brighten Up for New Year's**

# Ramsay's Enamels

"Save the surface and you save all" *Paint & Varnish*

***The Right Enamel To Bring Dealers' Profit***

## Invincible White Enamel
## Perfection Gold Enamel
## Aluminum Paint
## Bath Enamel

***You Never Hear a Ramsay Dealer Hold a Post-Mortem On His Paint Department***

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years*

**Toronto** **MONTREAL** **Vancouver**

**Distributors:**

*EDMONTON DISTRICT*
*Revillon Wholesale Limited, Edmonton*

*CALGARY DISTRICT*
*The McDonald-Baker Co., 818 8th Ave. W., Calgary*

*NOVA SCOTIA*
*Jas. Simmonds, Limited, Halifax, N.S.*

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $.... base; Toronto, $5.00 base; London, $5.00 Hamilton, $5.00; no equalization of freights.

Roofing Nails—American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

"M.R.M." BRAND

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mesh and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

2 inch mesh, 15%.

1 inch mesh, 10%.

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-inch mesh, net list; 1-inch mesh, list plus 2½%. American netting, 1 in., list plus 2½%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 16, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 25 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | 21 50 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

**OILS**

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |
| | List | Gallon |
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter).. | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder .. | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A. list | 1 00 |
| Gargoyle Mobiloil, A and E | 1 30 |
| Gargoyle Mobile, B and BB | 1 40 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 09 |
| Fuel oil, tank cars, net | 0 08 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 66 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 84 | |
| Rosin Sized Sheeting, red | .... | .... |
| Do., blue | .... | .... |
| Surprise Fibre | 0 78 | |
| "Stag" Sheathing | 0 78 | |
| Tarred felt, per cwt.— 7, 10 and 16 oz. | 4 15 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 66 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 25 | |
| Straw, sheathing, heavy, dry, cwt. | 3 75 | |
| Do., tarred, per cwt. | 3 90 | |

F.o.b. Toronto and Montreal.

**PASTE**

| Stick-Fast | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| Clay— | |
|---|---|
| 5 to 6 lbs., doz. | $11 00 $11 25 |
| 6 to 7 lbs., doz. | 12 00 12 25 |
| Rock— | |
| 7 to 8 lbs., doz. | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 50 |
| 4 gross (cartons), 4 in. | 1 75 |
| Spring, 2 grs. box | 1 00 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $..... | $.... |
| ¼ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ⅜ in.. | 4 53 | 6 66 | 5 13 | 7 26 |
| ½ in.. | 5 99 | 7 57 | 6 84 | 8 42 |
| ¾ in.. | 7 53 | 9 66 | 8 68 | 10 81 |
| 1 in.. | 11 14 | 14 28 | 12 84 | 15 98 |
| 1¼ in.. | 15 07 | 19 32 | 17 37 | 21 62 |
| 1½ in.. | 18 01 | 23 10 | 20 76 | 25 85 |
| 2 in.. | 24 24 | 31 08 | 27 94 | 34 78 |
| 2½ in.. | 38 90 | 49 73 | .... | .... |
| 3 in.. | 50 97 | 65 03 | .... | .... |
| 3½ in.. | 64 86 | 81 88 | .... | .... |

Standard Lapweld

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 35 |
| 3 in.. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 98 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 in.. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 75% | 75% |
| 4½" and larger | 67½% | 65% |

4" and under, running thread, 47½%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

Medium and extra heavy soil pipe, 4 in. ....15%

Medium and extra heavy pipe, 2, 3, 5 and 6 ....10%

Medium and extra heavy fittings, 2 to 6 inch....25%

8 inch pipe and fittings....5%

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply | 1 85 | 2 00 |
| Everlastic, 2-ply | 2 20 | 2 30 |
| Everlastic, 3-ply | 2 55 | 2 65 |
| Panamoid, 1-ply | 1 75 | 1 70 |
| Panamoid, 2-ply | 2 05 | 2 03 |
| Panamoid, 3-ply | 2 40 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 25 | |

F.o.b. Toronto and Montreal.

**ROPE**

| | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 26 |
| New Zealand hemp basis | 26 |
| Sisal basis | 22½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 22½ |
| Double lathe yarn | 23 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $3.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 95 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |
| | Dozen |
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# What is the Life of a Paint Brush?

Generally it depends on the usage it gets and the preparations in which it is used.

TRADE SIMMS SET IN RUBBER MARK

## Paint Brushes

can be used in any paint, oil or varnish preparation, kalsomine, glue, paint removers, etc., and yet live longer than the ordinary brush that is used in only one kind of paint.

The SIMMS brush lives until its bristles are worn down to the handle, and it gives excellent service all the time, under all conditions.

The painter's trade will come your way if you handle SIMMS Set-In-Rubber Paint Brushes.

Our other lines are also winners.

| | |
|---|---|
| **Brooms** | **Stove Brushes** |
| **Whisk Brooms** | **Lather Brushes** |
| **Shoe Brushes** | **Scrubbing Brushes** |

**For prices, etc., write our nearest branch.**

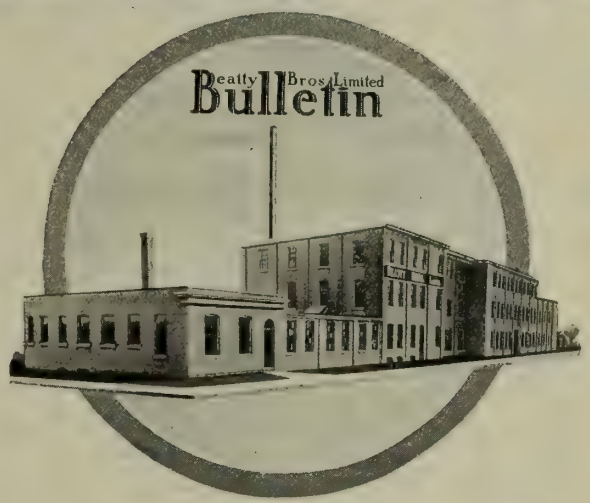
## T. S. SIMMS & CO.

*Makers of Better Brushes and Better Brooms for 54 Years*

Head Office: St. John, N. B.

MONTREAL LONDON TORONTO

# Beatty Bros. Limited Bulletin




**One of our London Factories: It is the York Street plant where we do the iron work on BT Washers, Churns and Pumps.**



**MR. N. J. DICK**
He is one of our foremost washer salesmen. He has been with us over ten years.

## WOODEN TUBS ARE BEST FOR WASHERS

Why do we use wood instead of metal in our washers? We have three large iron working plants and it would be easy for us to make metal tubs. Why do we use wood?

BT TIME SAVER

## TIME SAVER ELECTRIC WASHERS HAVE WOODEN TUBS

We make our tubs of wood because wood will not conduct heat. It keeps the water hot. It keeps the water so hot that long after the washing is done the water is still too hot for the hand. Leave the Time Saver Washer full of hot water over night and the water will still be hot in the morning.



TIME SAVER ELECTRIC WASHER

## BEATTY BROS., Limited

WINNIPEG, FERGUS, ONT.
MONTREAL, EDMONTON,
LONDON, ONT., ST. JOHN, N.B.
16 Holborn Viaduct,
LONDON, ENGLAND.

BT TIME SAVER BT TIME SAVER

**SNATHS** Doz.
00 Patent .. ..$13 75
1 .. 13 20
2 .. 12 65
3 .. 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright .. 77½%
Wood, R.H., bright .. 75 %
Wood, O.H., bright .. 75 %
Wood, F.H., brass .. 55 %
Wood, R.H., brass .. 52½%
Wood, O.H., brass .. 52½%
Wood, F.H., bronze .. 50 %
Wood, R.H., bronze .. 47½%
Wood, O.H., bronze .. 47½%
Square cap .. 20
Hexagon cap .. 20

**Wooden Bench Screws**
Dozen .. $7 00

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. .. | 8 90 | 9 75 | 8 25 | 9 50 |
| U.S. 28 ... | 8 30 | 10 15 | 7 85 | 8 80 |
| U.S. 26 ... | 7 90 | 8 75 | 7 55 | 8 45 |
| 22 and 24.. | 7 70 | 8 15 | 7 40 | 8 25 |
| 18 and 20.. | 7 50 | 7 95 | 7 25 | 8 05 |
| 16 ..... | 7 25 | 7 75 | 7 10 | 7 85 |
| 12 and 14.. | 7 05 | 7 50 | 6 95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $10 00 | $9 50 |
| 26 ga. | 9 75 | 9 25 |
| 24 ga. | 9 15 | 8 95 |
| 22 ga. | .... | 8 80 |
| 20 ga. | .... | 8 60 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized .. $10 00
Standard, painted .. 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanized .. $8 50
Standard, painted .. 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M.. $13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

| | |
|---|---|
| McClary Glass Front Oven No. 70, each, net.. | 4 25 |
| Detroit Glass Front Oven, No. 85, each, net.. | 4 50 |

F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each .. | $ 7 00 |
| No. 530, each .. | 8 25 |
| No. 630, each .. | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
No. 33, per doz. .. $34 50
No. 98, per doz. .. 18 50
No. 99, per doz. .. 23 00
Star, No. 1, doz. .. 21 00
Star, No. 2, doz. .. 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. .. $2 60
Sampson, doz. .. 7 50

**TACKS** Discount
Wire Tacks .. 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .. 60 and 15%
Double pointed tacks.. 60 and 10%
Shoe findings list adopted July 5, 1917 .. Net List
List of Capped Goods adopted Jan. 1, 1916.. 60 2and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty .. $4 71
Upright, with rack .. 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in.. | $6 90 | 16 in.. | $12 50 |
| 10 in.. | 7 70 | 18 in.. | 16 00 |
| 12 in.. | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 .. 2 95
Hawley & Norton, No. 1.. 3 45
Newhouse, No. 1 .. 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**
Hatch Trolley, per ft.. 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. .. 0 12

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb.. 0 87
Cones, 3-ply, lb .. 0 83
Do., 4-ply, lb. .. 0 87½

**WOOD TUBS**
No. 0, per dozen .. $20 80
No. 1, per dozen .. 18 50
No. 2, per dozen .. 16 20
No. 3, per dozen .. 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard.... 28
High grade .. 24
Fuller work, standard.. 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 .. 23
Bath cocks, compression.. 30
Flatway stop and waste cocks, standard .. 32
Roundway stop and waste cocks, standard .. 32
Brass steam cocks, standard..Net list
Radiator valves, standard.. 15
Do., removable seat.. 10
Globe, angle and check valves, standard .. 5-9%
Gate or Straightway..Net
Jenkins Gate Valve..10%
Jenkins Globe .. Net
Standard Gate .. Net
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves .. 5-2½%
Gate Valves .. 15%
Regrinding Valves .. 5%
Swing Check Valves .. Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 5%.
Colonial, 20 and 10%.
Imperial Ware, 20 and 10%.
Pearl, 20 and 10%.
Premier, net list.
Canada Ware, net list.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, plus 10%.
Tinners' Trimmings, 50%
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, net list off; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list plus 25%.
Nickel-plated Ware, 50%.

F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅝ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs.. | $3.75 | $4.00 | $4.00 |
| Section, ½ lb., per 100 lbs.. | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs., per cwt. .. | 3.00 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz.. $68 00
Garden, steel, doz.. 64 25
Light garden, doz.. 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 .. | $5 80 |
| No. 10 .. | 5 90 |
| No. 11 .. | 5 95 |
| No. 12 .. | 6 05 |
| No. 13 .. | 6 15 |
| No. 13½ .. | 6 20 |
| No. 14 .. | 6 35 |
| No. 15 .. | 6 50 |
| No. 16 .. | 6 65 |

**Stovepipe Wire**

| | |
|---|---|
| No. 18 .. | 8 75 |
| No. 19 .. | 9 25 |

Fine wire, list plus 20%.

**Smooth Steel Wire.**
Nos. 0-9 gauge, base .. 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 13c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz.. | $12 00 |
| 8 | in., doz.. | 13 50 |
| 10 | in., doz.. | 15 00 |
| 14 | in., doz.. | 21 00 |
| 18 | in., doz.. | 30 00 |
| 24 | in., doz.. | 43 50 |
| 36 | in., doz.. | 81 00 |

**SPADES, SHOVELS AND SCOOPS**

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.. | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools .. | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops .. | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels .. | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels.. | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels .. | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops .. | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels.. | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

**BLACK LIST PRICES**

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black.. | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black .. | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black .. | 36.50 | ..... | ..... |

**NET EXTRAS—**
For each size larger than No. 2, add 35c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 61 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. .. | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. .. | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings .... | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled.....$124 00 | |
| Household, japanned .. | 110 00 |
| Superba, nickeled .. | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

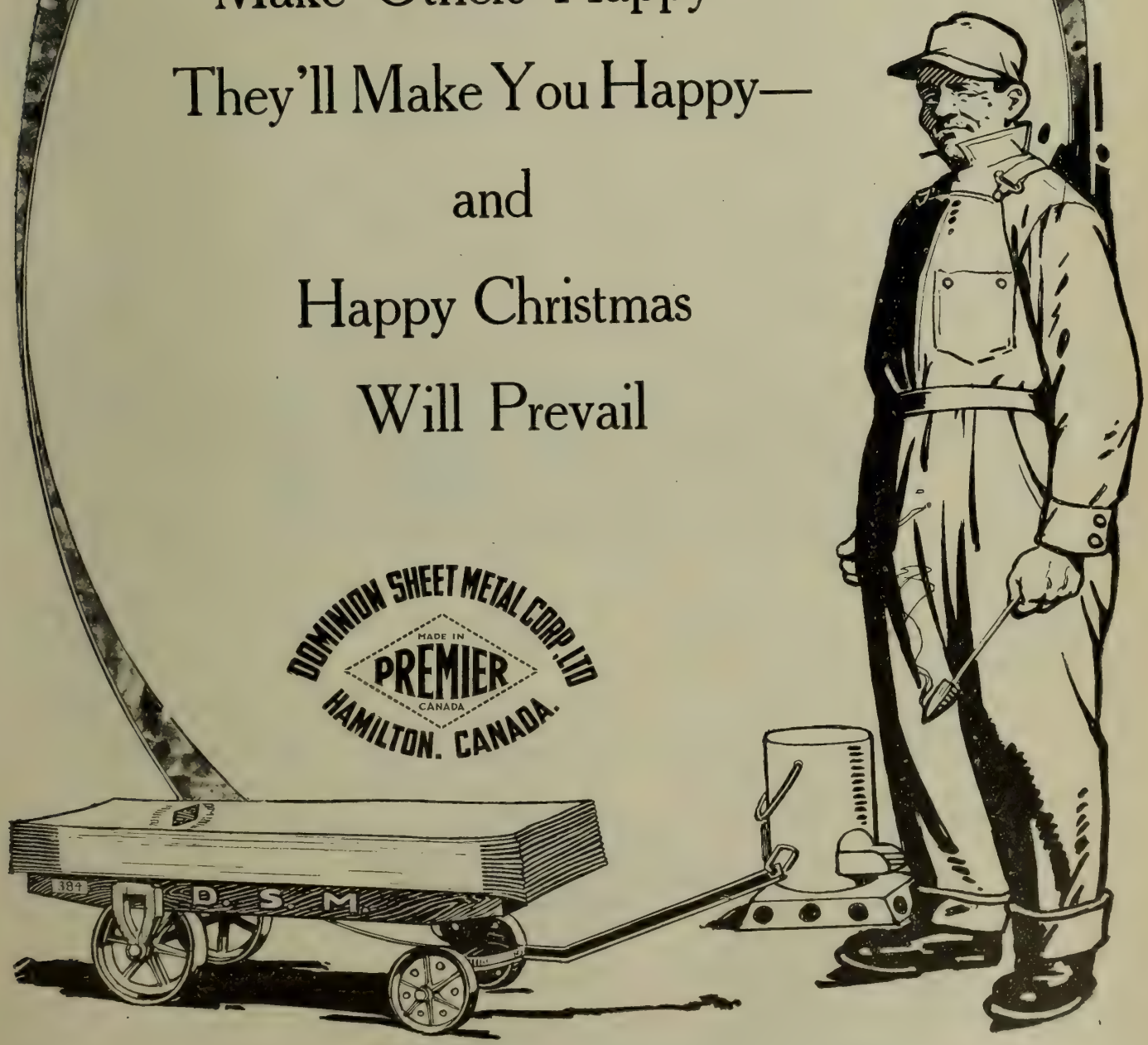
| | |
|---|---|
| Steel frame .. | $36 46 |
| Aluminum frame .. | 43 90 |
| Attachments, set .. | 8 25 |

F.O.B. Toronto, Hamilton, London.

# TINKER TOM'S TALKS.

**No. 237**

Make Others Happy—
They'll Make You Happy—
and
Happy Christmas
Will Prevail



# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 11 | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-18 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 06-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-08 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

| COLORS IN OIL, PURE 1 lb. tins | |
|---|---|
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite .....$7 47½ | |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albagloss ..... | 5 75 |
| Mooramel .....• | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 .....$19 90 | | $22 90 |
| 26 to 34 ..... | 20 80 | 24 85 |
| 35 to 40 ..... | 21 80 | 26 40 |
| 41 to 50 ..... | 23 50 | 30 00 |
| 51 to 60 ..... | 24 60 | 30 80 |
| 61 to 70 ..... | 26 50 | 32 70 |
| 71 to 80 ..... | 29 70 | 35 40 |
| 81 to 85 ..... | .... | 45 45 |
| 86 to 90 ..... | .... | 48 85 |
| 91 to 94 ..... | .... | 49 80 |
| 95 to 100 ..... | .... | 58 55 |
| 101 to 105 ..... | .... | 65 35 |
| 106 to 110 ..... | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates up to 1 foot, each ....$0 80 | |
| Plates from 1 to 2 feet, each | 0 90 |
| " 2 to 3 " | 0 95 |
| " 3 to 4 " | 1 15 |
| " 4 to 5 " | 1 35 |
| " 5 to 7 " | 1 50 |
| " 7 to 10 " | 1 70 |
| " 10 to 12 " | 1 75 |
| " 12 to 15 " | 1 85 |
| " 15 to 25 " | 1 95 |
| " 25 to 50 " | 2 15 |
| " 50 to 75 " | 2 20 |
| " 75 to 90 " | 2 25 |
| " 90 to 100 " | 2 30 |
| " 100 to 120 " | 2 60 |
| " 120 to 140 " | 2 90 |
| Plates 101 to 110 wide containing not over 100 ft. each... | 3 00 |
| Plates 111 to 120 wide containing not over 100 ft., each... | 3 40 |
| Plates 101 to 110 wide containing over 100 ft., each ..... | 3 40 |
| Plates 111 to 120 wide containing over 100 ft., each .... | 3 75 |

Gross list, $100 or over, 20%.
Under $100, 10%.
Montreal, London, Hamilton, Toronto, Kitchener.

**GLAZIERS' POINTS**
Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$17 00 | | $17 35 |
| Crown Diamond .... | 17 00 | 17 35 |
| Crown, Pure ..... | 17 00 | 17 35 |
| Green Seal ..... | 17 00 | 17 35 |
| Ramsay's Pure ..... | 17 00 | 17 35 |
| Moore's Pure ..... | 17 00 | 17 35 |
| Tiger, Pure ..... | 17 00 | 17 35 |
| O.P.W. Dec. Pure... | 17 00 | 17 35 |
| Red Seal ..... | 17 00 | 17 35 |
| O.P.W. English .... | 17 00 | 17 35 |
| Elephant Genuine.... | 17 00 | 17 35 |

B.B. Genuine Lead, less than tons, $19.60, Toronto; $19.25, Montreal. Ton lots 5% off; five-ton lots, 10% off.

| LEAD (RED DRY) | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt...$12 00 | | $14 50 |
| Genuine, 100-pound kegs, per cwt. .... | 13 00 | 15 50 |
| Less quantity .... | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s ..... | 0 34½ | 0 23 |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | 0 25 |
| 2s ..... | .... | 0 26½ |
| 1s ..... | 0 39½ | 0 29 |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**

| | |
|---|---|
| Tons or over (cwt.).....$10 75 | |
| Smaller lots (cwt.) ..... | 11 75 |

**MURESCO**
Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. English, colors ..... | 4 85 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| Crown Diamond, Porch and Gallery Paint, gal. ..... | 4 60 |
| B.-H. Fresconette, white..... | 3 60 |
| B.-H. Fresconette, colors..... | 3 50 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 00 |
| Jamieson's Crown Anchor ... | 4 55 |
| C.P.C. Pure, white ..... | 5 05 |
| C.P.C. Pure, colors ..... | 4 80 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 25 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared, white .... | 4 50 |

Barrett's Everjet Products—

| Elastic Carbon Paint— | |
|---|---|
| Bbl. lots, per gal. ..... | 0 65 |
| Do., ½ bbls., gallon..... | 0 70 |
| Do., 5s and 10s, gallon..... | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | 0 70 |
| ½ bbls., gal. ..... | 0 75 |
| 5s and 10s, gal. ..... | 0 85 |
| Case (12 1's) ..... | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz.. | 1 35 |
| Crates of 6 doz., 8-oz., doz... | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon..... | 1 10 |
| 5 and 10 gal cans, gal..... | 1 00 |
| Barrels and ¼ bbls., gal.... | 0 90 |
| Carbocota Liquid— | |
| Barrels ..... | 0 55 |
| Half barrels ..... | 0 60 |
| 5s and 10s, gal. ..... | 0 70 |
| 1s (case 12 gallons) .ease... | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs.... | $0 48 |
| In kegs, about 250 lbs. ... | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums ..... | 0 50 |
| In 1 lb. packets, 100 lbs. in case ..... | 0 52 |
| In ½ lb. packets, 100 lbs. in case ..... | 0 54 |

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY Standard | Montreal Less than tons | Toronto |
|---|---|---|
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

| ROSIN | |
|---|---|
| Barrels, 100 lbs. .....$11 50 | |
| Less, per lb. ..... | 0 14 |

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.50 to $7.40; pure Orange, gal. (1 gal. tins), $6.75; Gum Shellac, TN, $1.00 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

| PAINT AND VARNISH REMOVER | |
|---|---|
| Taxite 1 gal. cans ..... | $8 80 |
| B.H. Vanisher .. ..... | 8 00 |
| Cumoff ..... | 8 60 |
| Takoff ..... | 3 60 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 6 00 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. | cans |
|---|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins .....$1.57-$2.05 | | |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... | 1 40 | |
| Depend-on, list ..... | 4 50 | |
| B.-H. Maritime Spar, list.... | 9 25 | |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | | |
| Elastilite ..... | 3 50 | |
| Granitine Floor Finish .... | 4 00 | |
| Hydrox Spar ..... | 4 15 | |
| C.P.C. Sun Varnish..... | 3 88 | |
| C.P.C. Sun Spar..... | 5 13 | |
| C.P.C. Sun Waterproof Floor | 3 90 | |
| Jasperite Interior and Exterior ..... | 3 50 | |
| Jasperite Pale Hard Oil .... | 2 50 | |
| Jasperite Indestructo Floor Varnish ..... | 3 50 | |
| Jamieson's Copaline ..... | 3 52 | |
| M-S Marble-Ite Floor ..... | 3 91 | |
| M-S Wood-Var ..... | 3 91 | |
| M-S Durable Spar ..... | 5 11 | |
| M-S Finest Interior ..... | 3 34 | |
| Elastic Interior ..... | 3 14 | |
| Mar-not ..... | 3 90 | |
| Quick Action House ..... | 2 65 | |
| Rexspar ..... | 5 12 | |
| Smear-Not .... ..... | 3 34 | |
| Kyanize Spar .. .... ..... | 4 94 | |
| Kyanize Cabinet Rubbing .. | 3 84 | |
| Kyanize Interior .... ..... | 3 34 | |
| Luxeberry light ..... | 4 50 | |
| Luxeberry granite ..... | 4 50 | |
| Luxeberry spar ..... | 5 62 | |
| Ramsay's Universal ..... | 3 [illegible] | |
| Ramsay's 7-20 ..... | 2 75 | |
| Ramsay's Agate Floor ..... | 3 95 | |
| Ramsay's 400 Hard Oil ...3 | 12½ | |
| Crown Diamond Floor ..... | 3 [illegible] | |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 8 40 |
| Coralite, 5-lb. pkgs., colors. | 8 40 |
| B.H. Frescota, 5-lb. pkge., white .... ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... | 8 40 |
| Perfecto Wall finish, white, 5-lb. pkge., lb. ..... | 0 07½ |
| Tints, 5-lb. pkge., lb. .... | 0 08 |

F.o.b. Montreal, Toronto

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16¼ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb. |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 35 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 38 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 60-0 62 |
| Johnson's ..... | 0 60-0 62 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal ..... | 0 42 |
| Ramsay's .... ..... | 0 45 |
| S. & W. ..... | 0 54 |
| Crown Diamond ..... | 0 45 |

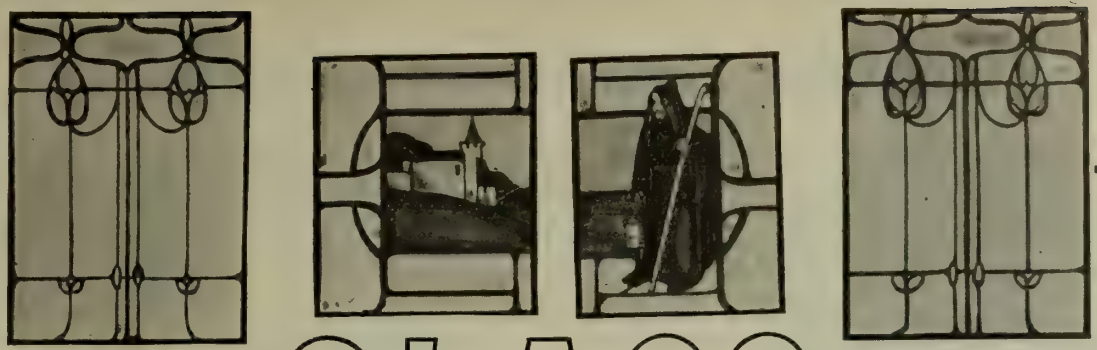
F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. .....$2 50 | |

F.o.b. Montreal, Toronto, London.

| Gilders, bolted, in bbls.....$3 00 | |
|---|---|
| WOOD ALCOHOL | Per gal. |
| In five gallons ..... | 1 25-2 20 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



# GLASS

Now is the Time to Sort up on

## WINDOW GLASS

### ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

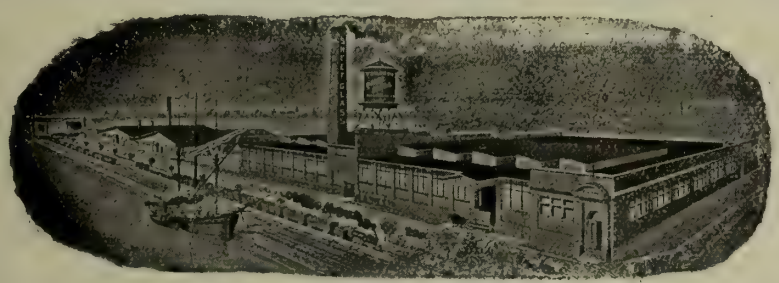
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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**S**

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

---

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke. $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $16 00 |
| Double Bit | | 21 50 |
| Broad Axes | | 55 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

**BARS, CROW.** $10.50 per 100 lbs.

### BAR IRON

Bar Iron — $4.75 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

### BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 15%; machine set screws, 40%; plough bolts, 10%; stove bolts, 60%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

**BORAX.** Borax, per lb., 14c.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | |
|---|---|
| 2½ x 2½ in. | 42 |
| 3 x 3 in. | 44 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 57 |
| 4½ x 4½ in. | 84 |
| 5 x 5 in. | 104 |

Wrought Steel—

| | |
|---|---|
| No. 800 | 20% on list |
| No. 804 | Net list |
| No. 838 | 5% on list |
| No. 840 | 15% on list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $9.75. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 47½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

**CLEVISES, MALL.** 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 79c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 25% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 70% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS, WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | $13 95 | $19 80 |
| 26 to 40 | 14 85 | 19 80 |
| 41 to 50 | 17 55 | 22 50 |
| 51 to 60 | 18 45 | 22 95 |
| 61 to 70 | 19 35 | 24 30 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

### HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

Apollo and

### IRON, GALVANIZED

"Fleur Premier de Lis"

| | |
|---|---|
| 10¾ oz. or 28 Eng. | $9 95 |
| 28 Am. or 26 Eng. | 9 55 |
| 26 Am. or 26 Eng. | 9 25 |
| 24 | 9 10 |
| 22 | 9 10 |
| 18 and 20 | 8 95 |
| 16 | 8 80 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 18c per lb.; 4 and 5 lbs., 14½c per lb. Mrs. Pott's No. 55, set.....$2 00
Mrs. Pott's No. 50, set..... 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

### JACKSCREWS

10% off list.

### KNIVES—HAY

| | |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.06.

### LEAD WASTE, $12.96.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | .... |
| Barn Door | |
| 5 | 3 00 |
| 8 | 3 43 |
| 9 | 4 88 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | ..... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $7.05.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 65 |
| 30 in. | 8 08 |
| 36 in. | 9 50 |

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 12 00 |

### OILS

Wm. Pen motor oil, $1.18; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 56c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### PAPER, BUILDING

| | Dry | Fibre | Tarred |
|---|---|---|---|
| Joliette | | $0 90 | $1 20 |
| Builders' Special | | 1 10 | 1 20 |
| Cyclone | | 1 10 | 1 20 |
| Navy | | 1 25 | 1 45 |
| Triumph | | 1 35 | 1 50 |

### POLISH

O-Cedar—

| | Doz. |
|---|---|
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 10 00 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 25 |
| Quarts | 5 10 |
| ½ gal. | 9 00 |
| Gal. | 15 00 |

# One Fact Sells Silkstone—

# Economy!




## Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

G. F. STEPHENS & CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 4 91 | $ 7 23 |
| ⅜ inch | 5 00 | 7 34 |
| ½ inch | 6 66 | 8 37 |
| ¾ inch | 8 33 | 10 71 |
| 1 inch | 12 33 | 15 75 |
| 1¼ inch | 16 65 | 21 29 |
| 1½ inch | 19 94 | 25 43 |
| 2 inch | 26 82 | 34 25 |
| 2½ inch | 43 07 | 54 77 |
| 3 inch | 56 40 | 71 70 |
| 3½ inch | 73 86 | ..... |
| 4 inch | 87 25 | ..... |
| 4½ inch | 100 26 | ..... |
| 5 inch | 116 82 | ..... |
| 6 inch | 151 52 | ..... |

**PLASTER**, Paris, per bbl., $5.25.

### PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

| ROOFING | 1 ply | 2 ply | 3 ply |
|---|---|---|---|
| Klingon | $2 20 | $2 65 | $3 10 |
| Winner | 2 30 | 2 80 | 3 30 |
| Comfort | 2 45 | 3 00 | 3 60 |
| Induroid | 2 80 | 3 60 | 4 20 |

### ROPE

Sisal, 24½c base; pure Manila, 32¼c base; British Manila, 28¼c base; lath yarn, 24½c base; African hemp, 28¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 38 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 49 | 9 45 |
| 2 | 0 54 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

20% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

### SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 16 25 |
| Excelsior | ..... |
| Cast | 15 75 |

### SNATHS—

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 20 |
| Household, japannel | ..... |
| Superba, nickeled | ..... |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 05 |
| 12 gauge | 7 10 |
| 14 gauge | 7 15 |
| 16 gauge | 7 25 |
| 18-20 gauge | 7 85 |
| 22-24 gauge | 7 90 |
| 26 gauge | 7 95 |
| 28 gauge | 8 05 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $.... Fort William, $.... Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.00 base; other sizes, $5.00 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

10% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, ....

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $23 50 |
| 20 x 33 I.X. box | 32 90 |
| 20 x 33 I.C. box | 28 00 |
| 20 x 33 I.X. box | 32 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Victor | H.& N. | Jump |
|---|---|---|---|
| | Doz. | | |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 7 80 | 4 55 |
| No. 2 | 4 80 | 11 55 | 6 70 |
| No. 3 | 6 75 | 15 40 | 8 90 |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 78 |
| Cotton, 3-ply, balls | 0 81 |
| Cotton, 4-ply, cones | 0 83 |
| Cotton, 4-ply, balls | 0 85 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 22 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $18.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $.... 100 lbs.; galvanized, Winnipeg, No. 9, $6.20; No. 12, $6.35; coil spring, plain, Winnipeg, No. 9, $6.25; No. 12, $6.40.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

### WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 90c.

### WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

| WRENCHES (NUT) | |
|---|---|
| Agricultural— | Doz. |
| 6 inch | $6 00 |
| 8 inch | 7 20 |
| 10 inch | 8 40 |
| 12 inch | 10 80 |
| 15 inch | 14 40 |
| Perfect Handle— | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

| WRENCHES (PIPE) | |
|---|---|
| Stillson— | Each |
| 6 inch | $0 90 |
| 8 inch | 1 02 |
| 10 inch | 1 13 |
| 14 inch | 1 58 |
| 18 inch | 2 25 |
| 24 inch | 3 26 |
| 36 inch | 6 08 |
| Trimo— | |
| 10 inch | $1 38 |
| 14 inch | 1 93 |
| 18 inch | 2 75 |
| 24 inch | 3 99 |

| | Dozen. | |
|---|---|---|
| Always Ready— | Black. | N.P. |
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze, $62.55 per dozen, Reliance

# CRESCENT SHARES



**OVER 1,000 PATTERNS.** **PERFECT IN FIT AND FINISH**

## Sandoval Rolling Coulter Harrow Teeth

**Every Hardware Merchant in Western Canada should have these in stock.**

**The demand is assured. How is your supply? Better send us your order to-day.**

---

## D. ACKLAND & SON, Limited

**WINNIPEG** ∴ **CALGARY**

# THE Saskatchewan Glass & Supply Co., Ltd.

## MOOSE JAW, SASK.

# *GLASS*

---

MR. HARDWARE DEALER:—

We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

## PLATE AND WINDOW GLASS
## WINDSHIELD GLASS
## MIRRORS AND FANCY GLASS

**and all kinds of Glass for a building**

*TRY US AND BE CONVINCED*




*For years the perfect washer*

# The Eden ELECTRIC

THOUSANDS of women throughout the country have learned to appreciate the many advantages and economies of washing clothes the Eden way. The **Eden Electric Clothes Washer** is a time-proved success because it washes everything from the heaviest blanket to the most delicate bit of silk or lace by dipping them up or down through hot suds—without wear or tear or rubbing or scrubbing.

The **Eden** makes clothes last five or six times as long because it washes them without rubbing. It saves time, trouble, money and hard work, and has done so in many homes for many years.

Many dealers have taken advantage of the many superior points of the **Eden,** and are handling it to the exclusion of all other makes. They have found it the most profitable machine to handle because it is the one machine that, once sold, stays sold. The **Eden** has no comebacks.

**Full Line of Literature on Request.**

## The Great West Electric Company, Limited

ALBERT STREET - WINNIPEG

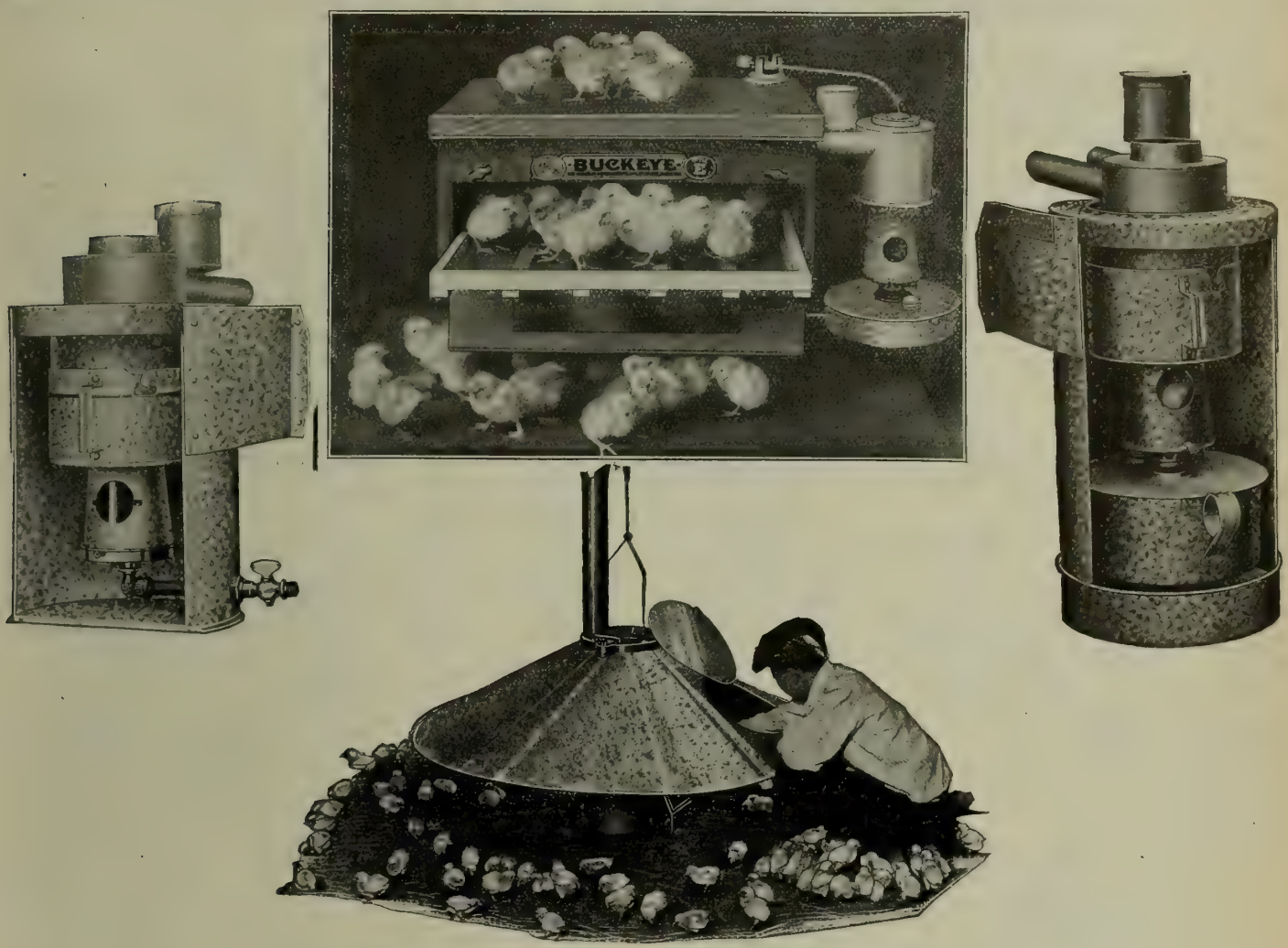
***Distributors of LACO TUNGSTEN and NITRO LAMPS***

1869 1919

# Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*




## Buckeye Incubator and Fittings

Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

Like all the lines handled by Ashdown's, they're good sellers. For half a century Ashdown's has had the confidence of manufacturers of the best lines.

Let us put a Buckeye in your store to demonstrate and boost your trade.

On all incubators and brooders shipped this Fall we will give a dating of net 30 days, February 1st, 1920.

**Sold under a broad guarantee.**

## The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

**Abrasives**
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Alaminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Anchor Bolts**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Arms**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Arms, Small**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland Ohio.
Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings; Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Signals**
Northern Electric Co., Ltd., Montreal.
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Axles, Car**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Billet, Blooms and Slabs**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Balts, Cant Hook and Peavy**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Hanger Screw**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Railway**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

# Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number or Address.


## An Announcement

*By the*

## MAYTAG CO., LIMITED

*To the Retail Hardware and Implement Dealers of*

## ALBERTA AND BRITISH COLUMBIA

By the first of the New Year we will have in operation at Calgary, a Branch House, where we will carry a full line of The Maytag Washing Machines, and Repairs for them. Also a full and complete stock of Thresher Supplies, as well as the RUTH Self Feeder and Repairs and Extras.

Orders for anything in our line, after the first of January, 1920, should be sent direct to **THE MAYTAG COMPANY, LTD.**, 806 Ninth Ave. West, Calgary.

In this connection we wish to say that our business relations with the Merchants' Hardware Specialties, of Calgary, who have had the sale of our Washing Machines, and the W. S. Cooper Co., who have handled the Ruth Feeder and Extras, have always been more than satisfactory.

We feel that by putting a manager there who will be able to give his whole time and attention to the business, that the business will not only be increased, but that our old, as well as the new customers, will have better service on account of the manager who will be in charge, being more familiar with the line than anyone else could be who has not had the expert training and experience he has had.

Mr. C. W. Gilson will be the manager for Alberta and British Columbia and will be pleased to meet his old friends and customers whom he has done business with for years in the West, as well as many new ones.

## THE MAYTAG CO., LIMITED

WINNIPEG

# THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Birch Seats**
Canadian Vencering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carriage Top Materials**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Metallic**
The Dominion Metal Co., Ltd., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffafflo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Coke, Furnace, Foundry and Domestic**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

# The Paint Man's Best Friends

## BOWSER Paint Oil Storage Outfits

They prevent evaporation and gumming; leakage and spillage. Keep the oils pure and clean; keep the oil room clean and free from fire hazard.

Measure oils accurately, quickly, without loss and in a clean satisfactory manner.

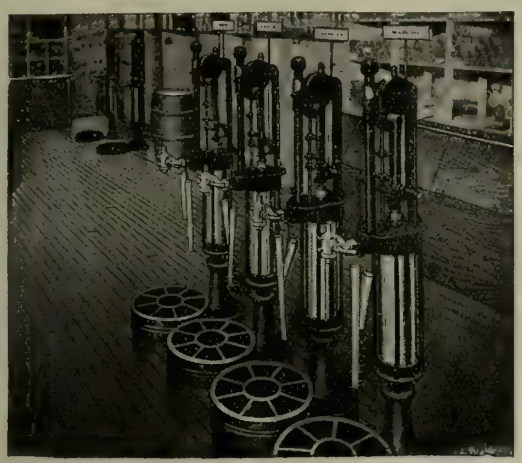


Fig. 115 Pumps on Sales Floor. Tanks anywhere in basement.



Fig. 109 First Floor Outfits.

May be installed where most convenient: require but little floor space.

**BOWSER Storage Is:** Systematic—Clean—Saving Sanitary—Practical—Safe

It makes the handling of paint oil a pleasure and profit instead of a burden and loss.

**S. F. BOWSER COMPANY, Limited**

66-68 Frazer Avenue,
TORONTO, ONTARIO, CANADA

Sales Offices In All Centers — Representatives Everywhere

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# O-Rib-O
## Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

**O-Rib-O Manufacturing Co.**
WINNIPEG, MANITOBA

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# EUREKA
**Tough and strong as Gauge Glass can be made**

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States. We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**
GALT BUILDING, WINNIPEG

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HAVE A
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We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

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74 Henry Avenue East - WINNIPEG

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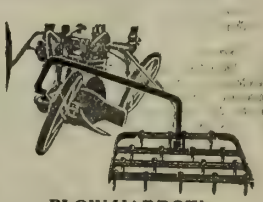
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Surface and subsoil also supplied when called for.

**CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG**

# THE BUYERS' GUIDE

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, Toronto.
A. R. Whitall Can Co., Ltd., Montreal Que.

**Cotter Pins**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Couplings, Pipe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Dressings**
Army & Navy Mfg. Products Regd., The, Montreal.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dusters**
Channell Chemical Co., Toronto.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Collette Mfg. Co., CVollingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Genanoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

# Lowe Brothers Paints




Service

Best Results

Satisfaction

Quick Sales

"Save the surface and you save all" *Paint & Varnish*

Once Used—Always Used

## You Profit

## Lowe Brothers, Limited

*Paint Makers* *Varnish Makers*

Toronto

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# THE BUYERS' GUIDE

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates. Basket Grates. Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.

**Fuses, Electric, Refillable**
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Iron Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gates, Steel and Wire**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Poison**
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

**Gun Parts**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett Everlastic Roofings



*Everlastic "Rubber" Roofing on a group of modern farm buildings, including silo at right.*

# Everlastic
## "Rubber" Roofing

A good seller because it is so well and favorably known, and is so satisfactory to consumers.

The name "Everlastic" aims to suggest to the buyer in a word the wonderful flexibility, elasticity and the sturdy and stubborn wear that are the chief characteristics of this excellent product.

### Everlastic Roofing Cement

Vast quantities of Everlastic Roofing Cement are being used each year to re-surface old and worn out Prepared and "Rubber" Roofings. Its use gives renewed life to roofs of this type which have been in service for some years and are beginning to lose their water-proofing qualities.

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The Barrett Company Limited

TRADE B MARK TRADE B MARK

**Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S., Sydney, N.S.**

# THE BUYERS' GUIDE

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
**Smith & Hemenway Co., Inc., Irvington, N.J.**
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Carriage and Automobile**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont.

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Odeman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hatchets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

**Heavy Hardware Specialties**
Williams & Wilson, Ltd., Montreal, Que.

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Blankets and Horse Covers**
J. J. Turner & Sons, Ltd., Toronto.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Merchants Bar**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Iron, Horse Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kiddie Kars**
Canadian K.K. Co., Ltd., Elora, Ont.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

**Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.

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## Backed By New Sales-Getting Plans




With the Canada Paint line on your shelves you are never at a loss to fill an order. Whatever your customer may require in the way of paint, varnish, stain, enamel, white lead, putty, etc., you can give him just the right product if you stock

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**LIMITED**
PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
OXIDE MINES-RED MILL-QUEBEC

***Makers of the Famous Elephant Brand White Lead***

Livingston

# Reliability Is The True Test Of Linseed Oil

When a man grows up with a business he becomes an expert in his line. We have men in our employ who have grown up with the LIVINGSTON BUSINESS, men who have studied our interests for the past 50 years. They are part of the organization.

This is one of the secrets which is responsible for the high and uniform quality standard of

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The entire organization is at your service when you specify our brand.

Protect your 1920 business by using the oil which you know to be right.

**The outward marks of this "Quality" oil are the**

**"BLUE BARRELS"**




## The Dominion Linseed Oil Company Limited

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TORONTO, WINNIPEG

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**The Best Of Its Kind—**
**Carter's Genuine Dry Red Lead**

has proven its superiority to the satisfaction of paint users everywhere. A "Made-in-Canada" product, manufactured from the highest grade Canadian pig lead, highly oxidized and ground very fine. Nothing better for safeguarding iron and metal work, steam pipes, etc. A Carter product that will secure for you the red lead business of your community.

**Ask for prices and particulars on this and our other perfect products—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.**

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**



Did you ever stop to consider the cost of

**Wood Cold Air Faces**

in comparison with iron ones? Oak faces are stronger, neater, cheaper and make a better finish with any kind of floor and are also cleaner and more sanitary.

Made with oblong mesh. Legs of chairs or other small articles will not drop through. Write for price list and order some samples.

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Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

**Your Jobber Carries Them**

*Canadian Branch:*

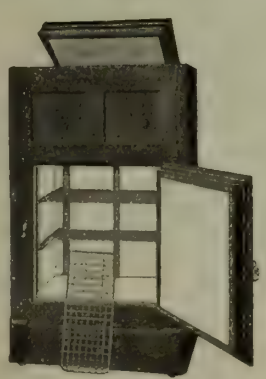
**CAMPBELL AGENCIES, McKinnon Building**
**TORONTO, ONT.**




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This "King Cutter" card display stand on your counter brings in the sales while you are busy with other customers. They come; they see; they buy—you have only to ring up the sales. You ring them up pretty often. "King Cutter" Razor Paste puts all the razors in town in tip-top shape. Ask your jobber.

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SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
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# Standard Tube & Fence Co., Ltd.

**Manufacturers of**

**STEEL TUBING—**

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

**Galvanized Wire and Woven Wire Fencing.**
**Steel Tube Fence Posts, Farm Gates, etc.**

**WOODSTOCK ONTARIO**

# THE BUYERS' GUIDE

North American Hardware Co. Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Scoultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathes**
Williams & Wilson, Ltd., Montreal, Que.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Saad & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass.

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London.

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Fink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinery Supplies**
Williams & Wilson, Ltd., Montreal, Que.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

**Marine Supplies**
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire and Cut**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Neckyoks**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
Steel Co. of Canada, Ltd., Hamilton.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Hot Pressed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
S. F. Bowser Company, Ltd., Toronto, Can.

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

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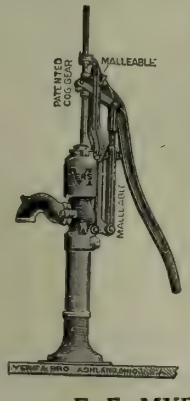
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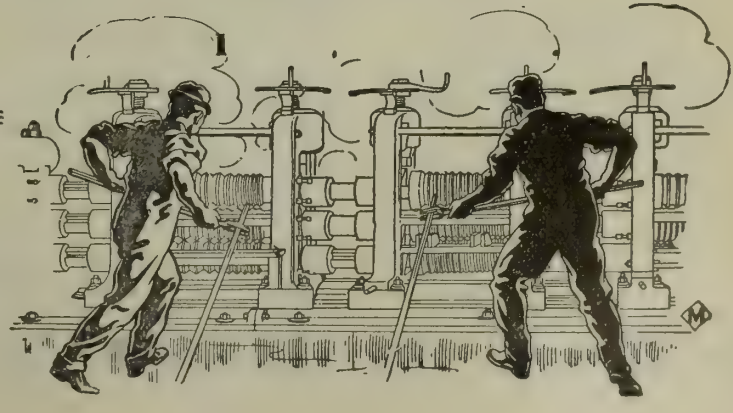
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British Columbia---McPherson & Teetzel, Vancouver

## LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



# THE BUYERS' GUIDE

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

**Paint Brushes**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd., Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
S. F. Bowser Company, Ltd., Toronto, Can

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd,, Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co., Montreal, Que.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto.

**Pick Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Rod Packing**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimout Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co,, Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Pipe, Wrought, Black and Galvanized**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Pliers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Floor**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pumps, Self-measuring**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Ha-**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railway Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

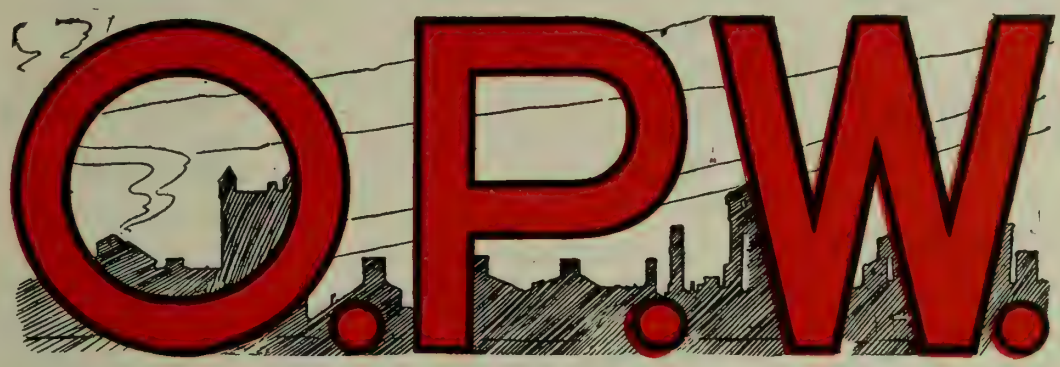
**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.




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CANADA

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Goodell-Pratt Co., Greenfield, Mass.

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The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
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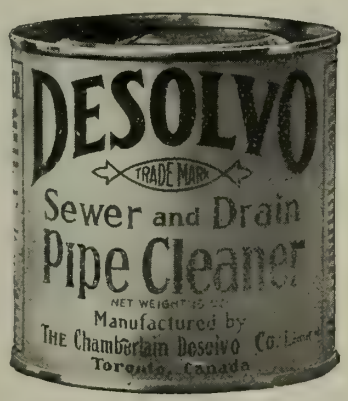

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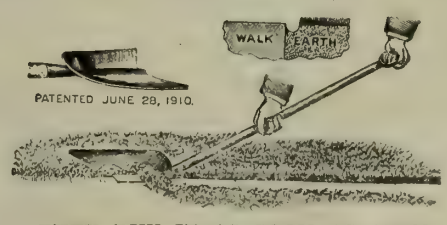
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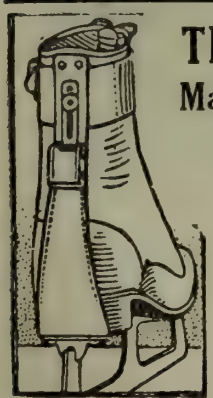
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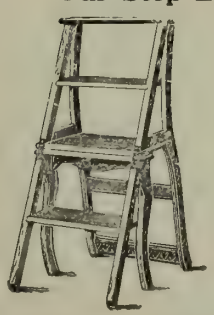
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# CANADA HAS MANY PROBLEMS TO FACE DURING COMING YEAR

## BANK OF MONTREAL ANNUAL MEETING

**Sir Vincent Meredith, the President, Favored System of Taxation That Would Affect All Classes of Community Who Have Ability to Pay—Sir Frederick Williams-Taylor, General Manager, Points Out That There Had Been No Profiteering by Banks During War Period, As Loanable Funds Had Remained Unchanged—Bank Had Never Been In a Healthier State.**

MONTREAL, Dec.—(Special)—At the annual meeting of the Bank of Montreal, at the head office of the Bank, Sir Vincent Meredith, the President, in his annual address, took occasion to refer particularly to the many problems with which Canada was at present confronted and to the best manner in which these could be solved. It is generally recognized that these problems at the moment are of almost an unprecedented character, and, therefore, they are of the greatest importance to the mercantile interests of the country.

Sir Vincent attributed the high cost of living very largely to the pressing demands of European countries for commodities of every nature. He considered that in Canada it might be possible to look forward confidently to a reduction in all commodities, both at home and abroad, after another harvest.

He dealt particularly with the change in opinion that had developed as regards the relation of gold reserve to note circulation. He expressed the view that it might be a part of wisdom to depart from the old notions of the rigidity of the gold reserve and recognize that we are justified in enlarging our note issuing powers to respond to all legitimate business demands in periods of great trade activity or emergency, provided such expansion is based on self-liquidating securities.

The President also pointed out that it was vitally important that the unoccupied areas of Canada should be settled and made productive with as much rapidity as possible, the future prosperity of the country and ability to meet our debts being largely dependent on increased production.

The question of taxation in Canada also received particular attention and Sir Vincent expressed the view that trade was being hampered by a somewhat penalizing excess business profit tax. Furthermore, enterprise and expansion are stifled and foreign establishments deterred from entering the Canadian industrial field. He expressed the view that Canada should do away with many exemptions and impose taxation on all classes of the community who have the ability to pay and at the same time place a higher tariff upon imported luxuries, which would cause little hardship and at the same time considerably ease a strained financial situation.

### Difficulties to be Overcome

Sir Frederick Williams-Taylor, the General Manager, dealt more particularly with the record of the Bank during the past year, but also touched on many of the developments outside of the country which had a bearing on the situation. Sir Frederick stated that it was no reassuring reflection that the United States has already reduced her war debt by some $800,000,000, while Canada was confronted with an increase of $600,000,000 for the current year.

Sir Frederick took occasion to point out that it was a matter of sufficient importance to bear repeating that there had been no profiteering whatever by the banks of Canada, for the price of money had not been raised. Alone of all commodities, the cost to the borrower of loanable funds of the banking institutions of the country had remained unchanged. Not only was this the case, but speaking for the Bank itself, it was only proper that the shareholders should know that in handling banking business entrusted by the several Governments during the war and since, the policy had been to charge only the narrowest of commissions and minimum interest rates. In many instances, where the services were of a war character, the Bank had acted free of charge.

A satisfactory sign of the times in Canada was the increase in buying power for first-class securities. This is a healthy and desirable condition, induced by Government war loans and war savings certificates. It is vital that Canadians should recognize the virtue of saving, as between production and thrift, though they go hand in hand, the latter is fundamental and leads naturally to the former.

### General Trade Activity

Sir Vincent Meredith, in his address to shareholders, said, in part:

"General trade in practically all branches had been active and profitable during the war and the Bank has participated in the general prosperity. The balance sheet shows profits in moderate proportion to the resources employed, and yet, I trust, not unsatisfactory to the shareholders. That reaction from the feverish activities and high prices produced by the vast conflict, which so many apprehended, has not occurred, nor can it be said to be impending. The feeling as to the future is less optimistic than it has been, but the great pressure on our agricultural and manufactured resources, caused by home and foreign demand, shows no signs of abatement.

### Three Indispensable Factors

"There are three indispensable factors to the upbuilding of Canada—immigration, production and exports. Immigration during the last five years has been negligible, owing to the war. In the first seven months of the current fiscal year, new arrivals numbered 82,893, of whom 42,377 came from Great Britain and 35,949 from the United States. While these figures do not represent a large movement as compared with several pre-war periods, they show a gain of 51,734 immigrants, or about 166 per cent., over the corresponding months last year. After-the-war emigration of foreign-born has taken place in fairly large volume, the exact figures of which are not obtainable

"With regard to the subject of foreign trade, it is only a matter of time before increased production will overtake domestic demands, and unless preparations are made in advance for finding markets overseas for our exportable surplus of raw materials and manufactured goods, our uninterrupted prosperity may be checked. The needs of foreign countries are great and pressing, and profitable business awaits the Canadian exporter, but it cannot be acquired unless long term credits are provided.

"Our Government has been far-seeing in giving assistance in this direction, and, no doubt, is prepared to extend further aid, provided exporters, who reap the benefit, will assume a proportion of the risk.

"Self-interest alone would seem to dictate that credit facilities be extended to those countries who can demonstrate their ability to pay if given reasonable time, and we would thus avoid the possibility of abrupt changes in industrial conditions and bring about a gradual return of international trade equilibrium.

"I cannot close without voicing what, I am sure, is the feeling of every Canadian—that the recent visit to Canada of His Royal Highness the Prince of Wales not only gave abiding pleasure to every class of our population, but rendered a great and memorable service to the Empire in strengthening the Throne in the affection and confidence of the people, and by drawing still closer the ties which bind the commonwealth of nations over which he is destined to reign."

### Many Problems to be Solved

In presenting his report to the shareholders of the Bank, Sir Frederick Williams-Taylor, the General Manager, said:

"The economic and financial difficulties that confronted the country during the war have changed in nature, but have not disappeared by any means. There

is an aftermath of problems which Canada must face and in which bankers are vitally concerned. At present there is great trade activity; yet our national debt grows apace, with attendant ills. Therefore, even with a full measure of faith in our country, I find the near future difficult to visualize. We derive a measure of consolation in comparing our lot with that of countries worse off than our own, but contiguity and ambition direct our eyes towards the country to the South which has benefited so vastly by the war.

### Exchange Situation

"The premium on New York funds, the increase in our national debt and in our Canadian currency circulation, are matters of deep interest and should be studied by all.

"The purchasing power of the Canadian dollar in the United States has decreased, as reflected in the premium on New York funds. A year ago it cost two dollars to send one hundred dollars to the United States of America; to-day the cost is four dollars.

"Exchange is now a subject which as an English authority states, 'insists on bringing itself to the attention of all kinds of people who hitherto regarded it as a sort of mysterious cryptogram with which they had no practical connection.' In elementary terms, more money continues to flow out of Canada than comes in, thus creating a net balance against us after taking all transactions into account. New York being our natural clearing house for transactions with Great Britain and the rest of the world, it is clear that the present extraordinary cost of sending money to the United States would not exist but for the fact that we cannot spare the gold with which to pay the net balance in question against this country, while, in common with all countries, our legal tenders are naturally not current abroad. We should have precisely the same conditions between our own Provinces, were it not that our legal tenders and bank notes are current throughout the Dominion.

"It will interest you to know that on my recent trip to the Pacific Coast, when I travelled nine thousand miles in visiting various branches of the Bank, I met some 110 of our Managers, and returned more than ever satisfied with the personnel, the intelligent loyalty and devotion of our ever-increasing staff of officers.

"Such meetings are advantageous to the Bank and an inducement also to close relations between the Bank and its friends at distant points.

"It is impressive and satisfying to view the Dominion's greatest quick asset, the rich wheat areas of our three Western Provinces, at harvest time. While this year the yield was not up to the mark, the Western farmers had much to be thankful for.

"In British Columbia, one is struck by the confidence of the people in the future of their rich and beautiful Province, with its wonderful climate. It is a healthy sign that the men of affairs in the West hold such sane views concerning the outlook locally and for the Dominion at large.

"I hope that time may presently permit me to visit the other divisions as I did British Columbia and the Northwest.

"In concluding, I have no hesitation in expressing the belief that the affairs of the Bank have never been in a healthier state. Our domestic business is expanding satisfactorily, our foreign branches and connections have been adequately extended to meet the development of the country's trade, and, what is more important, we are well equipped in point of staff. Altogether, I feel that we are well prepared to meet any conditions and contingencies that may arise.

### Overseas Record

"The record of the staff of the Bank overseas showed that 1,405 members of the staff had served with the colors. Of this number 1,182 had survived, of whom 663 have already been reinstated. Of the total who joined the colors it was Sir Frederick's sad duty to record the fact that 223, or 16%, gave their lives for their country. In paying tribute to them, Sir Frederick said:—

"'No words of tongue or pen can fully express our pride in, or our admiration for, these gallant young crusaders. It must suffice to say that their names are not merely written in the records of this Bank and in the history of the Empire they served so well, but 'live on far away, woven into the fabric of other men's lives. Such dead are honored with unchallenged admiration.'"

**North American Hardware Supply Limited**

222 Notre Dame Street West

MONTREAL - - - CANADA

*Eastern Canada Representatives for--*

**"Diamond Tires"**

**"Viko" Aluminum Products**

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

*Get our price list.*

P⨯H

TRADE-MARK

Frankly, we advise you to use the greatest care in the selection of your files.

With equal candor we say to you that if the files you are now handling are satisfactory in every way to your customers and yourself, you should stay with them.

BUT—you cannot be sure you are handling the **Best** files until you have tried P.H. or IMPERIAL brand.

*"They Cut Faster and Wear Longer"*

**Ingersoll File Company** Limited

INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited

INGERSOLL ONTARIO

Sole Distributors

ASK YOUR JOBBER

IMPERIAL

TRADE MARK

EVEREADY DAYLO

## We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

*MAIL US YOUR ORDERS OR WRITE FOR CATALOG*

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

## CROWBARS




No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

## F. E. LINDSTROM
SWEDEN

# PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

## To The Trade

Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.



Convenient, Efficient Price Cards for Hardware-man, Stationer, Druggist or any retailer. The "ONLY" Price Card Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

## SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on you next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

## STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

*Price List on Application*

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

## DOMEKO BABBITTS

The Hardware Dealer's Friend, a brand to meet every need, and every competitor. Prices and catalogue on request.

THE DOMINION METAL CO., Limited
N. B. PRITCHARD
Sherbrooke, Que.

PURE
## Linseed and Turpentine

Pennsylvania High Grade
OILS and GREASES

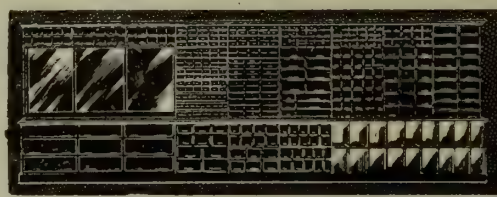
Petroleum Products Co., Limited
St. Catharines, Ont.
*Ask for quotations.*

## CLIMAX BALED PAPERS



ALL STEEL--- FIREPROOF
*"Turns Waste into Profit"*
12 SIZES

Climax Baler Co.
Hamilton, Ont.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

## OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.



## SMALL TURN BUCKLES



Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

CROWLEY'S

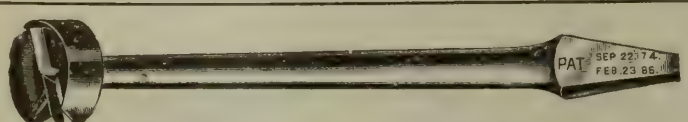
## ADSIGN
Registered

RAINPROOF COLOR

for use on Cotton or Mat Board

Manufactured by C. R. Crowley 667 St. Catherine W. MONTREAL

Practically all good buyers of hardware in Canada are readers of Hardware and Metal




THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

# FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.




# TRADE MARKS

*Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.*

## BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

## Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They look Well, Sell Well and Last Well.

**St. Marys Wood Specialty Co., Ltd.**
St. Marys, Ont., Canada

## BATH ROOM FITTINGS

K NIAGARA
**KINZINGER, BRUCE & CO., LIMITED**
NIAGARA FALLS, CANADA
*WHAT WE MAKE WE GUARANTEE*

## AUTO ACCESSORIES

## Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

## DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

## Swedish Steel Forging Co.

SWEDEN

# RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

TRADE MARK

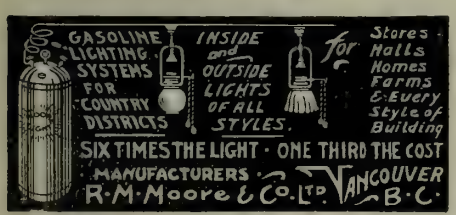
## Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

**The Guelph Spring & Axle Company, Limited**
GUELPH, ONTARIO




## A. H. FRASER

Representing Manufacturers of
**Hardware and Auto Accessories in Western Canada**

1150 Homer St. VANCOUVER, B.C.



## MILBRADT LADDERS.

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

**John Calander Mfg. Co.**
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

## TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H.BUTCHER & Co BIRMINGHAM

## PETERBOROUGH CANOES

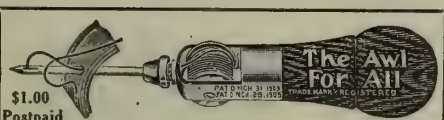
We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

**The Peterborough Canoe Co., Limited**
Peterborough, Canada

## Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

**Owen Sound Wire Fence Co., Ltd.**
OWEN SOUND, ONT




$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

## ALLEN FLUX

NON-ACID—FOR SODERING

**Saves Time and Money**

because it does better and quicker work. It solders any metal to any metal, easily, quickly and smoothly. Put up in the form of sticks, liquid, paste and salts. Samples free.

Order it from your supply house.

**Bissett & Webb Ltd., 126 Lombard St., Winnipeg, Canada**

## BEAR BRAND LAMP BLACKS

*A Germantown of quality that gets big business*

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST NEW YORK

## STERLING

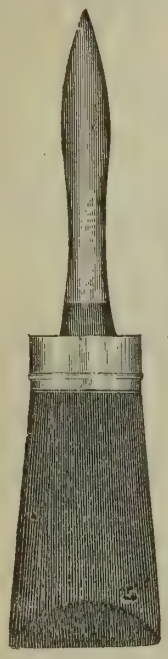
**Hack Saw Blades and Machines**
*Manufactured by*
**Diamond Saw & Stamping Works**
BUFFALO, N.Y.

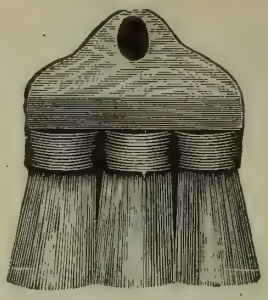
London Address:
Finsbury Pavement House

*Dingley Brothers Export Limited*
*Lindsay Bldg., Montreal*

W. T. Evans, Can. Manager

*Your Enquiries Promptly Answered*







# Meakins Brushes

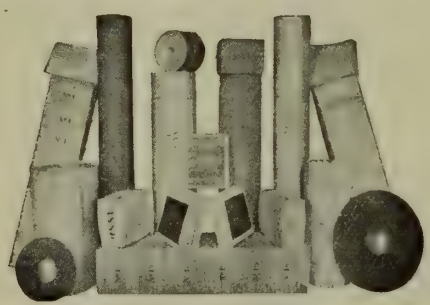
## *A Brush for Everything*

There is satisfaction in knowing that as soon as they say "brush" you have it, when you stock the Meakins line. Brushes to fill every possible need of the Household, Stable, Paint Shop or most Industries. And each the best of its kind.

**Write for complete Catalogue. Order through your jobber.**

## Meakins & Sons Limited, Hamilton, Ont.

**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

***May we send you catalogue and prices?***

**Canadian Sales Representatives:**

**A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.**
**Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.**
**The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.**

## UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

# SIMONDS

Mr. Hardware Dealer—A full line of Simonds Saws is a big boost to your store. Every sale of a Simonds Saw means a pleased customer and reasonable profit to the dealer. Write for prices and discounts.

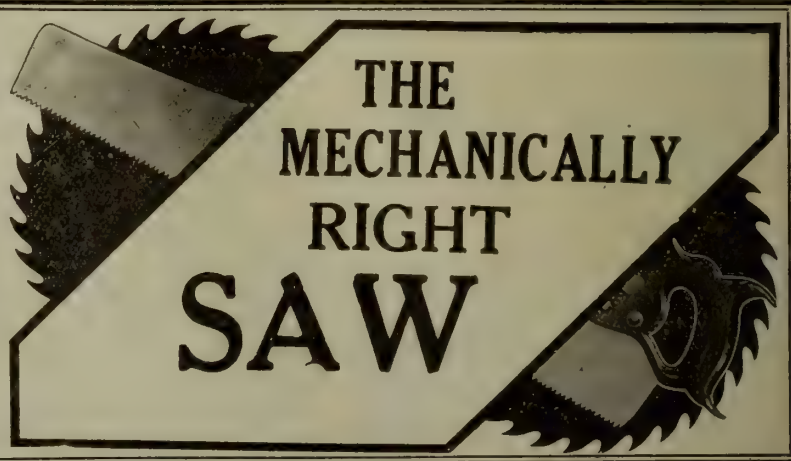
## Simonds Canada Saw Co., Limited

*"THE SAW MAKERS"*

**St. Remi Street and Acorn Ave.**

**Montreal, Que.**

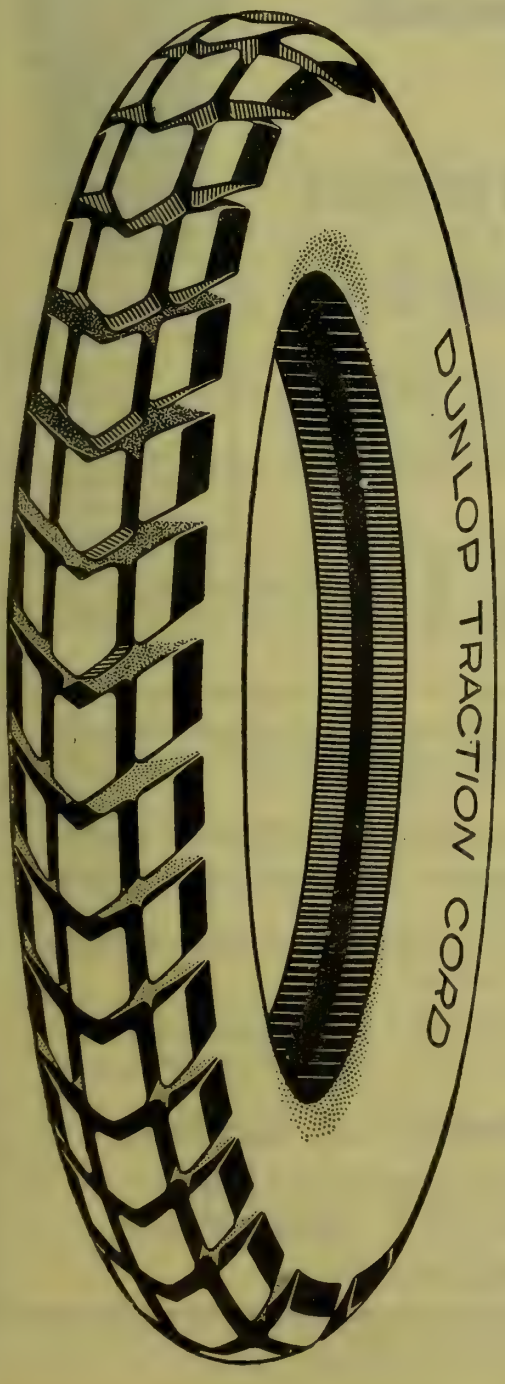
**Vancouver, B.C.** **St. John, N.B.**



DUNLOP TIRES

SEAL OF QUALITY

CORD




# Another Milestone In Greater Tire Mileage

If you could see the painstaking activities necessary to the construction of Dunlop Cord Tires, you would readily believe they could not possibly be better.

True, we were **not the first** to announce a Cord Tire, but we **were the first** to announce a Cord Tire that, we feel, has all the unmistakable signs about it of **being absolutely right.**

More rubber goes into Dunlop Cord. More miles come out of it.

"Extra" thoroughness in the making accounts for "extra" staunchness in the using.

Less gasoline is consumed per mile.

Dunlop Cord Tires have a greater air chamber, as the cross-section is ½" over the listed size. When you purchase, say, a Dunlop 34 x 4, we really give you a 35 x 4½—and so on.

Equipped to your car with Dunlop Extra-Heavy Service Tubes or British Dunlop Red Tubes, Dunlop Cord Tires—"Traction" or "Ribbed"—make a striking appeal to your sense of tire values.

**Mileage—then "Good Measure" Mileage.**

**All sizes—30 x 3½ to 37 x 5.**

## Dunlop Tire & Rubber Goods Co.

**Limited**

**Head Office and Factories: Toronto**

**Branches in the Leading Cities**

# M&S the PLUG with the Hotter Spark

*Made in Canada*



No. 501
⅞" Standard with
Three-in-One Terminal



No. 500
½" Standard with
Three-in-One Terminal

# Quicker Ignition
# Better Combustion

That is what the M. & S. Spark Plug will accomplish for you.

Isn't it abundantly worth the trifling cost of a set of plugs—just to know what the M. & S. hotter spark means to you.

Try them.

**M. & S. Spark Plug No, 500 is "Standard Equipment on Model No. 4 Overland**



No. 503
⅞" Long with
Chevrolet Ball Terminal

See that ball-point in the picture? It concentrates the current and intensifies the heat, thus giving quicker ignition and better combustion which means increased power.

The difference in pep and vim in your car will surprise you.

The interchangeable porcelain is another big convenience. Porcelains can be purchased separately. Our high heat test ensures freedom from sparking troubles.

The Center Electrode is one-piece (not welded) 97% nickel steel.

The three-in-one terminal is adapted to any style of ignition wiring. Special Chevrolet model ball terminal.

M. & S. Plugs are Canadian made by Canadian workmen. Materials and workmanship are of the highest standard.

*Our strict guarantee—complete satisfaction or free repairs or replacement.*
*Order from your nearest jobber or write direct for descriptive circular.*

## Machine and Stamping Co., Limited

Commercial Dept.—Russell Motor Car Co., Limited

**1209 King Street West** **Toronto, Ontario**

Also Models No. 502 ⅞" long "3 in 1" terminal and Model No. 506 ½" long.

50




# MALTESE CROSS TIRES

## "THE TIRES THAT GIVE SATISFACTION"

The complete satisfaction that motorists are getting from Maltese Cross Tires is sending them after more. Are you getting in on this business? Motorists will be re-equipping for the coming winter season. Display—recommend—sell—"The Tires That Give Satisfaction."

Remember, once a customer buys Maltese Cross Tires, he just naturally keeps on buying them as occasion demands.

**See that your stock is complete.**

## Gutta Percha & Rubber, Limited

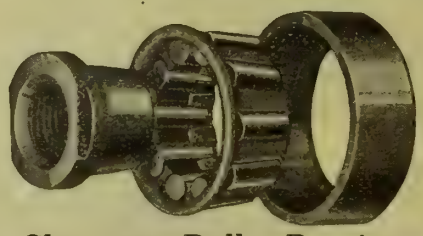
**Head Offices and Factories: Toronto**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.**

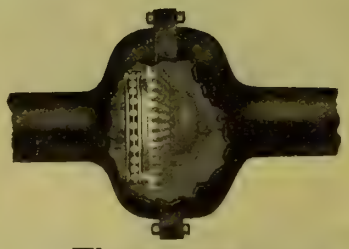
## *Made in Canada*

## For Big Sales and Quick Turnover Sell

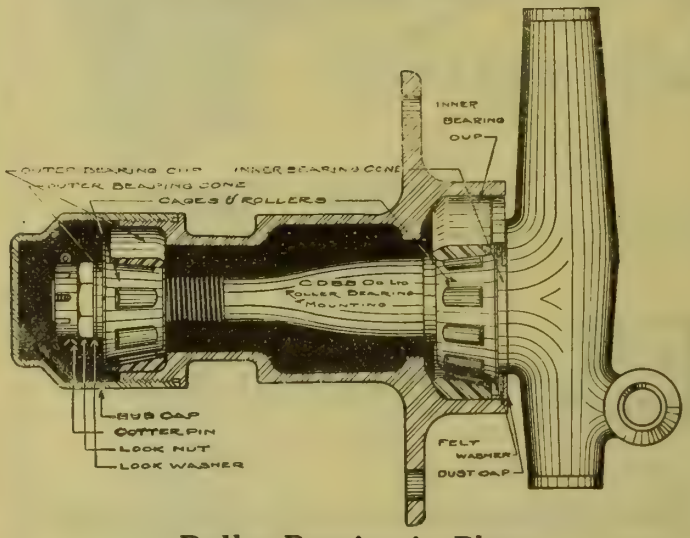
# Chapman Bearings



Chapman Roller Bearing



Thrust Bearing in Place




Roller Bearing in Place



Differential Thrust Bearing

### Chapman Roller Bearing

A Ford or Chevrolet car is subject to rapid wear in the cup and cone bearings of the front wheel, because the hub is too small to take a cone bearing with a sufficient factor of safety.

Chapman Roller Bearings overcome this difficulty and are easily installed.

Every Ford and Chevrolet is a prospect.

The field for the dealer is a broad one with quick turnover and a good profit.

Consider the number of Fords and Chevrolets in your vicinity.

### Differential Thrust Bearing

Readily substituted for the plain flat washer in the differential of Ford or Chevrolet. The flat washer wears out due to heavy end thrust. When worn there is lost motion in the gears and incorrect contact of teeth, causing extreme wear, and noise.

The Chapman Differential Thrust Bearing exactly replaces the washer with no other changes required. It takes the pressure on steel balls, reducing friction to a minimum and holds the gears in perfect mesh.

**Get our dealer proposition by a post card today.**

## Chapman

## Double Ball Bearing Company of Canada, Limited

347 Sorauren Avenue, Toronto, Ont.



# Winter Sales and Profits

Regardless of season or weather—the demand for the SHALER 5-Minute Vulcanizer continues.

In severe weather the motorist must insure himself against trouble and delays—and keep prepared at all times for emergency tire repairs.

That is why the repeat-sale profits of the SHALER Patch-and-Heat Units are still coming in fast right now, when other sales are dropping off—and they continue throughout the year.

Millions of SHALER 5-Minute Vulcanizers are now in use. Every one of these motorists needs the SHALER Patch-and-Heat Units right along to use with their vulcanizers.

This tremendous repeat business—repeat profits—comes to the dealers regularly all year long—without effort.

SHALER 5-Minute Vulcanizers are easy to sell. Every sale is only the beginning of a chain of repeat sales for SHALER Patch-and-Heat Units to be used with this vulcanizer.

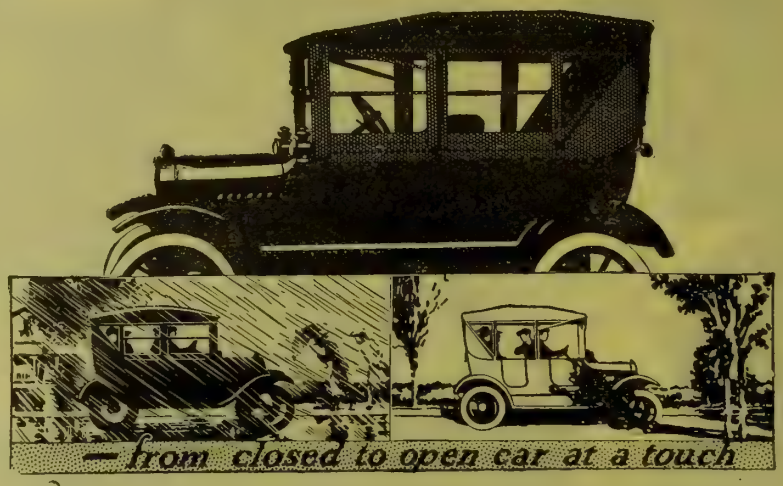
## Your Jobber Sells SHALER Vulcanizers

Place your order with him at once for your winter needs and keep your winter profits up to your summer level. Write us for catalog of the complete line of SHALER Vulcanizers for garages, repair shops and motorists' use.

**C. A. Shaler Company, 1511 Fourth St., Waupun, Wis., U.S.A.**

SHALER

5 Minute Vulcanizer




USTUS Limousette FOR FORDS

# For Big and Profitable Business

At last—an honest-to-goodness all-season attachment for Ford Cars. The "Ustus Limousette" gives every Ford Touring Car or Roadster a closed car appearance and protection when needed. It is invaluable in Winter, Spring, and late Fall, but it is not necessary to remove any part to enjoy open car freedom during the warm weather.

After the initial attachment the Ustus Limousette becomes a permanent part of a Ford Car. Adjustments to suit weather conditions, for ventilation, entrance or exit, are accomplished by the raising or lowering of the side piece on special spring rollers. These rolling side members can be operated conveniently and easily from outside or inside the car. The action of these rollers is identically the same as the way in which the window shades in your own home are raised. When in the raised position they are entirely concealed from view by the overhanging position of the Ford Top. But they are at all times ready for instant use.

Not only does the Limousette give open car freedom when weather conditions are suitable, but it gives practically the identical appearance of an open car. Even the parts that are necessarily in full view when open car freedom is desired, add to the appearance of any Ford.

If for any reason it is desired to detach the Limousette it can be readily removed, folded, and placed under the seat. It folds into a bundle only 31½ inches overall. It weighs but 40 lbs.

Here are ten of the most interesting and important features of the Ustus Limousette:

1. It improves the looks of the car.
2. It is light in weight.
3. Gives clear vision front and sides.
4. Permits easy and quick entrance and exit.
5. Gives closed car comfort in bad weather.
6. Instantly convertible into an open car.
7. Eliminates inconveniences of awkward side curtains in summer.
8. It wears well.
9. No rattling or vibration.
10. No alteration of standard Ford equipment required.

Every Ford Touring and Roadster in Canada is a live prospect for an Ustus Limousette.

The practicability and convenience of the Limousette, plus our advertising efforts, practically assures an immediate wide-spread demand for this new addition on Ford Cars. We have a real, live selling proposition to offer you. Write or wire for our proposition.

Every dealer with half an eye can see the selling possibilities in this line.

## Northern Electric Company
LIMITED

**Montreal**
**Halifax**
**Ottawa**

**Toronto**
**London**

**Winnipeg**
**Regina**

**Calgary**
**Edmonton**
**Vancouver**

# 1920



# The biggest year in the brake lining business



**Ordinary Woven Lining**

*Notice the loosely woven texture.*

*Wears down quickly and unevenly.*

*Loses its gripping power as it wears.*

**Thermoid Hydraulic Compressed Brake Lining**

*Notice the compact texture.*

*Wears down slowly.*

*Gives uniform gripping surface until worn wafer thin.*

***How much of the 53,000,000 feet of brake lining needed for 1919 did you sell?***

IN 1918 there was one automobile for every 18 persons in America.

In 1919 there are over 6,000,000 cars and trucks which have been in service for over one year.

1920 promises to be the biggest year in the history of the automobile industry.

If 53,000,000 feet of brake lining were needed in 1919—dealers can appreciate the phenomenal sales that 1920 will offer.

***The national brake inspection movement***

With the increase of motor vehicles and the increasing traffic and safety problems that are confronting the country, the necessity of brake legislation is emphasized.

Police chiefs in towns of 2,500 population and over, are supporting the movement for efficient brakes.

Newspapers everywhere are urging motorists to be sure of their brakes. The Thermoid Chart of Stopping Distances, now the Police Traffic Regulation Chart, is being given widespread notice by police chiefs as well as by automobile officials.

***Dealers should capitalize this movement***

Good brakes are dependent upon the most efficient brake lining—car owners appreciating the imperative need of safe brakes are bound to have their brakes inspected—and relined if necessary.

There is a big business ahead for all Thermoid dealers, because Thermoid is the one brake lining that is tied up to the brake inspection movement. It is the one and only brake lining that assures satisfaction to both dealer and customer.

Get your share of this profitable trade. Thermoid is the best known and fastest selling brake lining there is. It will build permanent good-will for you by giving your customers lasting service.

***The famous Thermoid guarantee***

Every foot of Thermoid Brake Lining is backed by our guarantee: *Thermoid will make good—or WE WILL.*

**Thermoid Rubber Company**

**Factory and Main Offices: Trenton, N.J.**

**New York, Chicago, San Francisco, Detroit, Los Angeles, Philadelphia, Pittsburgh, Boston, Cleveland, London, Paris, Turin.**

**Canadian Distributors**

**The Canadian Fairbanks-Morse Company, Limited, Montreal.**

**Branches in all principal Canadian cities**

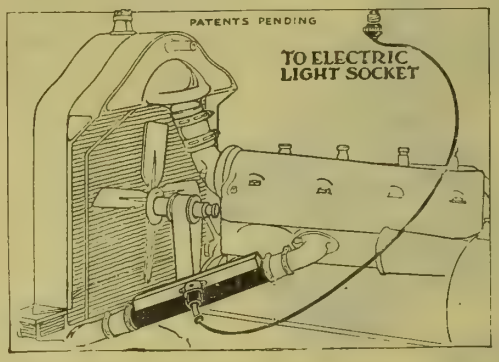
## Thermoid Brake Lining

## Hydraulic Compressed

***Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires."***

# What Every Motorist Needs

**Makes Easy Sales for the Dealer**






## Mayall Motor Heater

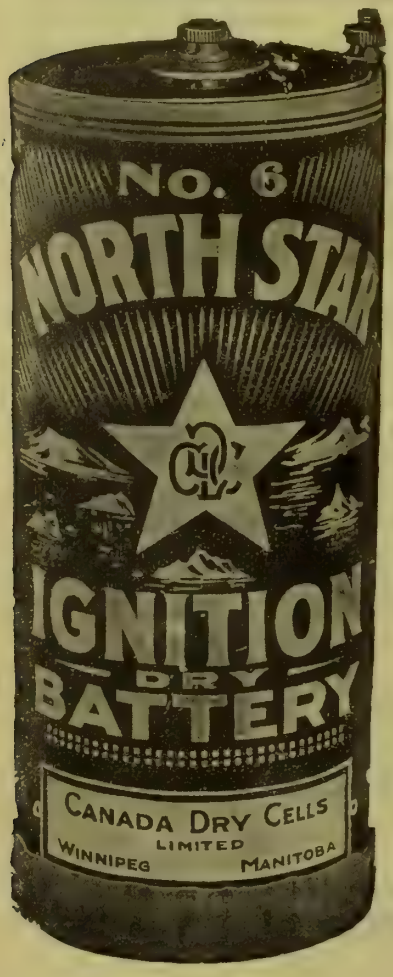
Thousands have been sold. Installed in the circulation system of a car, the Mayall Motor Heater keeps the engine warm for the morning start—ready for instantaneous service in any garage under all weather conditions.

This useful auto help can be installed on any standard car in ten minutes and is quickly attached to electric light socket.

**Amply protected by patents granted or pending, and sold under a positive guarantee.**

**If your jobber cannot supply you, send us his name.**

**Motor Sundries**
Limited
Foy Building
Toronto - Canada




# In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!




The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

**The Western Battery for Western Need.**

**Order through your Jobber.**

## Canada Dry Cells Limited

WINNIPEG, MANITOBA

# 66% PROFIT On Your Investment

## *Read Every Word About This Wonderful Discovery!*

Here is a carbon remover that will dissolve **25% more carbon** than any other preparation on the market. It will practically free your motor from carbon in one-tenth the usual time. Wonderful results may be achieved in one hour.

Give your customers the best carbon remover ever produced.




## NEVER-KNOCK Carbon Remover

They will like it and come back for more. It positively cannot harm any part of the motor and you may guarantee satisfactory results or money refunded. We will back you up.

66% Profit for you! There's big money for you in Never-Knock. Send for particulars about our special assortments. Learn about the advertising and the beautiful window cutouts we furnish, **free.**

**Special Notice.** Never-Knock is unusually easy to sell because of the three low-priced packages, retailing for 50c, 75c and $1.00 each, respectively.

LET US HEAR FROM YOU

## BUFFALO SPECIALTY COMPANY

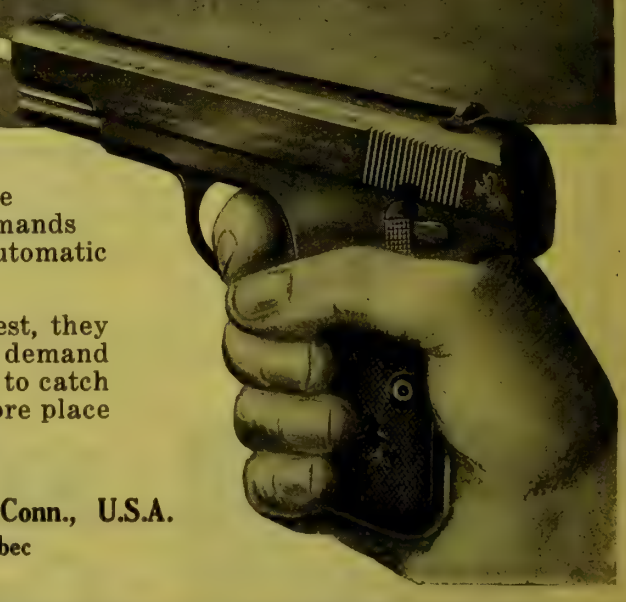
**"The LIQUID VENEER People"**

***Manufacturers of Radiator Neverleak, Holdfast Gasket Shellac and other specialties.***

**346 ELLICOTT STREET -:- BUFFALO, N.Y.**

# ACCURACY-DEPENDABILITY-SAFETY-

## Thats why people who know insist on COLT'S Firearms.



EVERYONE'S home needs real protection these days. And this need for home protection demands the accuracy and dependability of a **Colt** Automatic Pistol or Colt Revolver.

And now that people are able to procure the best, they naturally insist on a Colt. That makes a heavy demand upon the Colt factories, going at full speed ahead to catch up with civilian demands. Dealers should therefore place their orders at once for all future requirements.

**COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.**
**A. MACFARLANE & CO., LIMITED, Montreal, Quebec**

# DUTCH BRAND "2 IN 1" CUT FILLER




saves tires from going to the junk pile. "2 in 1" Cut Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep," our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.

**Order through your jobber direct.**

## VAN CLEEF BROS.

*Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties*

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois

*Service with Quality*

## British Made Products for the Canadian Markets at Last

*Automobile, Motor-Cycle, Bicycle and Hardware Manufacturers, Jobbers, and Retailers should write now to secure Agencies in their respective towns, for the following lines:*

| | |
|---|---|
| **Accles & Pollock** | Steel tubing for all industries. |
| **Abingdon Ecco** | KING DICK wrenches and tools. |
| **A M A C** | Carburettors for all types of engines. |
| **Brooks** | Saddles for cycles, motorcycles and auto equipment. |
| **Benton & Stone** | Grease cups, pumps and auto fitments. |
| **Bates** | Tires and sports goods of rubber. |
| **Harvey Frost** | Vulcanizers. |
| **Powell & Hammer** | Cycle, motorcycle and auto lamps. |
| **Rotherham** | Lubricators, gauges and auto fitments. |
| **Sphinx** | Spark plugs. |

The above manufacturers' own representatives are now here "ON THE SPOT," and will be pleased to furnish lists and full details of all lines on request, or call on receipt of an enquiry to—

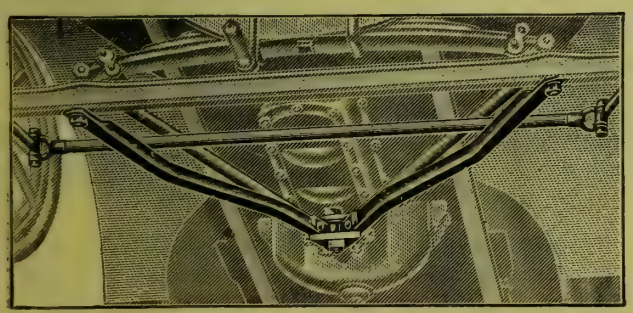
## Associated British Industries (of Canada) Limited

Head Office: Ryrie Building, TORONTO

**Phone: Main 1239**

*Canada Wants British Goods.* *We Are Here to Supply Them.*







**Big Opportunity To Sell To Owners of Small Cars**

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

## LINE & KIMBALL CO.

*Manufacturers of Auto Accessories*

**Moose Jaw** **Saskatchewan**

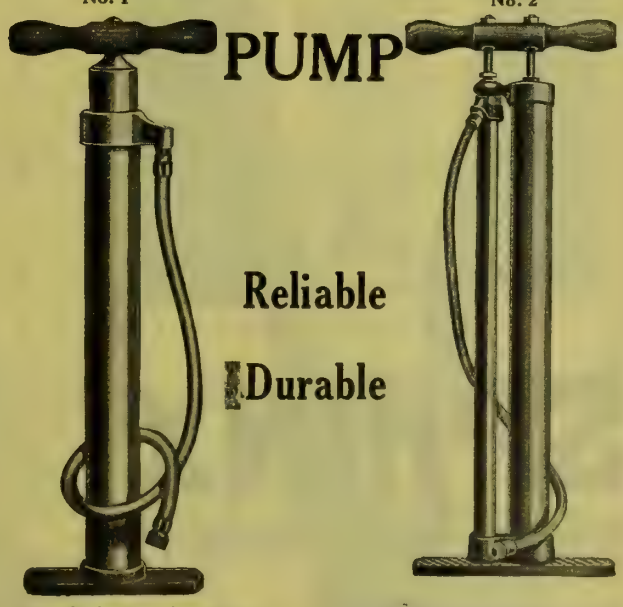


**Insist on Getting a**

## TALLMAN TIRE

## PUMP

No. 1 No. 2



**Reliable**

**Durable**

Two Cylinder Double Action Double Barrel Compound Pump

**Tallman Brass & Metal Limited**

**HAMILTON, ONT.**

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

**England's Most Durable Plug**

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

**Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal**

**Manufacturers: Sphinx Mfg. Co. Birmingham, England**




"SPHINX"

England's most Durable Plug




*Cash in* on the Selling Power of this NATIONAL ADVERTISING

National advertising is working as a gigantic sales force, sending revolver business direct to Iver Johnson dealers all over the country. It will work for you, too, if you want a share of this season's business.

The famous safety feature and the assurance of accuracy and dependability combine to make the Iver Johnson an easy-selling revolver — one that stays sold, creates good will, and brings other good business to your store.

Cash in on the Iver Johnson line this season —it's a line that turns out rapidly. Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless Models with Regular, Perfect Rubber, and Western Walnut grips. Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

*Write to-day for firearms catalog and complete dealer information*
*Also ask for information on bicycles and motorcycles*

**IVER JOHNSON'S ARMS & CYCLE WORKS**

**330 River Street, Fitchburg, Mass.**

**99 Chambers Street, New York 717 Market Street, San Francisco**

Reproduced above are a few of the Iver Johnson advertisements that will appear in The Saturday Evening Post, Collier's, Outlook, Leslie's, Argosy, Cosmopolitan, Everybody's, McClure's, Sunset, American Magazine, Metropolitan, Munsey's, Red Book, MacLean's Magazine (Canadian) and a number of farm papers, juvenile papers, and sporting and scientific magazines.

**IVER JOHNSON**
SAFETY— AUTOMATIC **REVOLVERS**

*"The Safe Revolver to Sell"*

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark

ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

## WRITE IN FOR OUR WINTER CATALOGUE!

IT HAS MANY INTERESTING FEATURES---FREE ON REQUEST

## THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA



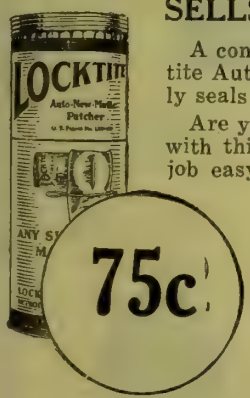

Homer & Wilson

## CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster Street
HAMILTON




## SELLS TO ALL MOTORISTS

A complete tube repairing outfit, Locktite Auto New-Matic Patcher permanently seals a rip or blow-out in a jiffy.

Are you in position to supply motorists with this new method of making a hard job easy.

A few of the Patchers displayed on your counter will sell themselves.

Write for our dealer proposition.

LOCKTITE PATCH CO.
Windsor, Ont.
American Plant, Detroit, Mich.

## CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

## STEEL and BRASS STAMPINGS of all kinds

*Write us for quotations*

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

MADE IN CANADA

## BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

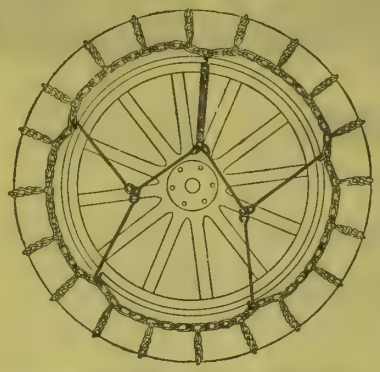
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



## The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room — Every motorist needs them — And has no excuse for being without them at this price.

## MERCHANT'S ANTI-SKID CHAIN TIGHTENER

## $1.00 a Pair

**If dealer does not handle, sold direct prepaid on receipt of price**

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale **every time.**

The Tightener catches the chain at five points, giving an easy tension all round. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

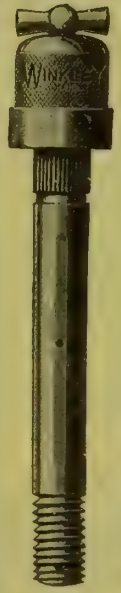
JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

**M. H. MERCHANT CORPORATION**

**236-238 Emma Street, Syracuse, N.Y.**

**Exclusive Sales Representatives: Gray-Heath Company, 1440 Michigan Ave., Chicago, Ill.**

## Pressed Steel and Brass Grease Cups
## Oil Hole Covers and Oil Cups
## Spring Shackle Bolts
## Brass Pattern Makers Dowel Pins






"Oil Cup"



"Ratchet"






"D"





"M"

**Catalogues and Prices Sent Upon Application**

**The CANADIAN WINKLEY CO., Ltd.**

**WINDSOR**

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line—Mossberg—meets all wrench needs.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. Standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

**Send for complete catalogue and particulars.**







FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO. MASS. U.S.A.

# Wanted

## HELP WANTED

TWO EXPERIENCED HARDWARE SALESmen. Good wages; steady job. Apply Cochrane Hardware Limited, Sault Ste. Marie, Ont.

WANTED—ASSISTANT TO PURCHASER FOR wholesale hardware house. Apply stating hardware and office experience. Northern Canada Supply Co., Ltd., Cobalt, Ont.

## AGENCIES WANTED

AGENCY WANTED—FOR QUEBEC AND DISTRICT. Box 581, Hardware and Metal.

*A.B.C. Member*

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.

## FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR QUICK SALE—235-GAL. BOWSER UNderground gasoline system; 1 gal. inside pump. Suitable for coal oil or gasoline. Box 563, Hardware and Metal.

## You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Opportunities are offered every week on this page.

Are You making use of them?

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

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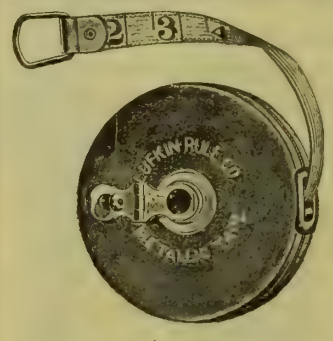
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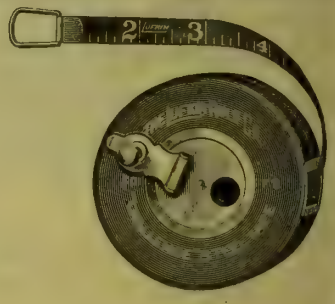
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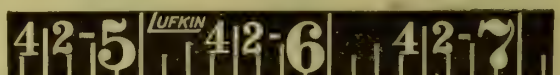
LUFKIN

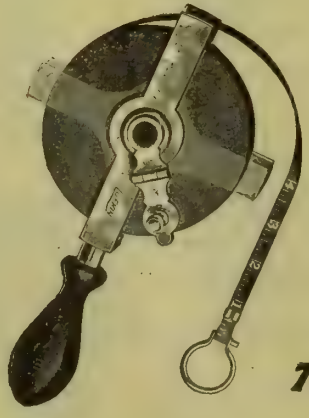
MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.

MADE IN CANADA



The recognized standard for years in construction work, engineering and surveying.

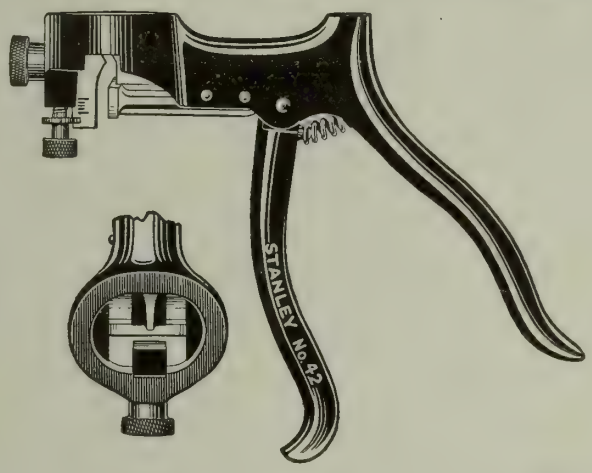
Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

**Carry the Tapes that sell.**
**Your jobber stocks them.**



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

# Stanley Tools




## STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

**This Saw Set embodies several unique and important features not heretofore seen in tools of this description.**

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

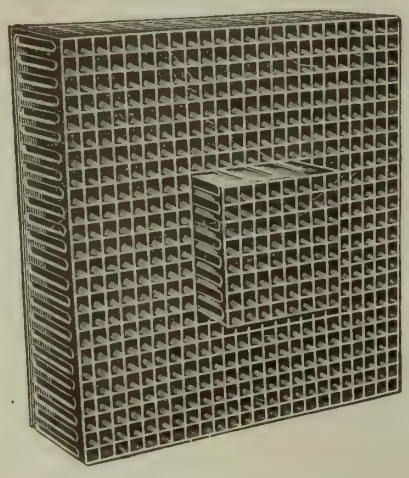
The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully **machined** and are **interchangeable.**

The tool is given a fine black finish.

***SEND FOR SPECIAL CIRCULAR***

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

*Canadian Representatives:*
**A. MACFARLANE & CO., Limited, Montreal, P.Q.**



# The Air Test Under Water

One dissatisfied customer means one customer less for the dealer or garage man.

Radiators that are absolutely water-tight will hold and draw customers.

You can prove to them that McKinnon Radiators are water-tight.

When they cannot find the puncture in their tire they put it under water and watch for bubbles.

That is the way every McKinnon Radiator is tested before it leaves the factory.

*Heavy air pressure under water is the test we apply to McKinnon Radiators.*

There is absolutely no possibility of a leak.

## McKinnon Radiators
are
## "Really Cellular"

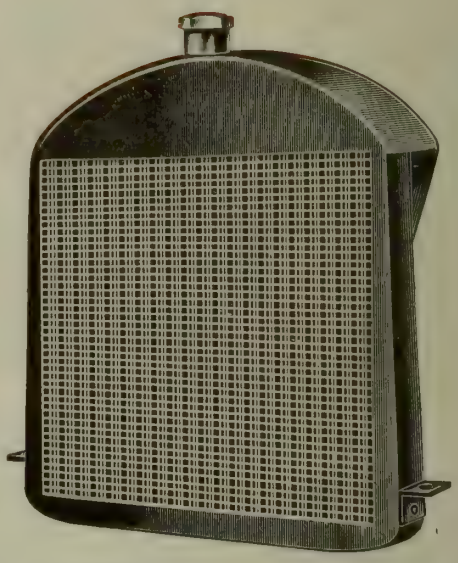
They are made to meet emergencies.

The unforeseen accident, the punctured radiator, need not leave you stranded.

The remaining cells are as good as ever, just plug up the holes with wooden plugs or any adhesive substance, fill up the radiator and drive on.

Your garage man will replace the broken cells with new ones, and the radiator is as good as new.

All dealers should carry McKinnon Radiators.



They are proof against damage through vibration. They are made to stand hard usage.

## McKINNON INDUSTRIES LIMITED

ST. CATHARINES ONTARIO CANADA

# HARDWARE AND METAL

Vol. XXXI
No. 51

PUBLISHED EVERY SATURDAY SINCE 1888

DECEMBER 20
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA






## A Merry Christmas

and a really prosperous New Year to our many friends and customers throughout Canada. May the future bring you success and the contentment of peace and prosperity.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



# Christmas Greeting

The staff of the Advertising Department of HARDWARE and METAL extends heartiest greetings and good wishes to the many friends with whom it is our pleasure to co-operate in the production of the advertising section of this paper, and also to the many advertisers and readers it is our privilege to serve.

HARDWARE AND METAL, December 20, 1919. Volume XXXI., No. 51. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.




# The Season's Greetings

We congratulate our customers on the measure of prosperity the year has brought.

Our own trade has been large and satisfactory and in extending the Compliments of the Season to our friends, we add a hearty "Thank You" for your generous support.

**H. S. HOWLAND, SONS & CO.**
LIMITED

**TORONTO**

The Trade Mark known

**UNIVERSAL**

in Every Home




DOUBLE BOILER No. 232

# UNIVERSAL Aluminum Ware

is new in design—new in quality-concepts—new in sanitary features—new in selling possibilities.

**Every utensil a strictly quality product.**

## A Few Features of Universal Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak proof. No sharp angles, cracks or crevices to collect dirt, grease or grime.
Extra large, extra strong close-fitting beads.
Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.
Bails stand at any angle away from the heated vessel.
Ears with straight edges easy to keep clean—made of cold rolled steel.
Pure aluminum spouts welded to bodies.
Three sizes of knobs, a UNIVERSAL refinement, and having the white line of distinction.

**Every utensil bears the stamp**

**UNIVERSAL**

**The trade mark known in every home.**

The stamp of satisfaction that has become so well-known to every housewife using one or more appliances bearing this trade mark.

UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.
This line is backed by a merchandising policy as liberal and clean as the ware is sound.

**Canadian Representative: A. McFARLANE & CO., Limited, Montreal, Quebec.**

## LANDERS, FRARY & CLARK

NEW BRITAIN, CONNECTICUT

# UNIVERSAL
## Garage Door Sets



## The Lowest Price On Record

*Desirable*
*Practical*
*Salable*

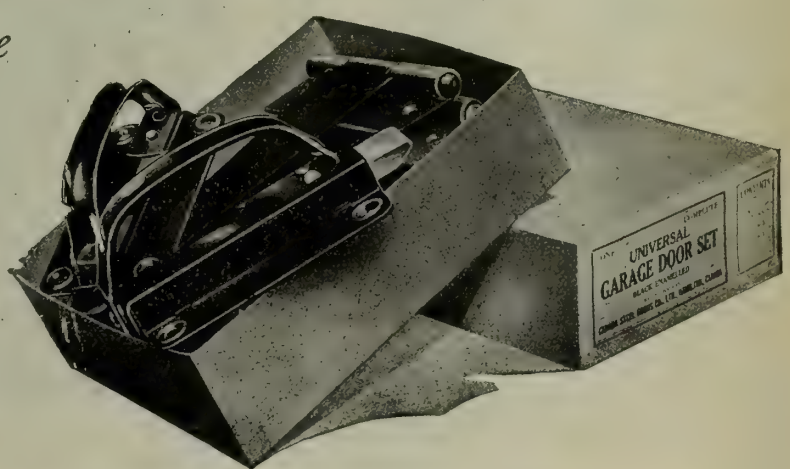
Canada has reached the Auto Day when autos are widely used. Factories cannot keep up with the orders. Garages keep pace with the auto sales, of course, and you have unlimited orders for the Universal Garage Door Sets. Are you prepared for them?

*Packed for Your Convenience*

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055x6-inch Wrought Steel Chain Bolt.
1—No. 1056x6-inch Wrought Steel Foot Bolt
1—No. 1240 Wrought Steel Door Latch.

**BLACK ENAMEL FINISH**

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs., packed 6 sets to a case.




# Canada Steel Goods Co., Limited
## Hamilton, Canada

# COMMUNITY PLATE



## Christmas Greetings

From ONEIDA COMMUNITY LIMITED

© O.C.L. WDT

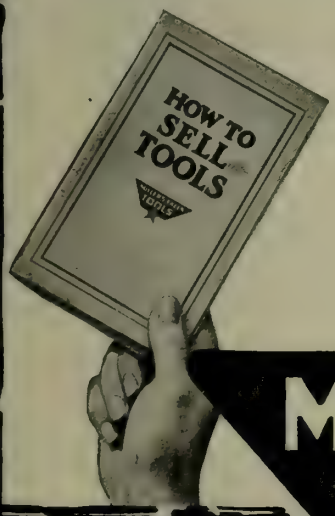


# "That's the Tool I Want"

Over and over again you will find a customer asking for a Millers Falls tool because he has seen it advertised. And the wise dealer is ready to supply this demand because he knows that the more strong selling lines he can feature, the greater his own success is bound to be.

Our fifty years leadership in tool making and our big national advertising have made the Millers Falls line the big seller in tools. And Millers Falls tools give a satisfaction that strengthens your good-will with your trade.

Millers Falls selling features and our handbook on "How to Sell Tools" are valuable helps in boosting tool sales. If they are not working for you now, write us.

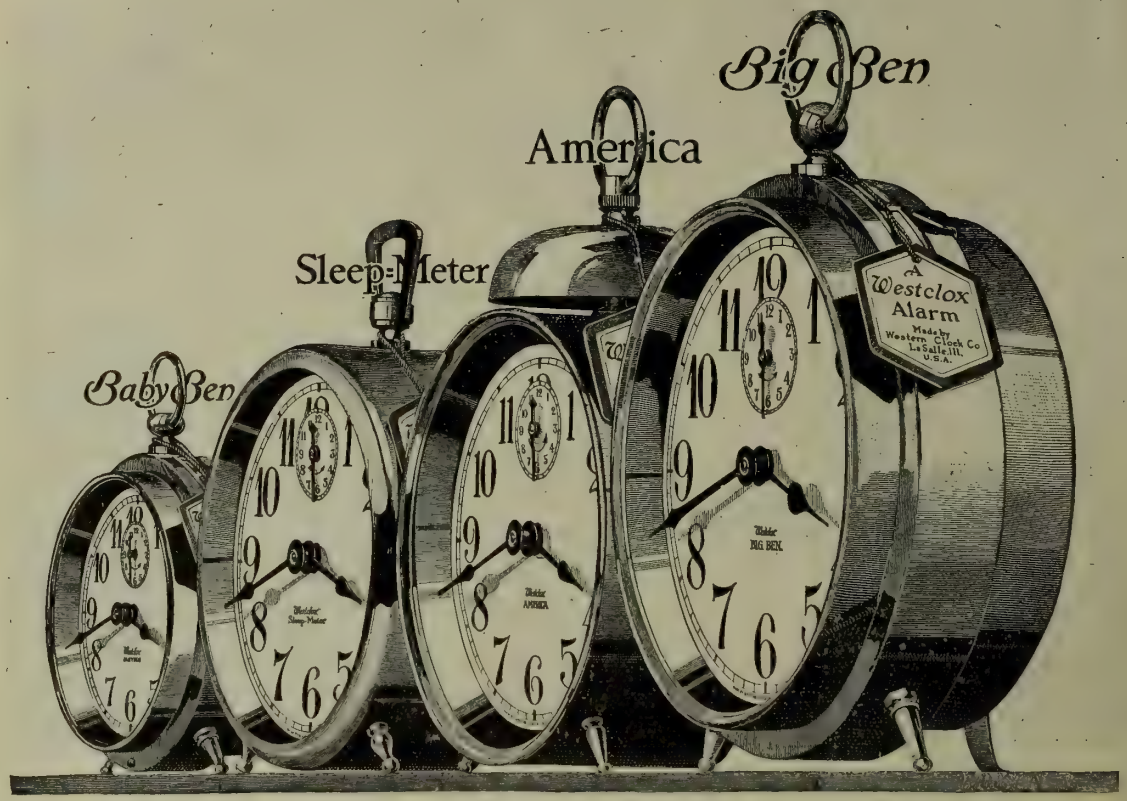



**MILLERS FALLS CO.**

*"Toolmaker to the Master Mechanic"*

**100 River Street Millers Falls, Mass.**

**MILLERS FALLS TOOLS**




# All Westclox are good clocks

Every Westclox alarm has inside its case that same good construction that made Big Ben and Baby Ben so popular.

Westclox on the dial and tag means to your customer that he is getting as good an alarm clock as his money can buy.

## Western Clock Co.—makers of Westclox

La Salle and Peru, Ill., U. S. A.



*"Where There's a WILT*
*There's the Way"*

# WILT

## Drills, Reamers, Milling Cutters



At the end of this business year of 1919 we look back with much pleasure and gratification at the pleasant trade relations it has been our lot to enjoy.

We thank our friends and customers throughout the great Dominion and wish to express our appreciation of their loyalty and patriotism.

We also wish to publicly express our appreciation to those of our employees who have so nobly stood by us and assisted us in the development and making of tools of the highest quality.

The Greetings of the Season we extend to friends everywhere and an earnest, heartfelt wish that they may have a

**Merry Christmas**

and a most

**Happy and Prosperous New Year**

## WILT TWIST DRILL CO.

OF CANADA, LIMITED

Walkerville - - - Ontario



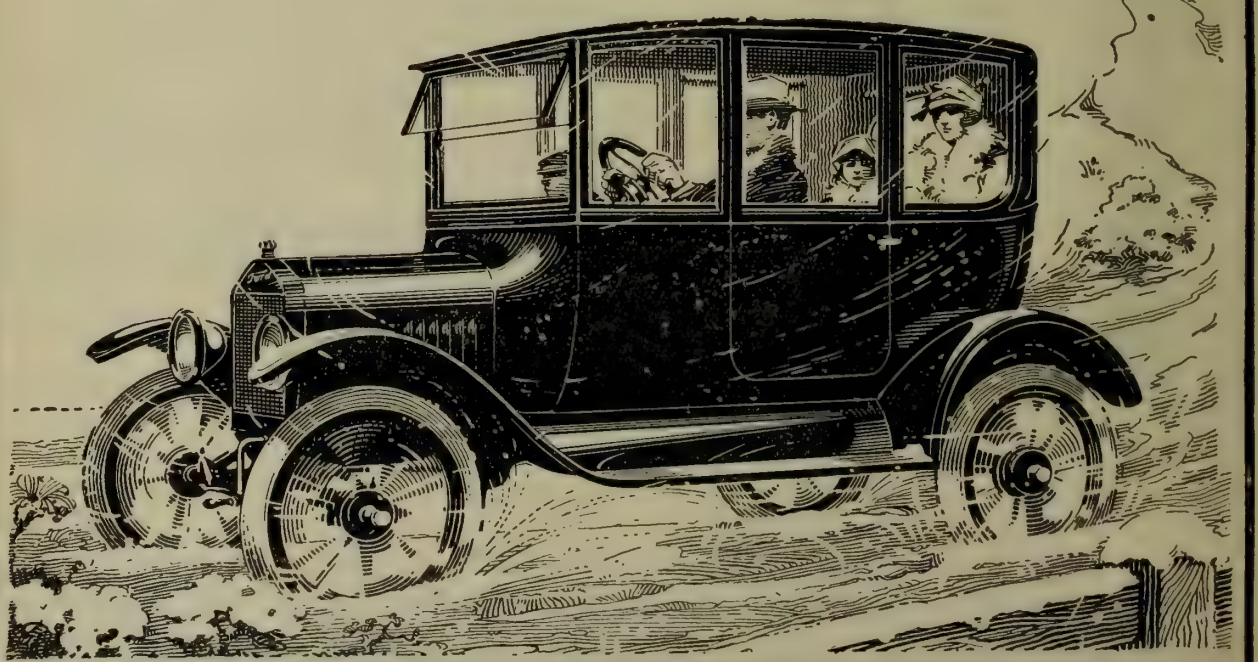
# Ford Motor Company
OF CANADA LIMITED
FORD, ONTARIO

## A LASTING CHRISTMAS GIFT

*The Ford Sedan will be a constant source of pleasure in the years to come.*

*Make this Christmas the beginning of a long season of happiness by presenting the Family with a Ford Sedan—the car of comfort at a reasonable price.*





# Our Christmas Greetings

TO OUR CUSTOMERS

THAT great army of Friends who, through their Good Will and Good Wish, have made possible the successful development of our business and,

TO OUR EMPLOYEES

OUR fellow workers whose loyalty and enthusiasm have contributed so much to our success and the development of our organization,

WE EXTEND

AT this season of joyous remembrance Our Greetings. We wish you all Good Health and Happiness, in larger measure for the year to come than any of the years that have gone.

THIS WISH

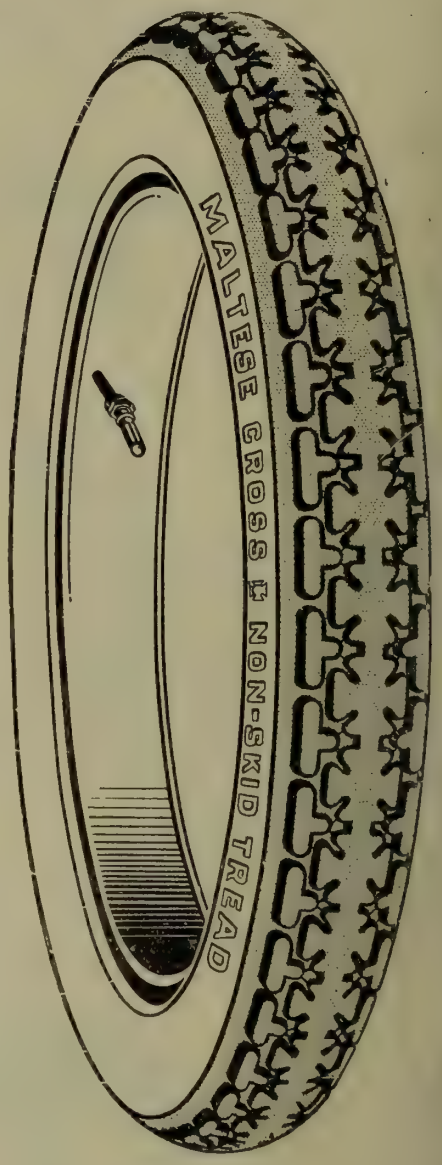
IS no different to the one we, at all times, silently entertain for you, but this being the season for expression, we proclaim to you and yours----

MAY your Christmas be a Happy One and may the New Year come to you laden with Prosperity.

THE
**STEEL COMPANY**
OF
**CANADA**
LIMITED

**HAMILTON** **MONTREAL**

# MALTESE CROSS TIRES




## Make Your Store the Rendezvous of Motorists

In addition to the large number of tires you will sell if you handle "The Tires That Give Satisfaction" you will make your store "Headquarters" for motorists. Think what this means to you!

Owners of cars are good buyers—they have the money to spend. If you want their trade, display—feature—sell—Maltese Cross Tires. The long mileage and phenomenal endurance of these tires eliminate much talk when selling a tire.

## Gutta Percha & Rubber, Limited

**Head Offices and Factory, TORONTO**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria.**



# "CLINTON'S DITCH" THEY CALLED IT

THE crazy notion of a visionary man. But De Witt Clinton had faith—faith that the Erie Canal would open up to America and the world the untold riches of the middle west, and on October 26, 1828, the first boat arrived at Albany.

Beside the little stream at Plymouth the wheels hummed in the rope walk (then four years old) as the fiber was spun into yarn and the yarns twisted into tow lines for use on the canal, and hawsers and rigging for the merchant marine which was to help open to the world the great riches of America.

Plymouth was good rope then, it is good rope now. It is the rope you can trust.

# PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 4




Little Giant 2 Stock Set

# Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

## *Little Giant*

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

## Wells Brothers Company of Canada, Ltd.

**Galt - - Ontario**

**Canadian Plant of the Greenfield Tap and Die Corporation**

# *Christmas Greetings*

## *To Our Many Customers*

***From the Management, Travellers and Staff of***

# LEWIS BROS., LIMITED

## MONTREAL

Our good wishes to our customers are just as genuine as our Trade Mark.

**BLACK DIAMOND**

**" BEST IN THE LAND *BLACK DIAMOND* BRAND! "**

For over thirty years our one aim has been to serve you faithfully.

We work whole-hearted for the purpose of shipping quickly, filling orders as complete as the present conditions will permit, and pricing right.

In return we have received your goodwill and generous patronage, which has made possible the success of our "Strictly Wholesale Hardware Organization."

We thank you cordially for the business you have favored us with, and extend to you our very best wishes and appreciation.

# The BIG SELLER

**At The Cutlery Counter**

**The PROFITS will surprise you**




The Canadian Housewife
prides herself on her kitchen.

She is always willing to pay well for a superior article.
And she dearly appreciates an actual improvement.

In the

## *Lightning* THIN SLICE BREAD KNIFE

she will immediately recognize a knife that fills a real need in her kitchen, a knife as different from the ordinary clumsy, inefficient, always-dull knives as night from day.

Thousands of Canadian women know the *"Lightning"* through our continued advertising campaign in "Good Housekeeping" Magazine.

The demand is created—it is left to you to furnish the supply. Attractive "silent salesman" furnished for your show case or window.

**The Leading Wholesalers will supply you**

***Ask us for Descriptive Matter***

## WIEBUSCH & HILGER, LIMITED

**106-110 Lafayette St., New York City, N.Y.**

***Canadian Selling Agents:***

**JAMES GERARD KERR, 410 St. Nicholas Bldg., Montreal**



# Use Common Sense

## Real Hack Saw Economy requires the use of common sense in the regulation of weight on the saw.

Every machinist knows, when he is using a hand hack saw, that as the blade becomes worn, more pressure must be put upon it if the cutting speed is to be maintained, but he's very apt to overlook that point in using power machines.

As the saw is used the teeth become worn, and what we call the "contact" area, the area of the blade that actually rests on the work, becomes greater. That means friction and a necessity for more pressure to make the blunted teeth cut into the work. On a heavy saw 64 pounds pressure is generally about the right figure to start with, but to keep the saw cutting as fast, after it has made twenty odd cuts as it did at first, more pressure-weight is needed.

The Starrett Hack Saw Chart M.A. helps every user of Hack Saws to do more work at a lower cost. Copy sent you free upon request. Write for Catalog No. 21 M.A

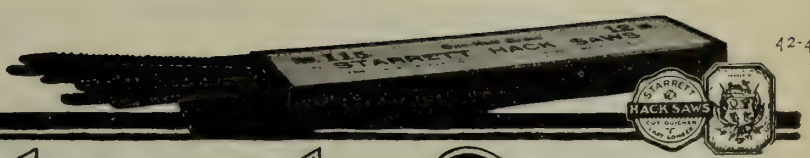
*Are Your Customers kept supplied with Starrett Hack Saw Charts?*

THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO




42-4

# Starrett Hack Saws

# Known from Coast to Coast

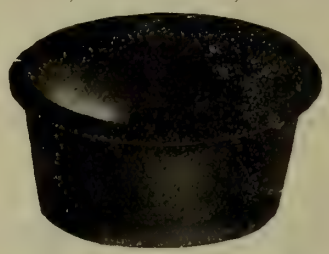
## EDDY'S Silent Five




The recognized standard in Canadian-made matches. Silent striking. Non-Poisonous. No After Glow. They're made by EDDY—and Eddy's Matches have satisfied Canadians for more than sixty years.



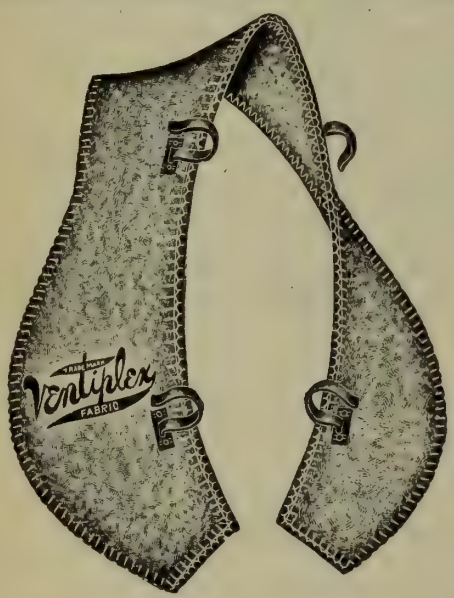
## EDDY'S Indurated Fibreware



Durable, Light and Extra Strong these Fibreware Utensils are everywhere replacing the old wood and metal products. Washtubs, Washboards, Milk Pails, Butter Tubs, Household Pails and many other household utensils are all included in this Eddy line. Just as dependable as Eddy Matches.

*Link up your displays with Eddy Consumer Advertising and get your share of the popular demand.*

**The E. B. Eddy Co., Limited**
**Hull, Canada**




# A Profitable Field

POSSIBLY you are not taking advantage of the field offered you amongst owners of horses for the sale of Ventiplex Pads.

Every horse owner is a likely customer—why not make him an actual one?

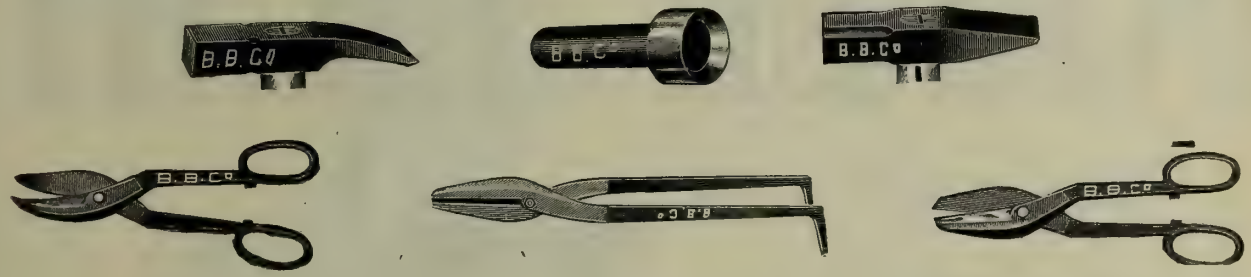
TRADE MARK Ventiplex PADS

give you an opportunity for recommending an article that in many cases is an absolute necessity.

Ventiplex Pads make snug-fitting collars, that are perfectly sanitary and easily washed. For removing the pressure of ill-fitting collars and overcoming the danger of sore necks and galls they have no equal.

**The Burlington Windsor Blanket Co., Limited**
**Toronto - Canada**

# Tinsmith Tools




## Canadian Workmen

You should insist on getting Canadian made tools. Our tools are of the highest quality, yet prices are lower than imported goods.

## The Brown Boggs Co., Limited

**Hamilton, Canada**

## We Make Everything in Wirework

WITH an experience of over half a century we have acquired the special knowledge and skill demanded by wire-working.

Two large plants at your disposal, turning out great quantities of

**Wire Screens, Wire Window Guards, Wire Partitions, Wire Mats, Wire Machinery Guards, Wire Panels, Wire Racks, Wire Baskets, Wire Doors, Wire Railing, Wire Signs, Wire Garden Goods, etc.**

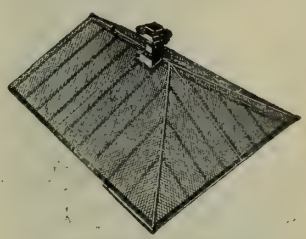
WE ALSO MAKE

**Steel Lockers, Shelving, Bins, Cabinets, Stools, Chairs, etc.**

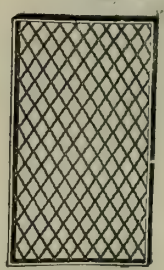
**Write for Folders.**

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

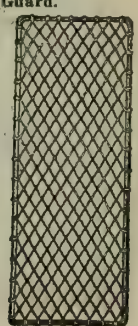
HALIFAX HAMILTON MONTREAL WINNIPEG OTTAWA CALGARY TORONTO VANCOUVER



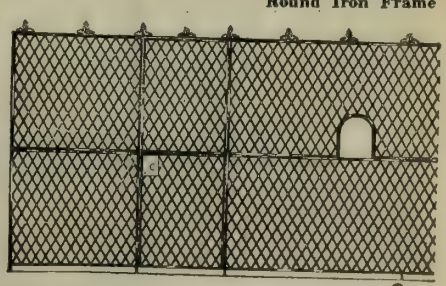
Wire Skylight Guard.



Wire Guard
Channel Iron Frame



Wire Guard
Round Iron Frame



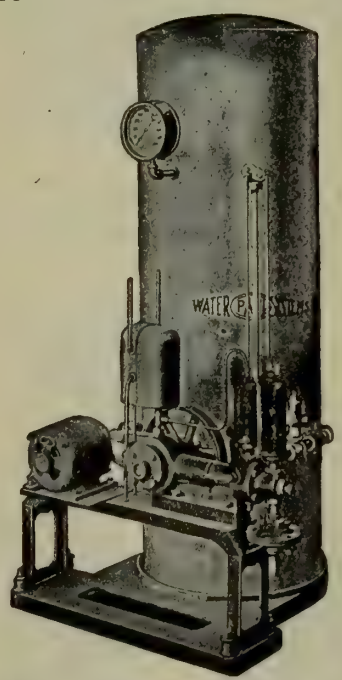
Wire Stockroom Partition

# *Northern Electric*
# POWER AND LIGHT

## The Complete Line of Electric Farm Plant and Accessories

PLANTS—WATER SYSTEMS—
MOTORS—HOUSEHOLD DEVICES
WIRES AND SUPPLIES

Northern Electric Power and Light plants are backed by one of the largest electrical manufacturers and distributors in Canada. For more than twenty years we have specialized in electrical supplies FOR THE FARM.



**Tank and Motor**

Hundreds of farmers are now buying water systems? Are you selling them? At your service, the most complete line—any size. Automatic—Air pressure—open tank or hand controlled.



**¾ KW—Utility Plant—32 Volt**

***The greatest value ever offered the Canadian Farm***

*DEALERS :*

*The Electric Farm Plant field is practically untouched. Your prospects are numbered by the thousands. You can get into this profitable business by writing our nearest house to-day.*

## *Northern Electric Company*
LIMITED

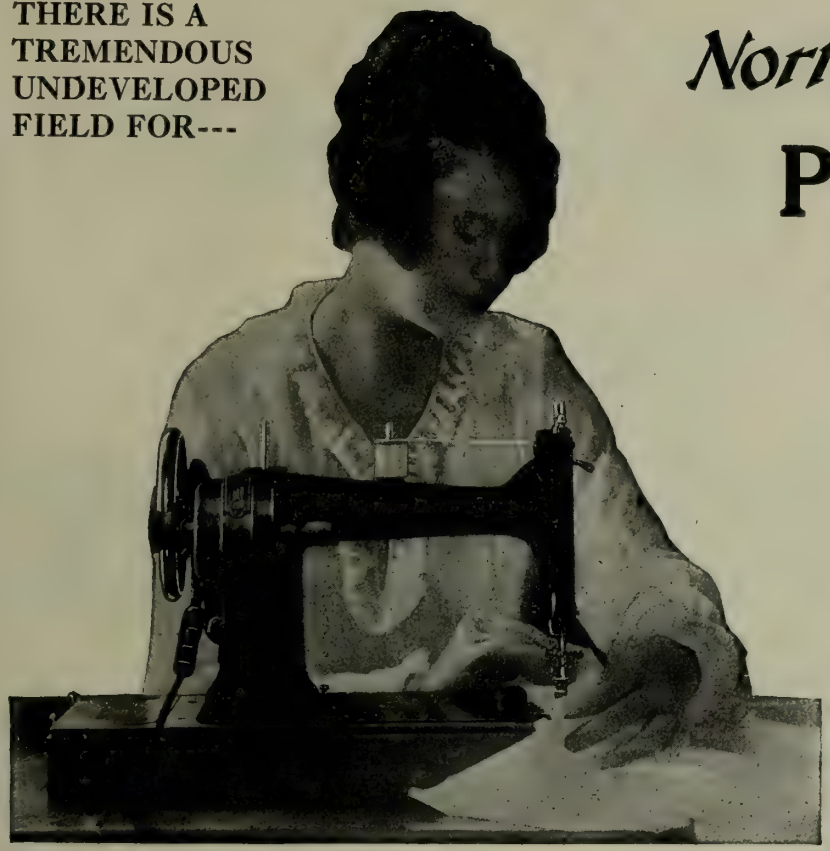
Montreal
Halifax
Ottawa

Toronto
London

Winnipeg
Vancouver

Regina
Calgary
Edmonton

**THERE IS A TREMENDOUS UNDEVELOPED FIELD FOR---**



# *Northern Electric*

# Portable Sewing Machines

The average housewife does not need to be told that sewing is a hard and wearying task. All those women can be sold on a Northern Electric Portable Sewing Machine, when you demonstrate that it gets them away from foot-pedal drudgery and its accompanying back-aches.

**This practical sewing machine,** electrically driven, is capable of doing all the work of a standard foot-driven machine, thoroughly and efficiently. Its simplicity appeals to women—a slight pressure of the foot starts or stops it—its lightness enables them to carry it from room to room with ease and it is surprisingly economical in its consumption of current. This ease of operation means more sewing in less time, than with a foot-driven machine.

The "Northern Electric Portable" is of the highest grade design and workmanship and is backed by this Company's guarantee of complete satisfaction. *The "Northern Electric Portable" is no experiment.*

Display the Portable in your window and demonstrate it in your store—you'll have an interested and appreciative audience. Line this profitable and growing business up—it's yours for a little effort.

***Write our nearest House for prices and artistic display cards.***



Closed view of the *Northern Electric* Portable Sewing Machine

## *Northern Electric Company*

LIMITED

Montreal Quebec Toronto Winnipeg Calgary Halifax
Ottawa London Regina Edmonton Vancouver




# *Are You Getting Your Share?*

Our four column, Christmas, newspaper advertisement is now appearing in the daily papers, all over Canada.

Are you displaying C.G.E. Electrical Goods in your windows, Mr. Dealer? Link up with this national advertising. Use the greatest selling asset you have got—your show windows.

C.G.E. Electrical Goods make the joy of Christmas last for years. That feeling of satisfaction these ever reliable appliances carry with them, reflects on you—the dealer who sold them.

It's not the first sale that builds a business — it's the repeats. For safety's sake, sell your customers C.G.E. Electrical Goods.

*A MERRY CHRISTMAS AND AN "ELECTRICAL" ONE GO HAND IN HAND.*

## Canadian General Electric Co., Limited

**Head Office - TORONTO**

**Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.**

# National ELECTRIC



***It is our wish***

to the hardware trade of Canada, retail, wholesale and manufacturers, that they celebrate a most pleasant Christmas and that the New Year will give them a full measure of happiness and prosperity.

## *The* National Electric Heating Co., Ltd.

**Toronto, Canada**

# Four Good Reasons Why You Should Sell "1900" WASHERS



1.—You want profits—the "1900" line provides fair profit on each sale and, as these machines are exceptionally easy to sell, your year's business can be greatly augmented by stocking such a line.

2.—You want to gain a reputation for selling the "Best on the Market"—and the "Best on the Market" in washing machines means "1900."

3.—You want to be able to offer a complete line of Washers. The "1900" line is complete. It includes Electric Motor, Engine Power, Water Power and Hand Power Washers. When you are a "1900" dealer you need never say, 'Sorry, Madame, but we do not sell that kind of Washer."

4.—You want the good-will of your customers. The woman who buys a "1900" Washer from you will never forget the "good turn" you did in suggesting it to her. Highly satisfied with her purchase, she will remain your customer and she'll tell her friends about her machine and the store she got it from.

**1900 CATARACT Electric Washer**

The housewife is daily confronted with the High Cost of Living, [illegible] of domestic help and the "wear and tear" on apparel, caused by the local laundries. Women are finding the "1900" Cataract Electric Washer in particular a solution of the washing problem and the dealers who stock our line are rewarded by excellent sales and profits.

Our objective—an efficient, energetic representative in every locality.

**Write to-day for catalogue and complete information.**

**THE NINETEEN HUNDRED WASHER COMPANY**

357 YONGE STREET, TORONTO

# Time to Order FREEZERS




**All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.**

**They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.**




**The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.**

**This means easy net profits for you.**

***Your Jobber Can Supply***

**NORTH BROS. MFG. CO.**

PHILADELPHIA, PA.



## *A Well Lighted Store Window in Hamilton*

*Equipped with No. 15,200-S Benjamin Angle Reflectors*



# Your Window Makes or Mars

Don't neglect this important step in your merchandising plans. Give your customers a good impression of your store from the outside and they will visit you, in a receptive mood.

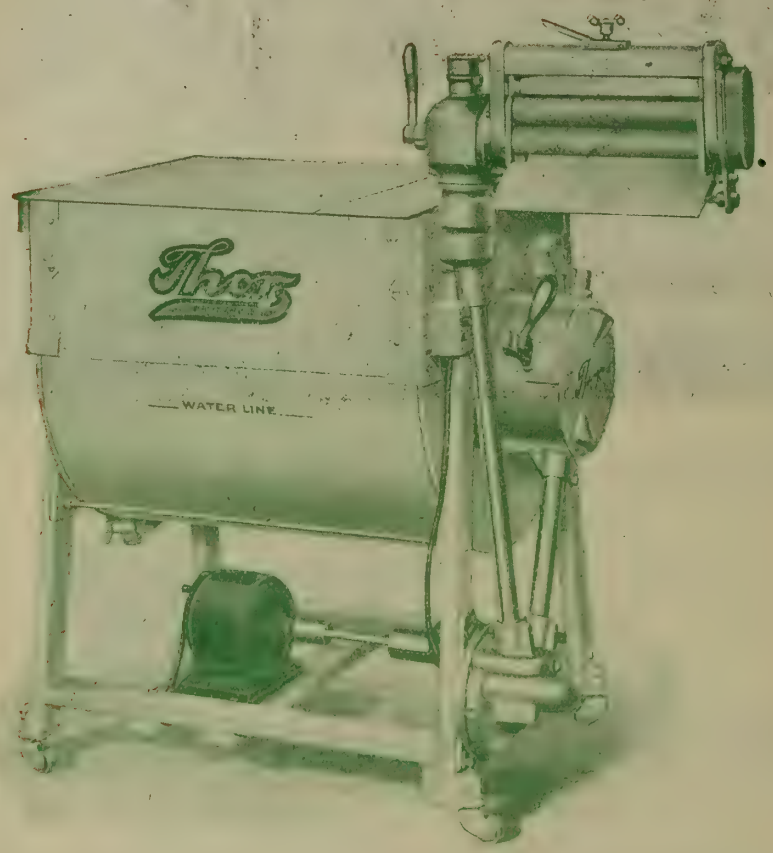
Benjamin No. 15,000 series porcelain enameled steel, angle reflectors are ideal for window lighting. They are not affected by changes in temperature, will not crack or chip, and will last a lifetime.

*We also manufacture a complete line of Show Case Lighting Fixtures—Catalog on request.*

## Benjamin Electric Mfg. Co. of Canada, Limited

**11-17 CHARLOTTE STREET, TORONTO**

**Manufacturers in Canada of Benjamin Illuminating and Wiring Devices and C-H Push Button Specialties**




The Thor Electric Washing Machine

*Makes a Happy New Year*

HURLEY MACHINE CO., LIMITED

413 Yonge Street, Toronto



# The Season's Greetings

to our thousands of dealers and new-found friends who have during the past year demonstrated in such marked fashion their appreciation of our efforts to send them products of the very highest quality.

## A Merry Christmas

must be the lot of every home wherein is found a

**Kribs Electric Washer**

## A Happy New Year

will mean not only opening the year with a day of pleasure, but extending the happiness and comfort throughout all the weeks of the coming year and of its successors if a **Kribs Electric** enters the household at this time.

To fit other conditions and purses the Kribs line contains machines with Gasoline Motor, Water Motor and Hand Power—all happiness bringers.

# Wm. A. Kribs Co., Limited

**Hespeler, Ontario**

***Makers of Freight-Handling Trucks of all Kinds***

1869 1919

Golden Jubilee

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

*The Trade Mark Behind Canada's*
*Largest Wholesale Hardware House*



ON this Christmas of our Golden Jubilee Year we extend to our friends and customers "The Season's Greetings," expressing the wish that they may be cheerful without regret for the Past, with contentment in the Present, and with strong hope for the Future.

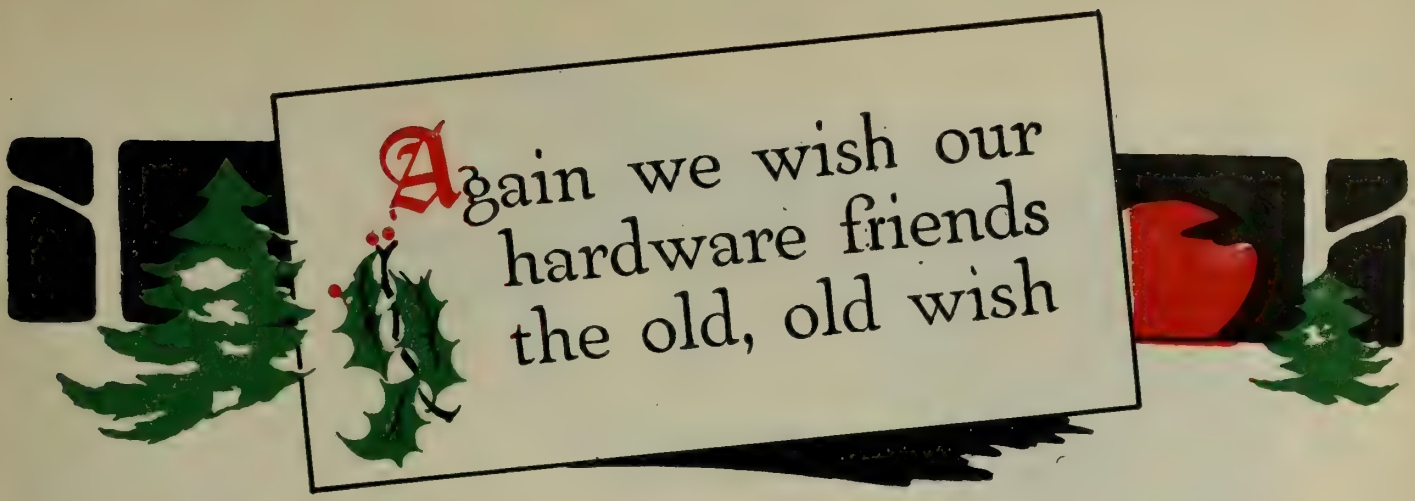
*Christmas : 1869-1919*





**The J. H. Ashdown Hardware Co., Limited**

Calgary Winnipeg Saskatoon

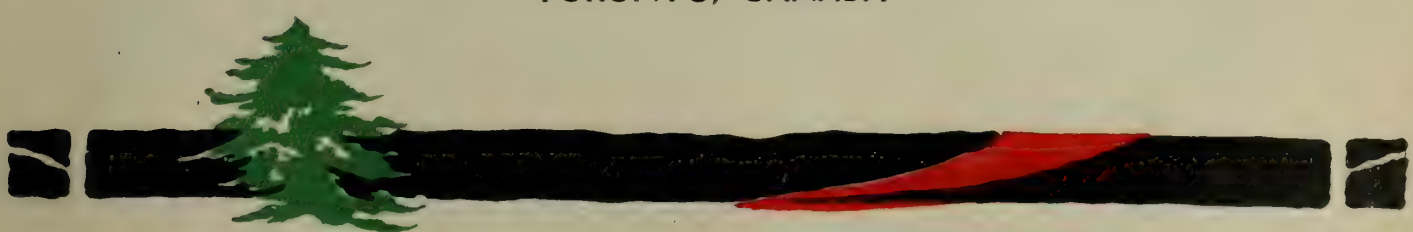



What can we wish you more than the same old Christmas wish? It says all when it comes straight from friend to friend with the old-fashioned handshake.

Though we cannot shake hands with each and everyone of our hardware friends, we will do the next best thing, we wish you one and all the good old wish—

A Merry, Merry Christmas
—A Happy and Prosperous
New Year.

SANDERSON PEARCY & CO, LTD.
TORONTO, CANADA





FROM

# O.P.W.

FAMILY

*May the chain of friendship which has been forged between us during the past twenty years prove in the future to be of such strength that not one link shall even be broken.*

# Lowe Brothers Limited

*True happiness consists not in the multitude of friends— but in their worth and choice.*

GENUINELY appreciative of your pleasant relationship in the past and with all goodwill our entire organization join in extending a store of good wishes to you and yours for a happy and bountiful Christmas.

ALSO, the hope that each day, during the New Year, be a better one than the last—attended by harmony, prosperity and all the good things of life. No happier thought goes out to our friends throughout Canada.



# To Our Many Friends:

Another year draws to a close and we look back with gratitude to the many friends we have made.

The spirit of the season prompts us to express the pleasure of our business relations with you and to wish you and yours a Merry Xmas and a Happy New Year.

**BENJAMIN MOORE & CO., Limited**

Frederick Wyatt

**General Manager**

## Benjamin Moore & Co.

**Paints, Varnishes and Muresco**

TORONTO
CHICAGO
CLEVELAND
NEW YORK
ST. LOUIS
CARTERET

B-N

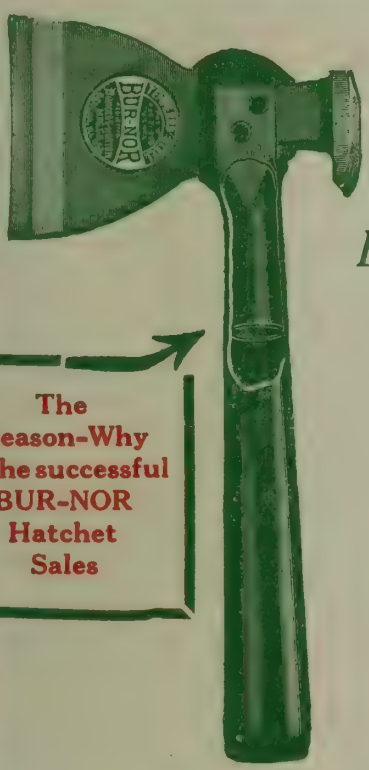
BUR-NOR

# "BUR-NOR" AND "B-N"

## The Burgess-Norton Lines

### A Good Proposition

*For the Jobber, the Dealer, the Consumer*

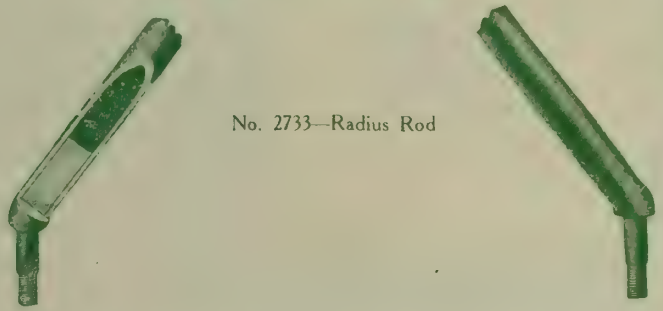



*Hatchets, Auto Accessories, Builders', Household, Hotel, Wagon and Farm Hardware*

*Every Product Stamped and Guaranteed*

**The Reason-Why of the successful BUR-NOR Hatchet Sales**



No. 2733—Radius Rod

**A Proposition of Particular Interest to any Jobbers Who May Not Be Handling This Profitable Line at Present**

There is a good margin of profit for the jobber and the dealer in Bur-Nor and B-N Goods. Any jobbers who are not now handling this attractive line will learn something to their advantage by writing us. Are you open to conviction?

## The Burgess-Norton Mfg. Company

**Geneva, Illinois, U.S.A.**

BUR-NOR

B-N



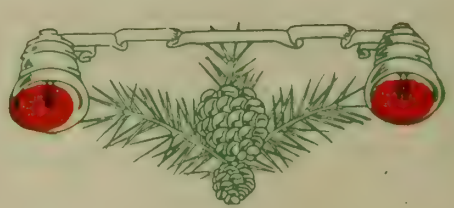



# A Merry Christmas and A Happy and Prosperous New Year.

At the close of this eventful year we take this opportunity of wishing our friends and patrons a joyous and bountiful Christmas and a New Year whose blessings will exceed their greatest expectations.

## Ingersoll File Co., Limited

John Morrow Screw & Nut Co., Limited
Sole Distributors
Ingersoll, Canada





WINDOW GLASS

FREED S

*To All Hardware Canada*

We wish you the old, old wish, a very Merry Christmas and a New Year chuck-full of prosperity and happiness.



TORONTO PLATE GLASS IMPORTING CO. LIMITED TORONTO, CANADA

# WHITES LIMITED

## Wish You

# A Merry Christmas

With the closing of the old year we look back with pleasure on the cordial relations with our many customers and friends.

We trust that our service during 1920 will merit a continuance of their patronage and extend to them our hearty wishes for a

# Happy New Year

**WHITES LIMITED**
**WHOLESALE HARDWARE & METALS**
**COLLINGWOOD - - ONTARIO**



W. G. Harris
President.



Wm. G. Harris, Jr.
Vice-President.



May we take this opportunity to express our appreciation of pleasant business relations by wishing you

***A Merry Christmas***
***and a***
***Happy, Prosperous***
***New Year***

May we ever have your kind consideration.

# The Canada Metal Company, Ltd.

MONTREAL HAMILTON TORONTO WINNIPEG VANCOUVER









# Christmas Greetings

to our

# Friends and Customers

We look back with pleasure on the pleasant relations in business during 1919 and the new friends we have made.

Each year added to our history we wish to have filled with a record of perfect co-operation with the trade and the adoption of policies which will make our service welcome to hardwaremen everywhere.

# A Happy, Prosperous New Year

to you. May the coming year be filled with business success and the fulfilment of your hopes and desires in all lines.

## Caverhill, Learmont & Company

Montreal



Established 1853



1920

# May Your Christmas Be a Merry One

filled, as ours will be, with appreciation and good-will toward all our friends and customers throughout Canada. We hope that our organization will always be worthy of the faith and co-operation of the trade in Canada. We wish Christmas a joyful one—

## And the New Year a Happy One

to every friend and customer throughout the length and breadth of our land.

## McArthur, Irwin, Limited

**Montreal**





QUALITY

TRADE ELASTICA MARK.

PRODUCTS

# Best Wishes for 1920

We wish, for our friends among the trade everywhere, that 1919 finds them closing a happy and successful year. We wish them—

## A Merry Christmas

And every possible happiness and success in business during the coming year.

INTERNATIONAL VARNISH CO. LIMITED

Vancouver Halifax TORONTO Montreal Winnipeg



# Will B. Lane

Wishes Friends
and Customers a

# Merry Christmas

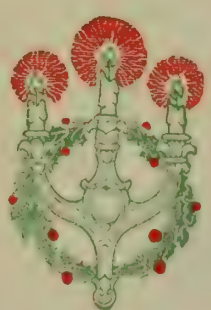
And a

## Happy and Prosperous New Year

**Will B. Lane**
Manufacturer Unique Ratchet Wrenches
180 N. Dearborn Street, Chicago, Illinois

# Greeting

A Merry Christmas And a Happy Prosperous New Year





Butterfield & Co., Inc.

Rock Island, Quebec, Canada

# CANADA FOUNDRIES & FORGINGS LIMITED



## Wishing to all A Merry Xmas And a very Happy New Year

The ending of the year 1919 brings forcibly to mind the growth of the Canadian Foundries and Forgings and the large circle of friends that is added to during each passing year.

The prospects for 1920 look exceptionally bright and we hope that it will be a brilliantly successful year for the trade.

## James Smart Plant

**Brockville, Canada**



# Merry Christmas!


**A Merry Christmas to You, Gentlemen!**

CRIMSON holly, snow white mistletoe and fragrant evergreens wreathe the world with Christmas greenery. Hearts are young again and for the time, nothing matters but that joyous spirit of Christmas which is in the air. And so, as friend to friend, we extend the greetings of the season.

We take this opportunity to thank you for your loyal patronage in the past and for your courtesy in all our commercial relations, and we hope for a continuance of our pleasant relations for the future.

And as the Christmas bells chime out their message of "Goodwill to men," again we say—

Merry Christmas, Gentlemen, and may the New Year add to your happiness and prosperity.

**The Hamilton Stove & Heater Co., Limited**

SUCCESSORS TO
THE GURNEY-TILDEN CO., LIMITED
HAMILTON CANADA

*75 Years successful manufacturing of Souvenir Ranges and New Idea Furnaces.*






# Barrett








Roofings
Industrial Paints
and
Roofing Cements

## A Merry Christmas

Everlastic "Rubber" Roofing
Panamoid "Rubber" Roofing
Tarred Felts
Sheathing and Insulating Papers
Everjet Elastic Carbon Paint
Everlastic Roofing Cement
Elastigum Plastic Patching Cement
"Velvex" Creosote Shingle Stains
etc. etc. etc.

## The Barrett Limited Company

Everlastic Red and Green Slate Surfaced Roofing
Creosote Oils and Wood Preservatives
Everjet Black Enamel
Roofing and Paving Pitches
Creonoid-Cow Spray and Lice Destroyer
Coal Tar

MANUFACTURING POINTS :

Toronto
St. John, N.B.
Winnipeg

Montreal
Halifax, N.S.
Vancouver





*Thousands of New Homes will be built in 1920.*

# The R. C. Jamieson Co., Limited

feel gratified on reaching the last days of 1919, that the Jamieson Organization has added one more year to its history, a year of increased goodwill that has added to mutual confidence and loyalty between Jamieson & Company and their customers and friends. We wish them

# A Merry Christmas

and a very prosperous New Year with all the success and good fortune that seem so plainly indicated for 1920.

## R. C. Jamieson & Company, Limited

**Calgary** **Montreal** **Vancouver**



FEW years that have passed over the commercial life of Canada have had such promise as the one approaching. Every indication is of new opportunities for great achievements—for commercial efforts and victories.

It is our wish that the trade in general may receive inspiration for greater attainments than ever—that prosperity may continue, providing the blessings of life, and happiness to all. To all our friends and customers—

*A Merry Christmas*

*And*

*A Happy New Year!*



**Taylor-Forbes Company**
**Limited**
**Guelph, Canada**

# Christmas Greetings




HONORED, perhaps, by use from time immemorial, but lacking nothing in true sincerity when extended from friend to friend at this festive season.

In this latter spirit do we extend our Christmas Greetings to you, our friends in the Canadian Hardware Trade. And especially warm are our greetings to those among you whose co-operation is helping us to "Cover The Earth" with Sherwin-Williams Paints.

May the sunshine of prosperity light your pathway through the coming year. And may each passing day serve but to strengthen still more the bond of friendship between us.

**A Merry Christmas to you all.**

## THE SHERWIN-WILLIAMS CO.

*of Canada, Limited*

**Paint, Varnish and Color Makers**
**Linseed Oil Crushers**

Factories: Montreal, Toronto, Winnipeg, London, Eng.

Offices and Warehouses: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

# LION BRAND



## Christmas 1919

That you enjoy it to the very fullest and that the future hold for you an abundant share of happiness and prosperity is the wish of the

## CONSUMERS CORDAGE COMPANY, LIMITED

**HEAD OFFICE: MONTREAL, CANADA**

*Established 1825*

**MILLS AT MONTREAL AND HALIFAX**

**BRANCHES AND STOCKS: ST. JOHN, N.B., AND TORONTO.**

*Agents and Stocks:*

**Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.**

**Jas. Bisset & Co., Quebec**

**MacGowan & Co., Vancouver**



*Canada's Oldest Established Wholesale Hardware House*

"Where You Get the Service"

# Christmas 1919

May it bring good cheer to all the trade and may every hardwareman and hardware clerk enjoy the Festive Season to the full and may their New Year swing wide the portals that lead to Increased Happiness and Prosperity.

Frothingham & Workman, Limited

199-203 ST PAUL STREET — MONTREAL




# Yule-tide Wishes

That you may enjoy Christmas to the very fullest and that 1920 holds for you an abundant share of happiness and prosperity is the wish of

**BRANDRAM-HENDERSON**

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

The

# Manitoba Steel & Iron Company, Ltd.

Wish
The Trade
A

# Merry Christmas

And

# A Happy New Year

Winnipeg Manitoba






# *Christmas Greetings*

Wishing all our friends in the trade hearty Christmas Greetings and sincere wishes for a Bright and Prosperous New Year.

Let us enjoy the spirit of Christmas confident that a New Year of unprecedented prosperity is about to dawn on Canada.

**McClary's**

***Makers of Good Stoves and Cooking Utensils***

**London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary, Saskatoon, Edmonton.**




# A Merry Christmas

There is a feeling of gratitude that goes with that wish for the loyal patronage this past year of our friends among the hardware trade.

It is our hope that friends throughout the Dominion have found 1919 a successful year and that 1920 may be prosperous for them also, and—

# A Happy New Year

## B. & S. H. Thompson & Co., Ltd.

Montreal

Branches: Toronto, Winnipeg, Vancouver, New Glasgow



# A Merry Christmas
## and a
# Happy and Prosperous New Year

May the Christmas of a New Era be filled with Happiness and true Christmas spirit for every Hardwareman, Clerk and Salesman in the trade.

May 1920 stand out as a notable year of great successes rewarded with Prosperity and Contentment.

## The Thos. Davidson Mfg. Company Limited

**Toronto Montreal Winnipeg**



# MEAKINS BRUSHES



## *A Merry Christmas*

To every hardwareman and clerk in the trade.
May Health, Happiness and Prosperity be theirs.
We wish them all a future full of Content and Success in a Prosperous and Happy 1920.

## Meakins & Sons, Limited

**Hamilton, Ontario**

*Warehouses:*

**Vancouver, Winnipeg, Toronto, London, Montreal**


Yuletide Greetings
Sincerely wishing you a Merry Christmas, marred by no regrets, and a Bright and Prosperous New Year which may realize your highest aims.
The Dominion Linseed Oil Co., Limited
BADEN, TORONTO, MONTREAL, WINNIPEG.

# Merry Christmas

# RAMSAY'S

"The Right Paint to Paint Right"

# 1920

## May it be a Happy Year

Now that 1919 is nearly gone, our thoughts turn to the friends and customers of this past year, and it is with gladness we realize that just a little more prestige has been built for Ramsay's, a few more friends made and public confidence in our service and policies increased. With thanks for the loyalty and faith of friends we wish them a New Year full of gratified wishes and ambitions.

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years.*

MONTREAL

# NORTHERN

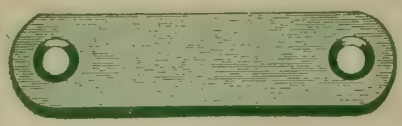
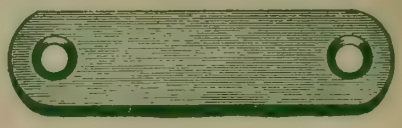
## We Extend the Season's Greetings

to our many friends and customers. We hope that the year 1920 may bring increase of business and extended prosperity to our large number of clients, many of whom were added to our list in the past year. It is our earnest desire to so persevere in upholding the quality of our products that we may earn even greater increase of good will during the year to come.

## The Northern Bolt, Screw & Wire Company

LIMITED

Owen Sound, Ontario

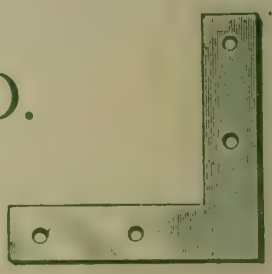



# Please Accept Our Best Wishes For a Happy Christmas and a Prosperous Year in 1920



## THE BRAINERD MFG. CO.

EAST ROCHESTER
N.Y., U.S.A.





# Merry Christmas

every hardwareman and his clerks throughout the Dominion.

In tendering these greetings, we express the wish that our past cordial relations may happily be maintained.

**Hamilton Gas Mantle Co.**
**Limited**
**Hamilton, Canada**



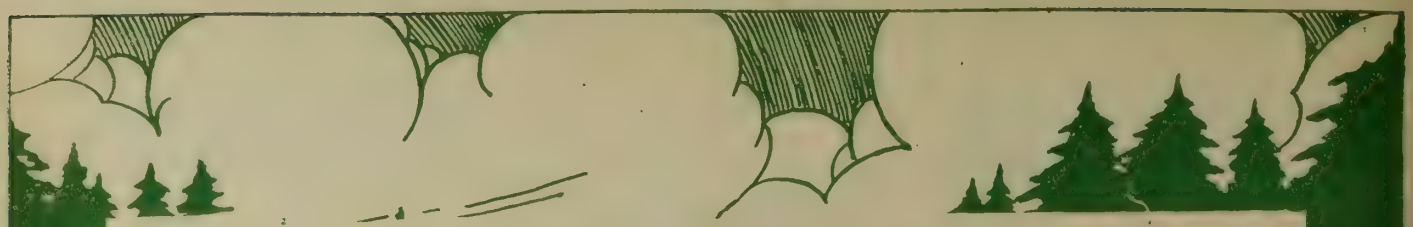

# A Happy Christmas

To the Canadian hardware trade in general, and in a very particular way to those dealers who are associated with us in the selling of Canada Paint—"The Paint of Merit"—as well as to the many merchants who are going to join the C.P. family during the coming year—to one and all we cordially and sincerely extend our heartiest good wishes for a real old-time Happy Christmas and a New Year surpassing in prosperity all that have gone before.

## The Canada Paint Co., Limited

*Makers of the Famous*
*"Elephant" Brand Genuine White Lead*

MONTREAL, TORONTO, HALIFAX,
WINNIPEG, CALGARY, VANCOUVER



LONDON
NEW YORK
ST LOUIS

G F ALLEN,
MANAGER

## HOYT METAL COMPANY

EASTERN AVE. & LEWIS ST.

TORONTO

December 20th, 1919.

To the Trade:—

Dear Sirs:—

On looking back, we recall the feeling of great uncertainty as we entered the year which is just drawing to a close.

All our worries and forebodings have been in vain and were unnecessary—the country in general is prosperous, the individual is prosperous and but for a certain natural post-war feeling of unrest, happiness reigned supreme.

We can all do much during the coming year to dissipate the unrest cloud and to bring about a healthy national mental condition.

LET'S GET TOGETHER

To one and all a Happy New Year.

Yours truly,

G. F. Allen.

Manager.




# Jardine's

## Greetings

For the courtesy of your patronage in the past year we sincerely thank you and hope to enjoy a continuance of those cordial relations during the coming year.

## A. B. Jardine & Co., Limited

Hespeler - Ontario



*WISHING one and all of our many customers a*

*Very Merry Christmas*

*and a*

*Prosperous New Year*

**Slater & Barnard, Limited**

**Hamilton, Ontario**

**Formerly the Allith Mfg. Company, Ltd. and the Safety Door Hanger Company, Ltd.**

# Glass

This firm could not allow the festive season to pass without expressing through this medium its sincere seasonal greetings to its many patrons.

The measure of success which it has been our privilege to enjoy we can only attribute to the fact that we have striven to please in spite of extreme difficulty in getting glass, shortage of experienced help, etc.

The New Year will soon begin and we look forward then to a year of great possibilities, a further cementing of pleasant personal relations, and an extension of our already large and influential clientele.

**Ontario Plate Glass, Limited**

***Successors to Leeks & Potts, Ltd.***

**112 King Street West, Hamilton, Ont.**

# Greetings

THE oft repeated greeting, **"A Merry Christmas and a Happy New Year,"** means to us far more than the idle repetition of a few words that have become habitual through custom and long usage.

Our greetings conveyed to you through the medium of Printer's Ink contains the same earnestness and sincerity as they would, were we able to greet you individually and in person.

To our many friends throughout the Dominion we tender our sincerest thanks for the loyal support given us throughout the year. We wish you one and all primarily, health, happiness and contentment. May success attend your efforts and the coming year be crowned with justified business increase and prosperity.

**STEVENS-HEPNER CO., LIMITED**

**PORT ELGIN, ONTARIO**

# Greetings

May our friends in the trade look back with pleasure, as we do, to a year filled with good-will and earnest service. We wish them all

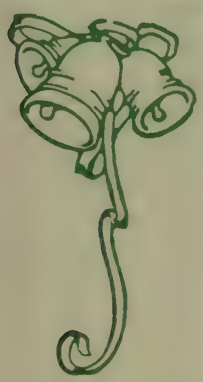
## A Merry Christmas

and a very Happy New Year

## D. Ackland & Son, Limited

**Winnipeg Calgary**

# 1920



# *Christmas Greetings*

**You have our sincere wishes for a Happy Christmas and Prosperous New Year**

## Walter Woods & Co.

**Hamilton and Winnipeg**





# The Dominion Cartridge Co.

greets its friends and customers throughout the Dominion and extends gratitude for the loyalty and steadfastness of these friends that have made it possible for this circle to grow. To all these we wish—

# A Merry Christmas

and the hope that the trade everywhere may flourish and grow during 1920. May it be a year fraught with blessings to all good men and filled with rewards for those who strive for and deserve success.

## The Dominion Cartridge Co.

Limited

Montreal, Canada

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

VOL. XXXI. TORONTO, DECEMBER 20, 1919 No. 51

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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ESTABLISHED 1887.

## HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

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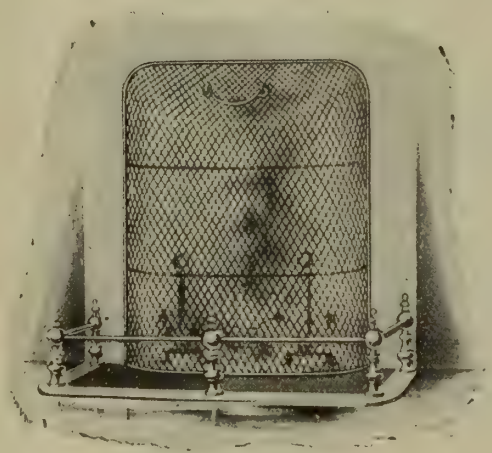
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Canada's National Hardware Weekly

# HARDWARE AND METAL

Published Every Saturday Since 1888

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# CHRISTMAS GREETINGS



CHRISTMAS *this year may truly be called the first Victory Christmas, because to many thousands of Canadians it will mark the first occasion in five years that the boys have been home. To these families the season brings added gladness and will be celebrated with more than usual good cheer.*

*To other families, and there are many of them, the boys will not come home, but the knowledge that they are resting in Flanders, and that they gave their lives to preserve life and liberty for others, keeps their memory proud and imperishable.*

*To Canadians generally the season brings real cause for joy and thankfulness. The year has been one of the busiest in the history of the Dominion and perhaps the most prosperous on record. Merchants and manufacturers from coast to coast have had all the business they can handle. Many of them have had far more than they could get merchandise for.*

*This condition still obtains and Canada is entering a New Year with prosperity on every hand and many manufacturers booked months ahead. In the midst of all this prosperity the hardware merchants have had a full measure.*

*One only needs to talk a few moments with almost any hardware merchant from Halifax to Vancouver to realize this. Practically without exception the call is for more store accommodation in order to take care of increasing business.*

*The Christmas season has been a rich one for hardware merchants. People have bought generously and one of the lessons they have learned in the past five years is to buy really useful and serviceable articles. This has meant unlimited opportunity to the hardware man, as no class of merchant has in his stock such a large variety of merchandise that is really required in and for the home. The one trouble has been that hardware merchants have been unable to get sufficient goods to take care of the business offering.*

*However, they are well satisfied with the prosperity they have enjoyed and no merchants in the whole country will join in the Yuletide festivities with more joyous hearts than the hardware merchants.*

*The editors of* HARDWARE AND METAL *extend to the hardware trade of Canada the heartiest of season's greetings and every good wish for the greatest year of prosperity in the history of the Dominion.*

# 9,000 Autos Being Built Daily

## Chairman of Automobile Accessories Branch of National Association Tells of Tremendous Opportunities for Hardware Merchants in Supplying Wants of the Car Owners

MANY matters of interest to hardware merchants, especially those handling auto accessories, were discussed at the second annual meeting of the automobile accessories branch of the National Hardware Association held in Chicago.

A. H. Nichols, chairman of the automobile accessories branch of the National Hardware Association, placed great stress upon the advantage of co-operation as a factor in establishing higher business standards and developing more satisfactory trade relations.

Discussing the business future he said in part:—

I doubt if it is within the conception of any of us to appreciate the great opportunity that this automobile industry has given to the hardware dealer. Do you know that in the year just closing, 1919, there have been 315,000 tractors manufactured, and yet the tractor has not passed the experimental stage? Perhaps the illustration could be better made in this way, that in 1916 there were only thirty thousand tractors manufactured; in 1917, sixty-three thousand; in 1918, one hundred and thirty-three thousand, and in the year just closing, as I said before, there have been manufactured three hundred and fifteen thousand tractors.

### Enormous Business

The auto truck traffic has reached enormous proportions and to-day it is giving a better service than the railroads. There are more factories manufacturing motor trucks than there are factories manufacturing automobiles. Although at the present time we only have about 700,000 motor trucks in operation, this year the production was a little less than 300,000, it is reasonable to suppose that in 1920 the production will be over twice that amount. The number of licenses issued for pleasure cars in the United States for the year just ending was 6,900,000. It is safe to say that we have at least 7,000,000 pleasure cars in operation at the present time. For the last few months the average production per day has been 9,000 motor cars, one factory alone producing 3,000 per day, and that factory has had such a large output in the past that it is necessary for them to produce 2,000 additional cars each day to equip them with the required number of repairs.

### Means Opportunity

Now when you take these things into consideration you can readily see the opportunity that the hardware dealer has. Consider, if you will, the millions and millions of wrenches, hammers, of pliers, the cold chisels, that the hardware dealer has always sold, and take into consideration the amount that is required for the upkeep of the motor driven vehicle. Then if you wish, look at the opportunities that a dealer has to expand. Kindly consider the fan bill, the spark plug, the tire, and the number of gallons of oil that he is likely to sell, and it gives you a fine idea of the opportunity that we have of increasing our business. Perhaps one of the greatest things that this association can do is to start on a campaign of education for the retail hardware dealer.

### Urges More Display

The retail hardware dealer should realize the necessity of better displaying his goods—of giving more space to this particular article, and to branch out and take advantage of the opportunities before him, and it is undoubtedly our duty to assist in this work. Constructive criticism is always desired. Our meeting here would not be a success without constructive criticism, but the manufacturer should remember that the hardware jobber, while conservative, is progressive, and he stands to-day among the foremost of all merchandisers of the world, and that his conservative methods and his careful way of doing business have placed him on a financial basis so that to-day there are fewer failures among the hardware jobbers than there are among our banks.

### Safe Proposition

Now this is something that it would be well for you to consider, because history has always told us the firm or the men who weather the storm are those who are closest to those who are on a substantial financial basis, and so as we go along we can understand why we should expect the hardware jobber to be the natural source of supply for all automobile accessories. I do not think anyone who is building just for the temporary—whose mind is only on to-day—would find any great benefit from this association, for this association's principles are built on a rock that can never change. We know the future that there is in store for us, and we are asking you to help us to restrict ourselves to what really and logically belongs to us, for we know and believe without a doubt that the hardware dealer is a natural source of supply for all automobile accessories.

### General Business Situation

I have been asked to talk to-day on the general business situation, said Major Frederick H. Payne, president of the American Hardware Manufacturers' Association. "On one point we can all agree—that as long as the shelves are empty, we are going to be busy and that is a condition that exists in every country in the world to-day. As long as the demand is more than the supply, we shall be extremely busy. I do not see how this period can be less than two years, for the reason, First, that if the railroad bill that is now before Congress, is passed, it means that the railroads will come into the market for a large supply of material. Second, there has been practically no construction in America during the war and it is estimated that in 1920, between four and five billions of dollars will be spent on new construction. This is twice the normal yearly construction.

### Getting Back to Normal Level

How we have reached the present level of prices is simple enough; how to get back to the former level is the real problem. On every hand we see powerful influences at work to make the present structure of wages and prices permanent. A considerable advance has been forced since the war ended. This has been due, first, to the fact that there has been no relief from the scarcity of goods; production has not yet caught up with demand so that stocks are accumulated. The markets are still in favor of sellers. The profits of producers are good. Labor is aggressive, stimulated by the succession of wage advances secured under war conditions, and disposed to press its advantages to the limit. Labor leaders are vying with each other, or are under pressure by their supporters to make the best showing of advances won. The restraint upon demands which was in some degree felt during the war is off, and a scramble is on for position in the reorganization which is accepted as permanent. Nobody is contemplating any reduction in his own compensation, but those who have not shared fully in the general advance, are now trying to raise themselves to the new level, while those who have bettered their position are determined to keep the advantage they have secured.

### Caused by Foolish Talk

A vast amount of mischief has been done by the foolish talk that a new social order was about to be inaugurated, that the working classes by the power of organization and a more aggressive assertion of their rights were about to claim and obtain a larger share of the product of industry. The progress of the working classes will be accomplished in the future as in the past by the accumulation of capital in the form of machinery and industrial equipment, thus increasing production. The idea that a greater share of current production shall be divided and eaten up and that less shall be used for developing more effective means of production is fundamentally wrong. It is of the same piece with the idea that the hours of machine operation can be cut down and the machine operators at the same time have more of the product.

### The Crying Necessity

I want to see prices come down, but I think the best way to accomplish it is by getting people back to work all over the world, and increasing production. That will be a gradual process, and industry will adjust itself to it in all branches together and it will be a return to normal conditions. It isn't going to reduce the price of cotton cloth anywhere to keep the cotton mills in Europe idle. We want to see the cost of living lowered by reason of an abundance of the necessaries of life for all people, rather than by a glut of products in this country while people are starving elsewhere. We can never get back to normal conditions in the market until normal production is restored.

## Allege That Prices Were Unreasonable

Pittsburgh.—Foster B. Perriott, president of the Transcontinental Oil Company, and Thomas R. Cowell, its secretary, gave bail in the Federal District Court here to answer to the charge of selling fuel oil at unjust and unreasonable prices.

The prosecution, said to be the first of its kind, was brought under the Food and Fuel Act of 1917, and alleges that the company sold fuel oil at prices ranging from $3.50 to $4 a barrel. One purchaser was an Akron, Ohio, tire company, which bought 15,000 barrels of oil at $3.50 a barrel, and another was an oil company which bought large quantities of fuel oil from the Transcontinental at prices ranging from $3.75 to $4 a barrel.

The Transcontinental Company was formed November 23, when seven oil companies were combined. Its officers are among the best known oil men in the country.

# THE CHRISTMAS WINDOW CONTEST

*ENTER your Christmas display window and go after one of the cash prizes offered by* HARDWARE AND METAL. *The field is wide open and every hardware man has an absolutely equal chance. Get the photos of your window taken NOW and mail them to* HARDWARE AND METAL. *Remember, there are no restrictions of any kind, the only condition being that the goods shown must be for the Christmas trade.*

## ENTER YOUR CHRISTMAS WINDOW NOW

*Two contests will be conducted—one for stores in places under 5,000 population; the other for places of 5,000 and over.*

**Eight Prizes Will Be Offered As Follows:**

| Places of 5,000 and Over | | Places Under 5,000 | |
|---|---|---|---|
| First Prize | $10.00 | First Prize | $10.00 |
| Second Prize | 5.00 | Second Prize | 5.00 |
| Third Prize | 3.00 | Third Prize | 3.00 |
| Fourth Prize | 2.00 | Fourth Prize | 2.00 |

*Contestants will note that an equal number of prizes are offered to the small town trimmer as to those in the larger towns and cities.*

*The contest closes Thursday, January 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.*

*All matter should be addressed to "The Editor,* HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas Window Contest."*

# Ontario's New Plumbing Regulations

## By-laws Which Are Expected to Become Effective Shortly Will Mark Long Step Forward —Based on "Good Practice" and Make for Standardization—Inspection Provided For and Also Examinations for Men Employed

NEW plumbing regulations, which will be far-reaching in their effects, only await the signature of the Lieutenant-Governor of the Province of Ontario to become law. It is expected that this will be attached very shortly, and the new by-laws go into operation early in the new year.

The new regulations are regarded by the men in the trade in Ontario as the greatest step forward that has ever been made in Canada in connection with plumbing matters.

### Basis of By-laws

The most important feature perhaps of the whole proposed new code from the standpoint of the man in the trade is that it is based absolutely on "good practice." It is not the good practice of any one man, but has been compiled after careful work and much conference with many of the best men in the province. These men have had to solve problems under widely varying conditions, and the new regulations are aimed to meet any and every requirement.

A very important matter is that they make for standardization, not only of pipe, but of fittings. This will, in addition to other obviously good features, go a long way toward eliminating that bug-bear of the trade, "price-cutting."

### Will Help Situation

Another factor that will bear on this situation also is the inspection that is to be provided for. The new regulations put the whole matter entirely up to the plumber. If he abides by the regulations he is all right, but if he does not, he does so at his own risk, and any citizen is at liberty at any time to call in a competent inspector, if he questions any work that is done.

A very important feature of the proposed by-laws is that which provides for examination of all men who are engaged in plumbing and heating work. One of the great complaints at the present time, and in the past, has been that men who know little or nothing about the real principles of the work they are doing, undertake all kinds of jobs, with results that are often anything but satisfactory. From the standpoint of the public, this is expensive and unsatisfactory.

### How They Work

The preface to the proposed by-laws outlines the changes to be made as follows:

"The Regulations as to sanitation are submitted as a framework upon which Ontario municipalities may erect more substantial structures adapted to their particular and individual needs.

"The present Regulations apply to all new plumbing throughout the Province, whether in the cities, towns and villages, or in strictly rural municipalities. Hereafter, when a farmer desires to install plumbing, it must be installed with the same thought and care as is bestowed on the plumbing in the residences of a well-governed city. The responsibility for conference to the Regulation rests with the plumber, and any work hereafter constructed not in accordance with the regulations must be done at the sole risk of the plumber, and an owner should, in no case, accept new plumbing until the same has been certified as satisfactory by an inspector. Municipal councils are required by the Regulations to appoint Inspectors of Plumbing for their respective municipalities. Under the Regulations, a plumbing inspector need not be resident in the municipality of which he is the inspector.

### Pass Examinations

"It is recommended that more general advantage be taken of the powers conferred on municipal councils, under sec. 420, s.s. 4, Municipal Act, and that licenses be granted to plumbers conditional upon the applicant passing a satisfactory examination as to his fitness from the point of view of protecting the public.

"The Regulations respecting plumbing and examinations do not in any way restrict the number of persons engaging in the plumbing business, and examinations merely ascertain whether persons applying for licenses are competent to be entrusted with the installation and repair of plumbing work for the citizens of the community.

### A Suggested Test

"At present, an applicant might be required to have at least five (5) years' experience as a journeyman plumber, and be able to show (a) in a practical test that he is skilled in journeyman work. The character of the practical test could be similar to the following: Bend a two-inch lead pipe about twenty inches long in a right angle. To this bend wipe a two-inch biass ferrule. The other end of a two-inch pipe branch into a four-inch section of lead pipe about ten inches long. To the four-inch pipe wipe a four-inch brass ferrule. These practical tests are best conducted in the presence of several examining plumbers who are capable of passing upon the character of the work. The applicants might do their work in the presence of each other.

### Other Features

"After an applicant has passed his practical test, he should be examined as to (b) his knowledge of the plumbing rules and regulations, the practice of plumbing, including drainage, venting, water supply, and kindred topics.

"Examinations might be held in adjoining city centres once a quarter, and should consist of two parts: (1) a set of questions upon the practice of plumbing; (2) the inspection of a plumbing plan. The usual practice is for a candidate to write his answers in English, but, in special cases, the applicant might be permitted to answer in a foreign language, or answer orally to a stenographer who takes down his answers and transcribes them to typewriting.

"All examination papers, and all records of the examining board, should be open to public inspection, under reasonable restriction, except such matters as relate to private affairs of the applicant or violation of rules.

### Should Be Able

"The suggested examinations are not intended to shut out any fit person, neither are they intended merely as a means of regulating the plumbing business, because a person with any fair knowledge of the plumbing business should be able to answer satisfactorily. The plumbing business affects the health and property of citizens. It is essential that a plumber should know the rules prescribed by the Regulations, in order that, when he is called to do plumbing work, he shall do that work in a lawful manner; and it is also necessary to determine that the plumber knows thoroughly the essentials of his business, as there are many things not covered by the Regulations.

"The examining board should be composed of the Medical Officer of Health (or the Chief Plumbing Inspector) and two plumbers, one to be a master plumber and one a journeyman plumber, of not less than ten years' experience, to be named by the Medical Officer of Health and the chairman of the Local Board of Health.

"For the convenience of Local Officers of Health and others interested in sanitation, the following extracts from the Statutes of Ontario, relating to sanitary conveniences, plumbing, and matters falling within the scope of these regulations, are given."





*"We try to make our whole store one big silent salesman," says Fred W. Karn, of Woodstock, Ont. "Always keep seasonable goods to the front." Mr. Karn gets excellent results from the display tables shown in the foreground. They are changed regularly.*

# Makes Whole Store a Silent Salesman

## Orderly, Attractive Display is a Big Factor in Helping Customers Decide Just What They Want, Says F. W. Karn, of Woodstock, Ont.—Goes After Business Also by Newspaper Advertising

Based on an interview by E. DeW. HUTT, of Hardware and Metal, with Fred W. Karn, of Woodstock, Ontario.

"A PLACE for everything and everything in its place," is the unwritten law which accounts for the orderly appearance of the hardware store of Fred Karn, of Woodstock, Ontario. It is the strongest impression which one gets on entering his quarters on the main street of this Western Ontario city of ten thousand people. And the longer one looks, the more careful the examination, the stronger becomes the impression that great care has been exercised in the arrangement of every detail in connection with an establishment that has done a thriving business for three-quarters of a century or more. To the customer, this carefully arranged display of all lines of the trade proves a great help in the selection of what articles may be required. Everything is in sight, and so convenient that little time is wasted in placing before the purchaser just what he or she may want.

### Devoted to Display

More than fifty feet of space to the left of the main entrance as one enters is devoted to this display of shelf goods, table cutlery, chisels, locks and lock sets, thermometers, hammers, etc. They fill up box after box on the long, neatly-kept shelves, and on the outside of each box are samples of the goods contained in each. Mr. Karn told HARDWARE AND METAL that this arrangement saves a good deal of time in selling, as the customer can see at a glance all there was to be seen of the particular article wanted. On the over-hanging ledge above these boxes are stock goods, which are easily accessible, and they are as neatly arranged as the shelf goods.

In the silent salesmen on the same side of the store is a display of silverware, running into the more expensive lines of knives, forks and spoons. There are also alarm clocks, razors and lanterns along this side of the store.

### Renders Service

To the right of the main entrance is Mr. Karn's stock of paints and varnish. Mr. Karn confines himself to one line of paints and says he gets the best results by so doing.

Woodstock, like many another city in Ontario, is without houses for sale or for rent; next year, it is expected, there will be a good deal of building undertaken and this means a big paint trade. Mr. Karn is ready for it, as he carries a good stock and says he makes big turnovers in the course of the year.

### Keeps Stock Displayed

As may be seen from the illustration, the paint department is well lighted and the stock well displayed. Mr. Karn

makes it a point to render as much service as possible to prospective paint buyers. When men or women come in and inquire for a certain kind of material, he always finds out about the work they are intending to do and very often can show them where a different paint from the kind they had thought will produce better results. He also tells them about preparing the work and the best ways of finishing it, the right brushes to use, and so on. Always inquiry is made to ascertain if the party has brushes, and very often it is found that while he has a brush, it is one that is entirely unsuitable for the work. It is easy then to show him how much time he will save and how much better work can be done by the purchase of the proper brush. Mr. Karn always keeps his stock of brushes prominently displayed and this frequently results in people, who came in for some other goods, remembering that they need a brush. Many sales are made in this way that would not be made otherwise.

### Advertising Pays Well

Mr. Karn states that he always gets good results from his advertising in the local paper. He usually uses a two-column space and tries to make his message as direct as he can, believing that the fewest words he can tell his story in will make it more effective. People come in from a long distance around the country, he says, in response to lines he advertises, and very frequently, especially during the busy seasons on the farm, he receives orders over the telephone for merchandise he advertised.

At the extreme end of the store, and in the right-hand corner, is a large assortment of kitchen utensils of all varieties, and boilers, tubs and other washing goods.

In the centre of the store and toward the rear, Mr. Karn keeps his stoves, which occupy a considerable space.

"When we sell a coal stove we set it up for our customer," he said, "and in the case of the gas stove, we engage a plumber to do the work, and simply transfer their charges to us to the bill of the purchaser of the stove. We find that this helps with the sale of the stoves as plumbers are very hard to get these days, and when we tell the customer we can attend to his stove at once, it means a good deal. During the last few years, the sale of the gas stoves has been the best, because we have natural gas; but the market soon fluctuates with anything that affects the supply of gas."

### Farmers' Trade Good

Oxford County is known as one of the wealthiest dairying counties in the Dominion. Farmers are very well off, and over 80 per cent. of them have their own autos. Many of them are using tractors on the land. In supplying the needs of the city customer, Mr. Karn does not forget that the farmers' trade is his big item.

"We keep the lines the farmers need," he said, "and we cater to the farmers' trade as much as possible. We have a big farmers' business and with them we carry very few accounts. They usually have the cash, and we find they want to pay cash for their goods. What we do in credit business is very short term. We have very few standing accounts. I have found during the last fifteen years that from year to year at stock-taking time we have varied very little from $200 to $300 in our accounts carried on the books. As far as we are concerned, we find that as much goes off our books each month as goes on them; it is about the same from month to month. I have advertised a cash business for years and the results of this advertising have been very satisfactory."

### The Harness Business

Not every hardware man carries harness now, but Mr. Karn still does and continues, he says, to do a good trade in it. In the spring, he sells a few full sets of harness, though he does not stock heavily on these full sets. He keeps parts more for the convenience of his former trade than for the profits involved.

West End Hardware

**BIG SHIPMENT OF ROOFING**

We have just received a large shipment of Roofing. Sorry we could not supply all our customers on Monday. It is going out very fast. Would advise securing it early as it will not last long, and it is very hard to procure.

**High-Class Roofing**

Put up in 108 square feet to the roll, with nails and cement in each roll to put it on.

Roofing is Scarce. Buy Now!

**FRED W. KARN**

"We sell many harness parts," he told HARDWARE AND METAL, "and sell some full sets in the spring of the year. These sales have decreased on account of the wide use of the automobile in this country. We also have a big sale of ploughshares to the farmers."

### Sells Many Seeds

A feature of Mr. Karn's business is his sale of seeds in the spring.

"In the spring," he said, "the clover and timothy seed and seed corn, mangolds and turnips, and other garden seeds, are a big item with us. We arrange a special department in the store for them. While there is not much profit in handling them, there is a quick turnover; but, what is more important, it brings a lot of trade in other lines for us. This is one of the oldest seed house departments in Western Ontario; we have been selling seeds in this store for the last seventy-five years. There is a small margin, but quick turnover.

"This is not a usual line for hardware men, but they have always been handled here and we have continued to keep them from year to year. Last year we sold the members of the Farmers' Club all the seed they required, and the same the year before. I feel it is better to cater to the Farmers' Club, if you can get their trade, than let it go, even though the profit be small."

### Roofing and Wall Board

"Roofing and wall board is a big line with us," said Mr. Karn. "We handle nearly the full line of one firm, as we are their sole agents, and have been for the last fifteen years. We have always had such a good trade that they have left the agency in our hands."

Mr. Karn has combined orderliness with variety to a marked degree in his store. Everything that constitutes hardware in the old-fashioned sense is to be found in his store so carefully and conveniently arranged and displayed that little is to be desired. Not a little of the success which has attended his efforts, he says, is due to the fact that his store helps the man who comes in to buy rather than confuses him. There is a place for everything, and everything must be in its place. That helps him at the same time as it is helping the customer, because there is no time wasted, no confusion. His entire display is a continuous silent salesman.

## British Prices Higher For Bars and Sheets

**London, Eng., Dec. 18.**—Welsh sheet bars have been advanced 5s., and are now quoted at £16 5s. Welsh tin plate is also 6d. higher, at £2 7s. 6d. Steel galvanized sheets are now held at £41, an advance of 10s. This price has been paid for 24 gauge corrugated, in bundles, March-April shipment, f.o.b. The price situation is difficult, owing to the scarcity of open capacity, and quotations are often exceeded.

Barrow reports a sad dislocation of trade, owing to transport deficiencies. All west coast iron and steel concerns are seriously hampered, and temporary stoppages probable, unless an early improvement is recorded. A large volume of orders is compulsorily rejected.

Reports from most other directions are only less pronouncedly pessimistic regarding the congested conditions of transportation. The foundrymen's strike is a largely contributing cause, holding up rolling stock and repair work.

# Roofings and Building Papers Are Advanced

## Increased Cost of Various Raw Materials—Same Prices of Roofing and Papers Higher—Every Indication of Market Ruling High

ADVANCES are now effective on practically all lines of roofing paper, tarred felts, tarred and dried sheathings, and building papers.

"Roofing manufacturers claim that never in the history of their business have roofing manufacturers faced such serious conditions as prevail at the present time," said D. P. Hatch, sales manager of the Barrett Company, Montreal, to HARDWARE AND METAL. "Mid-war manufacturing problems and costs were boy's play, indeed, as compared to conditions prevailing at the present time."

**Scarcity Felt-Making Materials**

Continuing, Mr. Hatch said: "Dry felt is jumping in cost almost daily, due to the extreme scarcity of raw stock. Sheathing stock, for anything like prompt delivery, can simply not be purchased on the market to-day. The sheathing and dry felt mills are all crowded with orders, and price is no longer a factor.

"The usual sources of supply for all raw material in the roofing line are doing business simply on the basis of price at the time of delivery. All these uncertain conditions of raw material supply, combined with consequent high cost, make the present situation an extremely difficult one, indeed, from the roofing manufacturer's standpoint, and it is our best opinion the situation will be worse before it is better."

# Will be Continued Steel Shortage

## So States Representative of Steel Company—Orders on Hand Will Absorb Production for Long While

THAT the shortage of steel will continue for at least the first half, if not the whole, of next year, and will be as acute, if not more so, than during any period of the war, is the statement made by Mr. Beverley Robinson, president of B. & S. H. Thompson & Co., Limited, Canadian representatives of the United States Steel Products Co., the export sales organization of the United States Steel Corporation. Mr. Robinson has just returned from New York, where he has discussed with the Steel Company's officials the question of supplying the Canadian trade with its needs.

"The serious curtailment in the output of steel in the United States, due to the recent strike, and the enormous demand which has developed the world over, are responsible for the shortage," Mr. Robinson stated to HARDWARE AND METAL. It will take the mills of the Steel Corporation the whole of the first quarter of next year to deliver material for which they are already committed, so that no further tonnage will be available for delivery during that period.

# Reappraisement Decision Means Advance of Ten Per Cent. on Goods Sent to the United States

NEW YORK.—Judge McClelland, of the Board of United States General Appraisers, has handed down a reappraisement decision which will have the effect of imposing a 10 per cent. advance on thousands of dollars' worth of automobile tires shipped to the Goodyear Tire & Rubber Co., of Akron, Ohio, by the Goodyear Tire & Rubber Co., of Toronto, Canada. As explained yesterday by Special United States Attorney Thomas P. Tumulty, brother of the secretary to the President, who argued the case for the Government, the ruling by the General Appraiser will place an advance of 10 per cent. on every dollar's worth of Canadian-made tires shipped to the Ohio concern. This decision is a severe loss to the importers and a corresponding victory to the Government.

**Frank Statement.**

"These appeals," writes Judge McClelland in explaining the issue involved in this reappraisement case, are against the appraised values on certain automobile tires entered at the ports of Buffalo and Chicago. The merchandise was exported from Canada by the Goodyear Tire & Rubber Company of Canada, Ltd. The frankness with which the manager of the exporting company has stated for the record the basis of the uniform prices charged for the various sizes of tires for export and the conditions under which such tires are sold in the home markets of Canada would seem to require the statement that there is here no question of good faith involved. It is simply a question of whether one of the varied scales of prices at which they sell at wholesale shall be taken as the basis of foreign market value or whether each of such sales shall be disregarded and appraisement made on the basis of cost of production as defined in paragraph L of section III of the tariff act of 1913. Counsel for the appellants (the importers) contends for the latter method of appraisement upon the theory that there are no such transactions in this make of automobile tires in Canada as is contemplated by paragraphs K and R of the existing tariff law."

**The Foreign Value.**

In other words, the importers contended that because of the restricted method of distribution there was no foreign market value such as could be recognized by the American customs authorities in appraising the tires for duty. The General Appraiser, after treating the subject at great length, reaches the conclusion, however, that the manufacturers' prices, plus a 10 per cent. commission allowed the jobber of the tires, represents the foreign market value for customs purposes. The jobber is allowed a 2 and a 10 per cent. commission by the manufacturer, but the 2 per cent. commission is passed on to the dealer. The 10 per cent. commission is retained.

After reviewing the record in the case, which refers in detail to the methods of distribution of these tires to Canadian jobbers and dealers, Judge McClelland writes:

**Judge's Opinion.**

"I am satisfied that there is a market value of these Goodyear tires in Canada, and now it remains to determine which one of the scales of prices must be taken as the basis of appraisement. The price for export and to automobile manufacturers must be eliminated from consideration absolutely for reasons already stated. The prices to the jobbers, I think, must also be eliminated, for the reason that they are only made to a few persons designated in parts of the Dominion where the Goodyear Company has neither established branches nor designated dealers, and the sales to them are comparatively insignificant, being only about one-fifth of the quantity sold direct to dealers. Even in the respective territories of these jobbers dealers buy from them in wholesale quantities at prices equal to those paid by all other designated dealers who buy either from the parent company or its branches.

"I find as a fact from the evidence that these tires are sold throughout Canada to dealers who buy in wholesale quantities at uniform prices, which I hold must be taken as the basis of appraisement."

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At the Toronto offices of the Goodyear Tire & Rubber Co., it was stated to HARDWARE AND METAL that it was not expected that the ruling will make any difference, from a business standpoint, as the consumer in the United States will have to pay the ten per cent. advance.

# EDITORIAL COMMENT

*BRIEFS*

DON'T forget to send in a photo of your Christmas Window Display for the competition being conducted by HARDWARE AND METAL.

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IN THE opinion of those in close touch with the situation, business for 1920 is going to make new records in Canadian history. Are you ready for it?

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IF THE announcements a retailer makes are habitually newsy and interesting, his store becomes fixed in the minds of buyers as one to go to. They learn involuntarily to look for his advertisements.

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THE most expensive thing you can do is to guess, especially if you are trying to guess at your expenses, your mark-up or your profits.

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*THE CHRISTMAS SEASON*

THE six weeks preceding Christmas are always among the busiest of the year for hardware merchants. This season has witnessed perhaps a record volume of business. The one great trouble of the merchants has been to get enough merchandise to sell. Cutlery is one of the seasonable lines that has been particularly scarce. A notable tendency has been shown on the part of the great buying public this year to buy wisely, that is to buy practical things instead of useless articles. This, in some measure, accounts for the record trade done by many hardware merchants. As usual there have been very heavy purchases of electrical devices. Handling electrical goods is a phase of retailing that is increasing in popularity with hardware merchants every year and it has grown to such an extent that in some lines they are now the leading distributors. This trade is bound to increase as in all parts of the Dominion there is a greater demand for power than ever before. During 1920 several million dollars will be expended in extensions to power lines and power plants and in power development projects. All this means that next year the hardware merchants will have more opportunities to sell electrical goods than they have had this year. In the country districts as well as in the city comes the call more and more for the service that electricity provides and while power from waterfalls and private plants is not always available, many hardware merchants are getting around this by selling to the farmers and others domestic plants which will provide all the electricity required for lighting the home, the farm buildings, running the churn, the washing machine and other things. There is a big field open in this and it is as yet merely in its infancy.

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*REORGANIZING OUR TRADE DEPARTMENT*

LLOYD HARRIS, Canadian Trade Commissioner, in a recent speech, unintentionally brought out one of the strongest bits of evidence in support of the criticism of our Department of Trade and Commerce and our High Commissioners and other offices in London. In all the years they have been working, he pointed out, they have never gotten into touch with the agents of the Crown Colonies of the Empire. These men have been buying millions of dollars' worth of goods that Canada could have been supplying. They were not placed in Canada because our High Commissioner and agents never took the trouble to put Canada's products before them. During all these years Canada has maintained at great expense an agency in London that is within a few blocks of all these big buyers.

HARDWARE & METAL has frequently said that we needed a practical man at the head of the Department of Trade and Commerce and practical agents to represent us abroad. What further evidence does the Prime Minister want of the necessity for an immediate change?

Our Department of Trade and Commerce has persistently put obstacles in the way of the Canadian trade and technical newspapers getting in touch with probable buyers of Canadian goods throughout the world. They even forbade the Canadian Trade Commissioners giving information direct to any Canadian business newspaper. Are these papers of use? Here is a practical example—an item from an English news bulletin:

> *"The Federal Farmers' Co-operative Association of South Africa have informed the British Board of Trade that they and other institutions in that country receive the important U.S. and other overseas trade and technical newspapers but not the British. They draw attention to the fact that numbers of merchants and others consult these copies and the absence of British trade newspapers is said to be the cause of diverting trade into foreign channels."*

Also read the following communication from the

British Vice-Consul, Liege, dated September 8, which has been received by the Department of Trade and Commerce, Ottawa:

*"Thanks to the far-seeing and patriotic support of the editors of the leading British trade newspapers, of which no fewer than 25 are furnished, the normal equipment of this section is rendered much more important than would otherwise be the case, and the journals are studied by a large number of prospective customers for British goods."*

### *MERCHANTS CALL "STRIKE"*

ACCORDING to press reports the retail merchants at Walkerton, Ont., have signed an agreement that they will not purchase, at their place of business during business hours, tickets for entertainments. The merchants claim that solicitation for affairs of one kind and another have become so numerous, and canvassers selling tickets in advance such an intolerable nuisance that they had to do something. They got together and called a "strike" against what was, it is stated, termed by some of them, nothing but a "hold up."

### *MELTING SILVER COIN*

THE record prices which bar silver is commanding in the markets of the world is resulting in a practice that is new in the history of this country and may, unless stopped, affect retail business seriously. There seems little doubt that certain parties whose identity is not known, according to the authorities at Ottawa, are securing considerable quantities of Canadian silver coins and are melting them up. If continued for very long this will result in an acute shortage of silver for commercial purposes. In order to obviate this difficulty it is not unlikely that the high percentage of silver in Canadian currency will be partially replaced by alloys, which if melted will not make it profitable for those engaged in this business. It is stated that a new issue of coins containing a much lower percentage of silver will be struck off early in the new year.

### *TERRIFIC COST OF STRIKING*

OFFICIALS of the National Coal Association after checking up carefully the results of the recent strike give it as their opinion that the walk-out of the miners cost the public at least $100,000,000. The loss to operators exceeds $20,000,000, and the loss in wages to the miners was above $60,000,000. It can readily be seen what an enormous amount would have been wasted had the strike continued for any length of time, to say nothing of the suffering and hardship that would have been occasioned. All over the country business men are watching with particular interest to see whether the plan proposed for settling the trouble by President Wilson will work out. If it does it will be a decided step forward in the very important matter of adjusting differences between capital and labor. The plan provides for a commission to be composed of three representatives, one for the miners, one for the operators and one for the public at large. The commission named to adjust the recent strike is to make a report within sixty days. In the meantime the strictest conservation of fuel is being urged in order that there may be no further dislocation of business.

### *A REMARKABLE DEVELOPMENT*

THE situation brought about by the coal shortage and by the demand for oil for fuel purposes has resulted in a remarkable boom in oil development projects. During the month of November no less than 114 companies with a capital exceeding $400,000,000 were formed in the United States and Canada to prospect and develop oil. A very large percentage of these are undoubtedly of a purely speculative nature, some fakes, but many of the others are organized with the legitimate object of meeting the enormous demands for oil. During the next few months large sums of money will be spent in various parts of Canada in seeking for oil. All of this means sooner or later of course expansion in the distribution of oil-burning equipment. In this matter the hardware merchants are especially interested and it looks as if a big field is opening up. Certainly thousands of people will be only too glad if they can do so, to get away from the annoyance of coal shortages, shovelling ashes and so on.

### *MILLIONS FOR EDUCATION*

THE will of Henry C. Frick, the multi-millionaire iron and steel magnate, which was read this week at Pittsburgh, is interesting in that it shows that Mr. Frick shared with Andrew Carnegie and other men of great fortunes, who died recently, the opinion that they could do nothing better with their wealth than to devote it to education. Out of an estate of $132,000,000 left by Mr. Frick, all but $25,000,000 goes to educational and public projects. Harvard and Yale Universities alone receive about $25,000,000. Mr. Frick, like Mr. Carnegie, in his early youth experienced the greatest difficulty in obtaining either books or instruction. During his lifetime he was a large giver to educational projects in the hope that he might be enabled to help other young men to obtain that which he had not been able to secure.



# EVENTS IN THE TRADE

## Business Changes

Leduc, Alberta.—Bouska and Bergeron have purchased the hardware, implement and harness business of S. C. Tobin.

Gladstone, Manitoba.—McAskill Bros. and Adamson have purchased the hardware business of the Williams Hardware Company, Limited.

## Obituary

The death occurred, at Ottawa, of Thomas Lawson, president of Thomas Lawson & Sons, Ltd., foundry.

The death occurred, at Quebec City, of L. H. Gaudry, president of the Eastern Canada Steel and Iron Works, Limited. He was also president of L. H. Gaudry & Co., Limited, importers of pipes and waterworks supplies.

H. W. Karch, senior member of the firm of Karch Bros., Hespeler, Ont., foundry, dropped dead on the street on Tuesday.

## Fire Losses

H. H. Robertson & Co., Ltd., Sarnia, Ont., manufacturers of asbestos and metal coverings, sustained a loss of $25,000 by fire.

Fire, which for a time threatened the whole plant of the Dominion Glass Co., Toronto, completely destroyed a large warehouse, causing a loss of $100,000.

The premises of the Emo Hardware Company, at Emo, Ont., were completely destroyed in a fire which swept away part of the business section of the village.

## Personals

M. S. Saunders, of the Ashdown Hardware, Calgary, was a recent visitor at Trail, B.C.

John White, president of the London Rolling Mills, London, Ont., has left to spend the winter in California.

W. F. Macpherson, of Prescott, secretary of the Ontario Retail Hardware Association, has returned, after spending several days in New York.
H & M

W. H. Wortman, formerly head of the firm of Wortman and Ward, manufacturers of pumps, washing machines, etc., at London, Ont., is in a very critical condition, following a stroke of paralysis.

Charles D. Home, for several years manager of the hardware department of McKelvey & Birch, Ltd., Kingston, Ont., has been appointed to the position of buyer for the company in all departments with supervision of several new sections lately added. Maj. W. A. Mitchell, returned from overseas, has taken full charge of the hardware department. Before enlisting, Maj. Mitchell was in the hardware busines for himself.

## Trade Notes

Joseph Rousseau & Co., tinshop and plumbers, has been registered at Montreal.

The Dayton Airless Tire Co. of Canada, Ltd., Toronto, has gone into voluntary liquidation.

W. Walker & Son, Ltd., hardware, 1228 Yonge St., have commenced work on a large, new warehouse.

The Crompton Car Company, Limited, has been authorized to increase its capital from $25,000 to $75,000.

Work is to commence at Hamilton, Ont., shortly, on a new factory for the McPherson Wire Company.

The surrender of the charter of the McGregor-Banwell Fence Co. has been accepted by the Provincial Secretary.

Paul L. Turgeon has been appointed liquidator of the Canada Stove and Foundry Co., Ltd., Montreal and St. Laurent.

The Grey Furniture Co., Ltd., capital $25,000, of Neustadt, Ont., has been granted a Provincial charter.
H & M

Work has commenced on the erection of a $35,000 addition to the paint manufacturing plant of the Benjamin Moore Co., Ltd., Toronto.

The Canadian Aladdin Company, manufacturers of standardized frame houses, will erect a $70,000 factory at Peterboro, Ont., shortly.

E. S. Hubbell & Sons, hardware merchants, Thamesville, Ont., have purchased the interests of G. A. Fraser in the Thames Canning Co. of that town.

The premises at St. Marys, Ont., occupied by J. M. Adam, hardware, have been sold to a bank, and Mr. Adam will move shortly to new quarters on Queen street.

Sorrey & Nugent, of Toronto, manufacturers of plated ware and sterling silver articles, have been taken over by the Canada Silversmiths, 64 Richmond Street East, Toronto.

## Western News

Work is proceeding rapidly on the new factory being built at Winnipeg by the Brett Manufacturing Co., and the firm expects to be occupying it by the New Year.

## Montreal News

J. W. Andrews, of the Remington U-M-C Co., Ilion, New York, was a Montreal visitor this week.

John Irwin, managing director of McArthur-Irwin, Limited, was in New York several days this week.

J. L. Demers, hardware merchant, Thetford Mines, Quebec, was in Montreal this week calling on the jobbing trade.

A. W. Poole, managing director of Stewart and Wood, Limited, Toronto, was a week-end visitor to Montreal.

Hugh Kearns, managing director of B. & S. H. Thompson and Co., Ltd., who underwent an operation in Montreal, is making a rapid recovery.

The James Walker Hardware Company have made a change in their annual inventory date to the end of the calendar year. This has been done to more nearly conform with the plan followed by the jobbing houses.

The Montreal Gun Club will hold a tournament on their ground at St. Laurent on Saturday, January 3. Plans are being made to afford an interesting day and an elaborate program is contemplated.

E. F. Stephenson has joined the sales forces of the Canada Paint Company and will cover New Brunswick territory. Mr. Stephenson will make his headquarters in St. John.

A Montreal representative who attended the annual convention of the automobile accessories branch of the Hardware Association of the United States, reports an attendance there of over 600, and where there were 225 exhibitors.

R. W. Gould, well known in Montreal as a newspaper man, has been appointed to the vacancy created through the resignation of W. P. Hughes as secretary to the Montreal branch of the Canadian Manufacturers' Association.

Fred D. Locker and B. K. Trotter were elected president and secretary, respectively, for the year 1920, and officers of the Mantel and Tile Dealers' Association, the annual meeting being held in the rooms of the Montreal Builders' Exchange.

W. P. Hughes, who has been secretary of the Montreal branch of the Canadian Manufacturers' Association for some time, has resigned his position. This takes effect immediately. Mr. Hughes, it is stated, will enter into business on his own account as importer and exporter.

Mr. Westman, of the Chatham Malleable and Steel Manufacturing Co., Chatham, Ont., was this week a Montreal visitor.

## Address and Cane For Mr. John Hepner

Upon the occasion of his severing his active connection with the Stevens, Hepner Company, at Port Elgin, Ont., Mr. John Hepner was presented by the employees with a handsome gold-headed cane and an address. Mr. Hepner has been in the brush manufacturing business in Port Elgin for thirty-six years and is retiring, owing to poor health. He is leaving shortly to spend the winter in the South.

## Burglars Rob Store of Merrill & Hubbard

**Barrie, Ont.**—Some time between the closing hours of Wednesday night and the following morning, visitors called at the hardware store of Merrill & Hubbard, and relieved the firm of a number of small articles and what spare change was available. It appears that the parties had a pretty fair idea of the layout of the store. The cash register was relieved of its small change, while the cash box in the vault was also rifled of the silver which was left for early morning change. Owing to the large stock displayed for Christmas, it is difficult to know the amount of goods taken, but some small articles, such as manicure sets, etc., are known to have disappeared.

## Schwab in Control of United Zinc Smelting

**New York.**—It is learned here that Charles M. Schwab has acquired control of the United Zinc Smelting Corporation. No details are forthcoming regarding the consideration involved. It is intimated, unofficially, that plans are already under way for the immediate development of the plant and its facilities.

The smelter of the United Zinc is located at Moundsville, W. Va., and the main office is in this city. In connection with the acquisition, it is learned that United Zinc has an authorized capital of 600,000 shares of no par value. The following are understood to have been elected officers: B. Lissberger, president; Otto Proelss, vice-president and general manager; and H. W. Lohman, vice-president and treasurer.

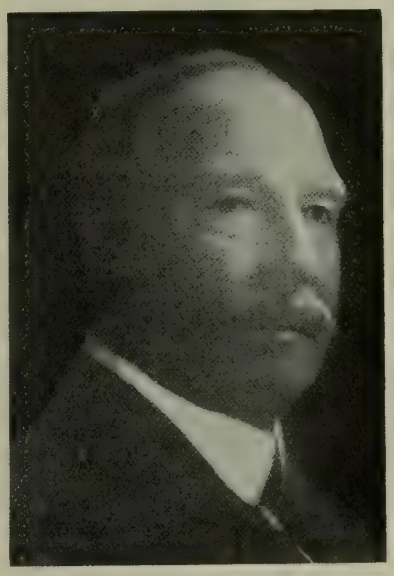
The I. X. L. Manufacturing Company, Limited, head office Palmerston, Ont., capital $40,000, plans to manufacture and deal in woodenware, metalware, electric batteries, etc.

Border City Auto Supply Company, Limited, capital $40,000, head office Windsor, Ont., plans to manufacture and deal in automobile parts and accessories. H & M

# New Lieutenant-Governor of British Columbia Has Had a Long and Practical Experience

### Lt.-Col. E. G. Prior Combines Business Training With Technical Knowledge That Makes Him Especially Valuable to the Province

LIEUT.-COL. E. G. PRIOR, the new Lieutenant-Governor of British Columbia, is president of the hardware firm of E. G. Prior & Co., Ltd., of Victoria. He is 66 years old, and a native of Yorkshire, England. Throughout his career, he has always taken a keen and very active interest in all matters pertaining to public welfare. He is a former Premier of the province of which he is now the chief official.



*LT.-COL. E. G. PRIOR*

*As stated in last week's issue of* HARDWARE AND METAL, *Lt.-Col. Prior has been appointed Lieut.-Governor of British Columbia.*

Lt.-Col. Prior combines a business training with technical knowledge of a kind that is particularly valuable to him in British Columbia. He is a mining engineer and surveyor, and knows the needs of the Coast as few others do, having been Government Inspector of Mines for British Columbia for three years. He is a life-member of the North England Institute of Mining and Mechanical Engineers.

He has been very active in military matters, being a former commander of the 5th B.C. Regiment Canadian Garrison Artillery, twice president of the Dominion Artillery Association, and in command of the team that went to Bisley in 1890.

His public career began with his election to the Legislature as representative for Victoria in 1886. He resigned to become candidate for the House of Commons in 1888, and was returned by acclamation. He was re-elected in 1891, in 1896, and again in 1900. He was Controller of Inland Revenue under the administration of Bowell and Tupper, with a seat in the Cabinet. He was Premier of the Province in 1902 and 1903. Lt.-Col. Prior is also a past-president of the Victoria Board of Trade.

During the war, in a quiet and unostentatious way, he accomplished a great deal. His son served overseas.

# Fined $200 For Failure to Keep Proper Books of Account

### Conviction Secured by Canadian Credit Men's Association in Charge Laid Against Merchant at Sault Ste. Marie

AS stated in a previous issue of HARWARE AND METAL in connection with a charge of perjury with intent to defraud creditors, laid under the Ontario Bulk Sales Act, against L. W. Putnam, by the Canadian Credit Men's Association, Putnam was found guilty.

A conviction was secured and Putnam has been sentenced to a term of three months at the Jail Farm.

The Canadian Credit Men's Association is watching closely for cases of merchants who are inclined to be dishonest with their creditors and plan to prosecute.

**Have Another Case**

A few days ago they prosecuted in another case, that of S. Joseph of Sault Ste. Marie, Ont. Mr. Joseph, after having been in business at the Soo about nine months, made an assignment, and upon a statement being prepared, there was found to be a very large deficit. The case was followed up by the association, and while it was found impossible to secure direct evidence of fraud, they alleged that he had committed perjury in connection with his examination for discovery.

**Failed to Keep Books**

He was arrested on this charge, and was also charged with failure to keep proper books of account.

He was tried before a jury and acquitted on the perjury charge, but convicted on the other and sentenced to two months in jail, and in addition to pay a fine of $200 or to serve an additional two months in jail.

## Larger Premises For The Barrett Company

HARDWARE AND METAL is advised by the Barrett Company of Montreal that they contemplate an almost immediate expansion of their warehouse, manufacturing, and office space at Montreal. In speaking with D. P. Hatch, sales manager of the company, HARDWARE AND METAL was informed that a three-storey brick building would be erected adjoining the present plant in Montreal, and which, it is hoped, will be ready for occupation for the active season of 1920.

The new premises will cover an area of 20,000 feet, and with the three-storey structure to be erected this will afford additional accommodation of 60,000 feet. The building will be of brick construction, and new special machinery will be installed for the manufacture of prepared roofing.

**Toronto Plant to Be Enlarged**

Mr. Hatch also stated that plans were already completed for a $100,000 addition to the Toronto plant, and the extension there will be similar to that undertaken at Montreal.

## McClary's to Enlarge The Montreal Branch

The Montreal branch of the McClary Mfg. Co., located on Wellington street, have completed the purchase of a 12,000 square foot property adjoining their present plant.

In speaking with John C. Newman, manager of the local plant, HARDWARE AND METAL was informed that the new premises would be used for a new addition, of the full size of the property, the building to be of three storeys. This would afford an additional 35,000 to 45,000 square feet of space for manufacturing and warehouse purposes. The purchase price is said to be $3.50 per foot or a total of $42,000.

Mr. Newman intimated that considerable manufacturing would be done at Montreal. It is expected that building operations will commence in the immediate future.

## Incorporations

Bissell Carpet Sweeper Company of Canada, Limited, capital $80,000, head office Niagara Falls, Ont., plans to manufacture and deal in carpet sweepers.

Multiple Electric Products Company, Inc., head office Toronto, plans to manufacture and deal in electrical devices.

W. Lee, of Markdale, Ont., has purchased a factory at Aylmer, Ont., and plans to manufacture kitchen cabinets and woodenware.

Super Cement (America) Company, Limited, head office Toronto, capital $500,000, plans to manufacture and deal in compounds and preparations of cement.

## General Manager of Peckovers, Limited

Announcement is made of the formation of a new warehousing, jobbing and importing company in Toronto under the name of Peckovers Ltd. J. G. Near, for the past eighteen years with the firm of Drummond, McCall, has been named as general manager.

The principals in the firm are C. R. Peckover, of the firm of Baines and Peckover, and Mr. Near. Mr. Peckover came to Canada twenty-three years ago from Scranton, and was with the hardware firm of Rice Lewis & Son, Ltd., Toronto.



*J. G. NEAR*

*Of Toronto, who has been appointed general manager of Peckovers Limited*

The new firm's location is at Spadina Avenue and Fleet Street. The company is capitalized at $500,000.

## Montreal Association Elects New Officers

At its annual meeting in Montreal the Metal and Hardware Association section of the Montreal Board of Trade elected the following officers: President, A. Prud'homme; vice-president, Edward Goodwill; treasurer, W. J. Hayes; directors, George Childs, R. H. McMaster, W. S. Leslie, and J. W. Pyke. Mr. Leslie was chosen again this year as the association's nominee for re-election to the council of the Board of Trade.

One of the interesting features of this year's meeting was that of deciding to contribute the cost of the annual dinner, which has been discontinued during the war, for charitable purposes.

In the absence through illness of the president, Mr. Prud'homme, Edward Goodwill occupied the chair.

## Taylor-Forbes Co. Insures Employees

The Taylor-Forbes Company, Limited, of Guelph, Ont., is putting into immediate effect a profit-sharing plan by insurance for its employees. A notice to the employees states:

That the Taylor-Forbes Company has insured the lives of all its employees according to the length of service with the company, beginning after the first three months with $500, and ending with $3,000 as the maximum amount, as shown in the list below.

Medical examinations are not required.

Any employees who were in the army will be allowed full time for such service as part of their working years. Every year of continual service with the company will add to the insurance policy value up to $3,000. It will not in any way interfere with any advance in wages or earning capacity. Employees in continuous service three months to one year will receive $500; one year to two years, $600; two to three years, $700; three to four years, $800; four to five years, $1,000; five to six years, $1,200; six to seven years, $1,300; seven to eight years, $1,400; eight to nine years, $1,500; nine to ten years, $1,000; ten years' service, $2,000. For each year after eleven years $100 per year will be added, until the sum of $3,000 is reached. When an employee has served nineteen years he receives a policy for $3,000. Employees who were in the service of the company on or before April 1, 1902, will receive a $3,000 policy.

**YOUTH ADMITS BURGLARY**

Some time ago the Wells and Emmerson hardware store in Port Arthur, Ont., was entered and a number of revolvers stolen. No trace was found of the burglars until the Fort William police arrested a youth fifteen years of age, whom they found in the act of committing a burglary on the premises of Rutledge and Jackson. The lad had two loaded automatic Colt revolvers in his hip pockets. He confessed to the robbery in the Port Arthur hardware store and said the revolvers found on him were two of the fourteen taken at that time.

The boy, who is the son of respectable Fort William people and a Collegiate Institute pupil, was, evidently, prepared to undertake a complete campaign of crime. He had a brace and bit, a flashlight, a number of keys, a rat tail file and other things used by the followers of old Sykes. He was caught while endeavoring to force the back door of the Fort William store between 1 and 2 o'clock this morning. He gave the police a run, but he was captured without mishap.

# Says "The Golden Rule" is the Real Solution of Capital and Labor Problems

## Hamilton Manufacturer Tells of Remarkable Results That Are Being Obtained—Plan Has Been Followed Out Now for Five Years With Great Success

AT the present time when troubles due to differences between employers and employees are more numerous and more acute than at any time in the history of the world, it is interesting to note the results that the application of the "Golden Rule" have had in a Hamilton, Ont., factory.

At the annual dinner of the employees of the Dominion Sheet Metal Corporation, President A. T. Enlow stated that for the past five years the firm has been applying the Golden Rule in all dealings with employees, and in that time they had never been asked by any employee for an increase in wages, that no employee had ever stated that he was dissatisfied, and in no way had any complaint regarding shop conditions ever been brought to his attention.

**In New Warehouse.**

The dinner was held in the large new warehouse recently erected by the company. A unique touch was given to the gathering when as the toast to the King was being honored, the lights were suddenly turned out, and left those present standing with glasses uplifted, singing "God Save The King." A spotlight was turned on, showing Union Jacks and Canadian emblems. These were fastened directly in front of the president's place of honor. The effect was not only striking but impressive.

J. M. Paterson, of the shipping department, was chairman for the evening. The new building consists of a two-storey steel and brick structure, 50 x 140 feet. It was profusely and very attractively decorated for the occasion. Conspicuous among the flags were two showing that in both 1918 and in 1919 100 per cent. subscriptions had been obtained for the Victory Loan.

**A Fine Program.**

The program included choruses by all present, songs by W. A. McCutcheon, of Hamilton; Scotch songs by Miss Grace Miller, and a number of speeches. The toast to Canada was responded to by Mr. W. H. Cooper, the contractor, who built the new plant.

Russel T. Kelly replied to the toast, "Co-operation," in a manner which left no room for criticism. He made a hit with his finale, a recitation entitled, "Lifters and Leaners."

**Teachers' Salaries.**

The reply to the toast to the ladies could not have been handled more gracefully than by Mr. Geo. A. Simpson, of the Steel Co. of Canada. During his address, he brought out a point which should receive the attention of every hardware man in Canada who has anything to say in municipal affairs, and



*A. T. ENLOW*
*President of the Dominion Sheet Metal Corporation, Hamilton, Ont.*

that is the paying of better salaries to the women who are responsible for training of Canada's children—the school teachers.

**President's Address.**

President A. T. Enlow, in responding to the toast to "Our Company," made some decidedly interesting comments in regard to the firm's policies and especially in reference to its profit-sharing plans. He announced that every employee who has been with the firm six months was to receive an Insurance Policy for $1,000, which will increase at the rate of $100 a year until a maximum of $1,500 is reached, the benefit payable on death or total disability to his family.

The Premier Benefit Club is kept up by employees paying 50c each a month. This last year they paid in about $360, paid out $900, and have in the treasury at the present time $2,500, and the fund has only been running a year and a half.

**Other Payments Too.**

He explained that sometimes it is possible to make other payments also. For instance, if the firm is able to make a good deal, such as in the Salvage of Damaged Stock, Big Product Sales and Sales Effected, or through Shop Economies, ten per cent. of the amount was turned over to the Benefit Club.

In regard to the profit-sharing or stock proposition, he stated that the employees pay in 2% or $2 a month on each $100 share, and they get the benefit of the regular 8% dividend without any carrying charge for interest, and in addition they also are credited with all dividends paid on the common stock, so that up to date for the last half of 1919 they have paid in $12 per share and have received additional benefits of $9, a total of $21.

J. C. Edwards, Hamilton representative of HARDWARE AND METAL, was introduced, and stated that he had found much pleasure in his two years of contact with the manufacturers of Hamilton and particularly drew attention to the pronounced "get-together" spirit which was in evidence in Hamilton. This spirit, he said, when carried out between employer and employee, as seen in the splendid banquet given by the Dominion Sheet Metal Corporation, must result in mutual benefit.

In winding up the programme, a vote of thanks was given the entertainers, speakers and the men who so successfully carried out the programme.




**REED'S NEW CATALOGUE**

Reed Small Tool Works, Vine and Cherry Sts., Worcester, Mass., are sending out their new catalogue, No. 4, in which a revision of list prices is noted. This 5¼ in. x 7½ in. booklet, consisting of forty pages and twenty half tones, covers the Reed reliable line of micrometers much more fully than any of their descriptive matter heretofore issued, and shows a greatly broadened line. The front and back cover is a facsimile of the dealers' poster recently supplied the hardware trade—the design being a micrometer in gray, against a blue and black background.

Display calendars, 11 in. x 5 in., attached to posters described above, are also appearing in the factories throughout the country and are attractive enough to claim a position of prominence either in shop or office.

**Gemco Manufacturing Co.**

The Gemco Manufacturing Co., 740 South Pierce Street, Milwaukee, has issued a fifty-one page catalogue listing the lines of automobile accessories that are manufactured by the firm. The catalogue is most attractively printed, and is profusely illustrated. Copies will be sent to readers of HARDWARE AND METAL upon request.

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Scientific Experimenter, Limited, capital $100,000, head office Montreal, plans to manufacture and deal in toys and electrical novelties.

Peterborough Paper Box Company, Limited, capital $50,000, head office Peterborough, Ont., plans to manufacture and deal in paper boxes.

# THE CLERKS DEPARTMENT

## Amazing Facts About Retailers Who Think They Are Making Money, But Are Losing

### Professor Melvin Copeland, Director of the Bureau of Business Research at Harvard, Tells of Leaks That Take Away Profits—There May be Ideas Here That Will Save You Money

THERE is a funny side to many of the mistakes made by some of the retailers Professor Copeland tells about, but they are serious because they mean discouragement at best to the merchant and very often failure. There is a good deal in this article for merchants to think about. Have you really got the right dope on yourself? Are you making good or can you improve?

Here is Professor Copeland's story as told in the "American Magazine":

There are more than half a million retail stores in this country; and of course it is a fact that every human being of the hundred and ten millions of our population has some contact with these establishments.

If the stores in your community are conducted on sound and progressive methods, you profit personally in the service you receive, the goods you may buy, and the prices you must pay for them.

Many of these stores are admirably conducted, and are building up their businesses on firm foundations. On the other hand, one frequently runs across examples of practices that are not in accordance with the best methods and policies.

**The Income Tax**

Last winter, when the time came to pay the income tax, a certain retailer figured out what he thought his profits had been for the preceding year, and on that basis paid a substantial sum to the Government.

He had a good deal of trouble in determining his profits, for he had no real system of accounting. Later he submitted a report to the Bureau of Business Research at Harvard University, and it was checked up with the Harvard System of Accounts for Retail Grocers. When his statement had been put into shape, he discovered to his amazement and chagrin that instead of having made the profit on which he had paid an income tax, he actually "lost money" during that year.

**Clue to Troubles**

In that man's experience there is a clue to a large share of the troubles of a good many retail stores. For the commonest fault among the owners of these stores is carelessness in accounting. A large number of merchants have no accounting system whatever. They do not know how much it costs them to run their business, and therefore, they do not know how much they are making, or whether they are making anything at all.

**Limited Details**

The only facts which many of them possess, in regard to their financial position, are these: the amount of money in the cash drawer, their balance at the bank, the amount they owe, and the amount that is due them.

It may seem incredible, but a great many merchants never even take an inventory. This is particularly common among grocers and druggists, because they handle a large number of small articles, which make stock taking difficult.

A druggist's inventory is especially hard to take, as you will realize if you go into such a store and look around at the accumulation of hundreds of small items; powders and crystals to be weighed, pills to be counted, liquids to be measured, and so on. Yet the thing can be done. And, if it is not done, the owner can only guess at the value of his stock on hand.

**Is Only One Point**

But this item is only one point which his accounts ought to cover. The essential thing for him to know is how much it costs him to run his business. There is a story which I have told so many times in my talks to merchants that probably some of the readers of this interview will recognize it; but it is worth repeating.

The proprietor of a general store in a country town was asked how much it cost him to do business.

"Why," he said, "it doesn't cost me anything! I own my store, I run it all by myself, and my team of horses does the hauling and delivering. So it doesn't cost me a cent."

**Cost Him Money**

Didn't it? If he had not occupied the store himself, he might have rented it for so much a month. In any case, the store had cost him money which, if he had not invested it in that way, he could have put out at interest. So he must charge against his business at least the interest on that money.

If he had not worked in his own store, he could have earned money in some other way; so he must charge the business with wages; or salary, for himself. If he had not used his horses in his own business, he could have sold them or hired them out. So he must charge that expense also. And yet he thought it did not cost him a cent to do business.

**A Similar Case**

Here is a similar case: A grocer told me that he was discussing business with another grocer in his town, and the latter said to him:

"Of course, it doesn't cost me as much to do business as it costs you. I own the building, so I have no rent to pay. And my son and my daughter work in the store with me, so I don't have to hire any help."

"But don't you charge yourself rent for the store?"

"Oh, no!"

"Well, your boy was earning $14 a week before you took him into the store. Don't you charge yourself with his wages?"

"No, I don't pay him anything; and I have to feed him anyway."

**Finds Many Cases**

Cases like that could be multiplied almost indefinitely. I once called on a shoe dealer in Chicago to have him fill in the question blank sent out by the Harvard Bureau of Business Research. Among other questions was this:

"Do you charge the business with a salary for yourself?"

He hesitated and then answered, "Yes, you may say I do."

"Do you rent the store, or do you own it?"

He said he owned it.

"Do you charge the business with the amount for which you could rent the store if you did not occupy it?"

He hesitated longer than before, but finally said, "Yes, you may put that down."

The next day I happened to meet him again and he said to me, "See here! I've been applying those questions to the other store I run; and I find that if I charged the business with what I 'should,' I'd have to do $30,000 worth of trade there. It can't be done! So I've decided to close out that store."

If this man had understood the right way to figure costs, he would have known in advance how much business he would have to do in that store and might have saved himself both money and trouble.

**Accounting Essential**

Here are two other cases which show the importance of having a good accounting system:

A certain retail grocer located his store at a point which proved an exceptionally good one. Soon after he opened it, several high-class apartment houses were built there, giving him an excellent trade. He was doing a business of $150,000 a year; whereas the average grocer does one of only about $30,000 a year.

As a representative of the Bureau of Business Research I called on this man five years ago to get information. I found that he had no accounting system and that he kept no record of stock. He did not know how much he had on hand in any line; and as his clerks were aware of this fact, there was a chance—and a temptation—for them to defraud him. If he left the store, they could make cash sales without recording them, pocket the money, and he would be poorer, but none the wiser, for he could not check up and find that the goods had been sold. His expenses he tried to watch from day to day, but with never any accurate, comprehensive record in black and white that could relieve the burden on his mind and serve as a guide in the future.

**Never Took Vacation**

The result was that he tried to be in the store constantly, scarcely leaving it even to get his luncheon. He never took a vacation. As he kept no accounts to speak of, he was the only person who had even a meagre idea of how his business affairs stood. I asked him what would happen if he should be sick, or should die. But, like many business men, that was something for which he had made no provision.

He clung to his method, or lack of method, of doing business; and the result was that last spring he was forced to close his store. He ascribes his failure to prohibition, which put an end to his trade in wines and liquors. The truth undoubtedly was that he had been headed for trouble for some time: but, because he had no exact knowledge of his costs, he had not realized it. The only factor he could put his finger on was prohibition, so he blamed that.

**Knew the Details**

Another merchant, with a smaller business, in a poorer location, had a thorough accounting system in "his" store. Because of that, he knew every detail of his affairs. He compared his figures, furthermore, with the averages for other stores. If one item of expense was too high, he cut it down. He knew what percentage of sales each clerk made and could push the laggards, or get rid of them altogether if they remained inefficient. Largely because he knew what was happening in every phase of his business, he made it a paying one.

When the prohibition law was about to go into effect, he told us that he was not at all worried. He knew just what that part of his business had amounted to, and he already had his plans made to take up the loss by expanding his trade in the grocery end of it. The first man had a far better opportunity than this one had, yet he failed. Not because prohibition came in, but because sound business methods did "not" come in, so far as his store was concerned.

**Primitive System**

A large wholesale doing a business of $7,000,000 a year, had been using an accounting system which was primitive and out of date. They put into effect the standard accounting system for wholesale grocers, and the head of the firm told me afterward that already it had saved them

a great deal of time, trouble and money, particularly in making out their income tax returns. They now know where they stand all the time; they can compare their results more intelligently from year to year: and they are operating more economically.

There are in the United States about 200,000 retail stores for the sale of groceries alone; and there are over 100,000 more where groceries are sold in addition to other articles. This makes the grocer the most conspicuous figure in the country, from the point of view of numbers, in retail business. He is also a leader in the list of business failures.

**Little Experience**

One reason for this latter fact is that the grocery trade attracts men of small capital and of little or no experience. A man would scarcely think of going into the drug business, for example, or hardware, or jewelry, unless he knew something about it.

But he knows he can tell tea from coffee, salt from sugar, butter from cheese. The articles he will sell are familiar friends, so he inclines toward them. He has a few hundred dollars put by, he finds that it is easy to get credit from the wholesalers, so he opens his little store. He thinks that he will make the difference between what his goods cost and the price he gets for them. He knows little about operating expenses, depreciation, turnover, interest charges, or any of the items he must add to the sum he pays outright for his stock.

**Location is Important**

Very often, too, he does not know how to choose his location. One of the common mistakes made by these amateur merchants is that of opening a store away from "the centre of trade." Almost all trade, in any line, flows to certain centres. The man who locates his store too far from one of these centres, or from a main current of traffic, is handicapping himself. He should count the number of possible customers, within a short radius of the point he is considering. Let him stand out on the sidewalk and count the people who pass. That is the way the chain store proprietors do. They don't "guess" about a location. They go after the facts.

Occasionally you will find a prosperous grocery in a purely residence district. But they are fully stocked stores, where complete orders can be filled. Their proprietors specialize in quick deliveries and give the customer the benefit, in slightly lower prices, of their saving in rent because of the cheaper location. But that is a well-thought-out plan, quite different from the haphazard opening of little shops away from the trade centres.

**Proprietor's Duties**

Another common fault in the management of retail stores is that frequently the proprietor does not seem to realize what his own duties should be. I came upon one instance which, although it is an extreme one, is a good illustration.

Going into a retail shoe store in a Western city a few years ago, I found the proprietor engaged in washing windows! When I asked him why he was doing that kind of work, he replied: "Everybody else is too busy!"

While this, I admit, is an extreme case, there are hundreds of proprietors who have a mistaken idea of the role they should play. I remember going into a dry-goods store where fourteen sales people were employed. Yet some of them were standing around idle, while the proprietor was selling goods.

**Important Matter**

This question of what the head of the business should be doing is a very important one. In this case, the man was by instinct and preference a salesman; probably he was a good one. If the store had been owned by a firm, it would have been a legitimate arrangement to divide the duties among the partners, giving this one active oversight of the selling end.

But that was not the fact in this case. The man I speak of was the sole proprietor. As such he was the manager of the store; and in an establishment of that size the managerial duties certainly were arduous enough to have demanded all his time and thought.

If he had been making a few sales merely as an object lesson to his clerks, it would have been justifiable. But he was doing it simply because he liked it. He probably excused himself by saying that sales are the most important feature in a business.

But whatever the proprietor may think of their importance, if he is to be successful, he realizes that they do not constitute his first duty, which is to manage his business as a whole.

**Get in Deep Water**

Another trouble which one sometimes finds in the retail business is that men who have made a success with a small store try to branch out and become large proprietors without appreciating the difficulties of managing a large store. There is scarcely a community of any size where such cases cannot be found. Here is a typical one which came to my notice not long ago. Not wanting to name the proprietor, we will naturaly call him Smith.

About ten years ago Mr. Smith opened a dry-goods store in a good location, but in a poor building, in a certain Eastern town of about 25,000 population. Across the street was the leading dry-goods store; a well-established concern which, however, had changed management and specialized in showy goods without much regard to real values.

Smith was a quiet, rather brusque, but conscientious man. His stock was not especially attractive, but the quality was good. Women soon began to say, "Well, you can depend on what you buy at Smith's!"

**Business Increased**

Because he was this type of man, he specialized in goods where quality counts; linens and silks, for example; and because the store was small, he spent a good deal of his time in "the front end;" not actually selling goods, but supervising his clerks and getting acquainted with customers.

Business steadily increased; he rented the two adjoining storerooms, and finally, a few years ago, bought the property and put up a modern department-store building.

From the time he moved into that building, his business has declined. Probably he has given his problem, which has become a pressing one, a great deal of anxious thought. I doubt, however, whether he has thoroughly analyzed it. This is the way in which his difficulties have probably arisen:

**Investment Too Great**

In the first place, his investment in the new building was too great for him. He was obliged to mortgage it heavily, and this put upon the business a load of interest charges, as well as of insurance, taxes, and up-keep. With this burden to carry, his resources were not great enough to enable him to put in a large stock. The result was that his big new store seemed to be all store and little merchandise! It looked bare and empty.

Moreover, it was the same kind he had carried in the old place. Then his goods had seemed better than their environment. Now the environment seemed better than the goods.

The most important cause of Smith's present distress is that he is essentially a small store man. And the proof is that his personal program is just the same now that it used to be. He spends nine-tenths of his time in the front of the store, where he really acts as a floor-walker, meeting people, directing them to different departments, and having a general supervision over that part of the business.

**Not an Executive**

He is not an executive; he is a store supervisor. When his business was small and was run on two or three settled ideas, he succeeded, because all he had to do was to supervise the carrying out of these ideas. But as the manager of a large store, his duties are quite different. They are largely questions of finance, of planning broadly, of constantly developing new ideas, and of picking the subordinates to carry out those ideas. As a careful and honest supervisor, Smith would be a success. As a broad executive, he is a failure.

## *The Shoe on the Other Foot!*




—FROM THE RETAIL PUBLIC LEDGER.

# Retail Association Urges Its Members to Keep Accurate Accounts

THE officers of the Brooklyn Retail Merchants' Association, in an effort to induce more accurate accounting methods among the members, are sending them the following "14 Points," with the request that they be followed:

First—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

Second—Charge rental on real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

Third—Charge, in addition to what you pay for hired help, an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular payroll.

Fourth—Charge depreciation on all goods carried over on which you may have to make a less price because of the change in the style, damage, or any other cause.

Fifth—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

Sixth—Charge amounts donated or subscriptions paid.

Seventh—Charge all fixed expense, such as taxes, insurance, water, lights, fuel, etc.

Eighth — Charge all incidental expenses, such as drayage, postage, office supplies, delivery expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

Ninth—Charge losses of every character, including goods stolen or sent out and not charged, allowance made all customers, all debts, etc.

Tenth—Charge collection expense not enumerated above.

Eleventh—When you have ascertained what the sum of all the foregoing items amount to, prove it by your books, and you will have your total expense for the year.

Twelfth—Divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

Thirteenth—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder and what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

Fourteenth — Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well.

# Equalization of Imports and Exports Only Way to Restore Exchange Rates, He Says

FOREIGN exchange is a commodity and present demoralized depreciation in rates for sterling and other European exchanges is a normal expression of the law of supply and demand, declares James S. Alexander, president of the National Bank of Commerce, New York. Restoration of an approximate equilibrium of the imports and exports between the United States and Europe and a return of the currencies of Europe to a gold basis are the fundamental factors which will restore the normal demand for foreign exchange and bring it back to normal levels, he says.

Mr. Alexander has taken a leading part in considering the foreign trade situation, having been chairman of the Committee on Credit and Finance at the Atlantic City International Trade Conference, held with unofficial representatives from Europe, under the auspices of the Chamber of Commerce of the United States, and being now chairman of the Executive Committee of the National Committee on European Finance. He is chairman of the Board of Directors of the French-American Banking Corporation and a director of the Foreign Finance Corporation. His statement in part is as follows:

"Depreciation of the foreign exchanges is primarily only a reflection of deeper problems in the relation of exports and imports between America and Europe. The problem may be simply stated as follows:

"When exporters sell to foreign buyers, they draw checks, drafts, etc., on those foreign consignees or their banks for the amounts due. These bills are drawn in foreign money, preponderantly pounds sterling, that is, on houses in London, long the world's international clearing house. Americans drawing these bills sell them in the foreign exchange market for what they will bring, which under normal conditions fluctuates within narrow limits of face value. The total volume of such checks and drafts coming into the foreign exchange market constitutes the supply of foreign exchange in existence at that time. The foreign exchange market consists of foreign exchange houses whose function is to buy exchange, say in New York, on London, and send it there for collection or the establishment of balances.

"The question as to what will correct the situation can be answered on general principles without any attempt to prophesy. Foreign exchange cannot come back to parity until the restoration of the gold standard in Europe corrects the depreciation of European currencies and until the restoration of approximate equilibrium between exports and imports in respect to Europe again makes the demand for foreign exchange approximate the supply."

# Misuse of "Profiteer" Hurts All Business

Business men of many cities have, no doubt, many times had the feeling which recently found expression in a bulletin of the Better Business Bureau of Los Angeles, California, relative to the loose employment of the word "profiteer," both in advertisements and in editorial columns, says a bulletin from the Associated Advertising Clubs. Just such action might be taken by other advertising clubs, as well as other local bodies of business men, the National Vigilance Committee suggests. The statement, signed by A. H. Wilkins, secretary of the Bureau, is as follows:

"For a considerable time past, a vast amount of publicity has been attached to the term 'profiteering.' A careful study of this publicity has, in the opinion of well-informed business men, failed to show facts that would give reason for the claims and arguments that have been used in connection with this work.

"The effect of this publicity, without question, has been very broad, and it is hard at this moment to determine just what per cent. of this effect has been good and what per cent. has been bad.

"Believing that publicity surrounding this word, which is not based upon absolute fact, reflects unjustly on the reputable and honorable business houses of this city, and has a great influence in creating a lack of confidence in all business and advertising, the Better Business Bureau, at this time, respectfully suggests to the publishers and publicity agents that all such publicity should be discouraged, except in cases where evidence and facts are actually in hand, and that in its place every effort be made, through the editorial and publicity channels, to stimulate production, the shortage of which has been proven as the real fundamental cause of the high cost of living."

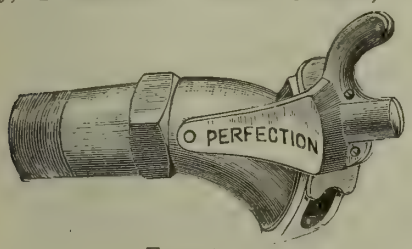
W. T. Evans, who represents several British houses in Montreal, has sailed for Great Britain, where he will confer with his principals relative to the lines he is handling in Canada. Mr. Evans will be absent from Montreal for some weeks.

# NEW HARDWARE GOODS

## OFFERED TO CANADIAN HARDWAREMEN

### FAUCETS

"Perfection" Oil and Molasses Faucets are now being manufactured in Canada by the Adamson Manufacturing Company, of Hamilton. These are made, it




*Faucet*

is stated, of all iron construction japanned. Special claims are made regarding the workmanship of these faucets, and the manufacturers guarantee them against defects.

### CHICKEN WATERER.

The "Milcor" Chicken Waterer is a new product, being manufactured by the Milwaukee Corrugating Company, of Milwaukee. It is stated that this device has a capacity of three gallons, that it is 11 inches in diameter, 9½ inches high,




*Chicken Waterer*

with a 1¾ inch trough. Made from galvanized iron this waterer works on the vacuum principle. It is equipped with kerosene burning lamp which burns for 40 hours without refilling and keeps the water at a drinkable, even temperature.

### SELF-ACTING PUMP

Arthur Petrov, of Wapella, Saskatchewan, has invented a pump which is to be put on the market and for which the following claims are made: The appliance consists of a pump cylinder with a capacity of 50 gallons of water, the usua. pump pipe to the surface, an ordinary water tap, and a weight which is raised by a wheel operating an ordinary jack-screw. When water is desired the tap is turned on and this causes the weight to descend, thus forcing at one stroke, 50 gallons to the surface. If more water is desired, whirl on the wheel again elevates the weight. For a well 100 feet in depth a weight of 1,000 pounds is required.

Mr. Petrov says there is no danger of his new type of pump freezing, for by shutting of the tap and raising the weight, all water in the pipes drains back into the well.

### CAN OPENER.

The "Perfect" Can Opener, manufactured by Bouquet Brownson Co., Inc., St. Paul, Minn., has the following new fea-




*Can Opener*

tures, the manufacturers claim: (1) Cuts top off of can from the side; (2) Cuts top out of can; (3) Has claw knife for square cans; (4) Unique cap lifter; (5) Adjustable to any size or shape, simple, well made and durable; (6) Nickel plated. It is stated that the opener may easily be operated by children.

### Demand For Skis

Owing to activity upon the part of ski enthusiasts, Montreal dealers will doubtless have an increased demand this year for skis. The Montreal Ski Club have already opened their new quarters at their club house near Mount Royal, and the season promises to be an interesting one. Interest was taken in this popular Canadian sport last winter, but it bids fair to be an increased interest for the coming winter.

### Wants Mayo Lamps

Mason & Dale, Bowmanville, Ont.—Where could we procure Mayo lamps, formerly handled by the Imperial Oil Co.?

These may be procured from Bradley & Hubbard, Meriden, Connecticut, U.S.A.

The R. & H. Hot Water Generator Co. has been registered at Montreal by James W. Donnelly, Jr.




### Name Plates

C. P. Moore, Sydney, Nova Scotia.—Please give us the names of firms manufacturing name plates for house doors.

The following are some of the manufacturers: Hamilton Stamp and Stencil Works, Hamilton, Ont.; Hamilton Stove and Heater Co., Ltd.; Stratford Brass Co., Ltd., Stratford, Ont.; Canadian Yale and Towne, Ltd., St. Catharines Ont.; Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.; the Belleville Hardware and Lock Mfg. Co., Ltd., Belleville Ont.; McClary Mfg. Co., London, Ont.; Sheet Metal Products Co., Ltd., Toronto, Ont.; Taylor-Forbes & Co., Guelph, Ont.; Dennis Wire and Iron Goods Co., London, Ont.—Ed.

### Wants Hammocks

J. E. Beauchamp & Co., Montreal.—Please advise where Palmer's hammocks are manufactured.

These are manufactured by J. E. Palmer Co., Middletown, Conn. New York office, 334 4th Ave., New York. —Editor.

### Stainless Steel

Sumner Company, Moncton, N.B.—Will you advise us who are the makers of white stainless handle table knives? of White Stainless Handle table knives?

These are made by George Wostenholm & Sons, Ltd., Sheffield, England. Their Canadian representatives are A. McFarlane & Co., Coristine Bldg., Montreal.—Editor.

### Ice-Cutting Tools

The Wells Hardware Co., Limited, Fort Frances, Ont.—We would be glad to have names of some of the manufacturers of ice-cutting tools.

Robert Donaldson & Sons, Montreal, manufacture a line of ice-cutting tools. —Editor.

### Stove Repairs

Fenn Hardware Co., Galt, Ont.—Kindly inform us where we may procure repairs for Splendid Garland coal and wood range.

This may be procured from Canadian Stoves, Limited, Grimsby, Ont.—Editor.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

VERY important changes have taken effect this week and lower prices are out of the question. Amongst the many lines that show higher prices are: Cut nails, building paper, heavy coil chain, poultry netting, sheets and plates, silver-plated ware, plumbers' supplies, ingot tin and lead, galvanized sheet iron and enamelwares.

A new revised list is issued on ammunition, clothes wringers and washing machines. Butts and hinges may advance and higher prices may be expected on range boilers, conductor pipe and boiler tubes.

Shellac is up 50 cents per gallon and linseed oil is 5 to 10 cents higher. Turpentine is down 5 cents per gallon and is showing weaker tendencies. Barb wire is quoted at new prices. Stove pipe dampers, plate glass, electricians' bits, foot warmers, oakum, scissors and spooled wire are all higher.

Further advances are looked for, although it is believed that varied advances will work their own cure. It is stated that owing to so many disturbances, numerous mills have been unable to fill their 1919 orders. It is also stated that new steel orders, no matter how attractive in size or price, have gone begging, as mills have already capacity bookings of the 1919 business.

The present high rate of exchange is causing great inconvenience and has not a little to do with the strengthening of prices.

# MONTREAL MARKETS

MONTREAL, Dec. 18—Many important changes have been made during the week and among the important items is that of wrought iron pipe, on which new price lists have been issued. The net prices will be found in the current lists. Couplings and nipples, also, have been revised through a reduction in the discount. Lead pipe and waste and also bar solder are higher, due to the higher prices ruling for pig lead and tin. Spooled wire is also advanced. Plumbers' oakum is 50c per cwt. higher. Cheap grade scissors and saddlers', kitchen and a number of other knives have been advanced. Roofings and sheathings, building papers, etc., are marked up this week and the markets are firming. Oil stoves are firm—that is the heater variety, but there has been no change. Stoves are very firm; so, also, are wares and there is an active movement, seasonably speaking. Refined oil is firm and may advance. Old cast iron and steel are very firm and in demand. Pig tin and lead are higher at outside points and will perhaps advance here. Cotton rope is very high and increased prices are not improbable, in addition to the higher prices already announced last week. A new set of discounts, with new price list, has been issued by the Dominion Cartridge Company.

The demand for Christmas goods has been very excellent and particularly for cutlery, for which the demand exceeds the supply. Price tendencies are of a firming nature, particularly on lines imported, the exchange situation making increased prices necessary on many commodities and specialties.

### *Advance is Made on Plumbers' Oakum*

**Montreal.**

OAKUM.—Plumbers' oakum has been advanced in price in this market, and the new quotation on ordinary quantities is now $10.75 per hundred pounds, or an advance of 50c per cwt.

### *New Cartridge List With Revised Discounts*

**Montreal.**

AMMUNITION. — The Dominion Cartridge Company has just issued its new price list, and this covers the change made in November, and already reported in HARDWARE AND METAL. The new discounts, just to hand, give the dealer a discount of 30 per cent., 10 per cent. and 20 per cent., while an additional charge of 5 per cent. is added for broken lots. These discounts apply to all metallics and shot shells, and the terms are 60 days net; 2 per cent. 30 days. All prices are based on factory shipment, f.o.b. Staynerville, Quebec.

A complete price list has been issued by the Dominion Cartridge Company, Montreal.

### *Spooled Wire Higher; Scissors and Knives*

**Montreal.**

WIRE, KNIVES, SCISSORS.—Higher prices are effective for spooled wire, the approximate advance being about ten per cent. Copper wire on spools is now selling at $2.60 per dozen for the 18 and 20 ounce sizes, and at $2.75 for the 22 ounce. Tinned ware, in half pound balls, is quoted at $4.80 per gross for the half pound balls, No. 28, and at $5 per gross for the No. 34.

Putty, shoe and kitchen knives are advanced about 15 to 20 per cent., and cheap scissors are also higher to this extent.

### *Prepared Roofings and Building Papers Up*

**Montreal.**

ROOFING, BUILDING PAPERS.—Advanced prices are effective for various grades of roofings, and for sheathings and building papers. This is due, as far as the felt products go, to the scarcity and high price of old rags, and

with papers the scarcity and continued high price of pulp. The advance is equal to ten per cent. for most lines, and in some instances a little more. The market is firm.

## *Wrought Pipe and Fittings Higher*

**Montreal.**

PIPE, COUPLINGS, NIPPLES.—Prices are advanced for wrought iron pipe, and the increase is in accord with recent forecasts made in HARDWARE AND METAL. The changes are effective from December 9, and the new prices appear below, these quotations being on standard buttweld S-C.

Wrought nipples are now quoted as follows: 4 in. and under, 70 per cent.; 4½ in. and larger, 60 per cent. Wrought couplings are selling at 25 per cent. discount for 4 in. and under, and for 4¼ in. and larger the discount is 15 per cent.

Net prices, in random lengths. Terms: 2 per cent. cash discount allowed if paid within thirty days. Approved credit. Standard buttweld pipe S-C: Steel, Black ⅛ in., $6.00; ¼ in., $4.65; ⅜ in., $4.65; ½ in., $6.16; ¾ in., $7.76; 1 in., $11.48; 1¼ in., $15.53; 1½ in., $18.56; 2 in., $24.98; 2½ in., $39.49; 3 in., $51.64; 3½ in., $65.78; 4 in., $77.94. Galvanized—⅛ in., $8.00; ¼ in., $6.78; ⅜ in., $6.78; ½ in., $7.74; ¾ in., $9.89; 1 in., $14.62; 1¼ in., $19.78; 1½ in., $23.65; 2 in., $31.82; 2½ in., $50.31; 3 in., $65.79; 3½ in., $82.80; 4 in., $98.10.

General Wrought Iron: Black—¼ in., $5.13; ⅜ in., $5.13; ½ in., $6.84; ¾ in., $8.68; 1 in., $12.84; 1¼ in., $17.37; 1½ in., $20.76; 2 in., $27.94. Galvanized—¼ in., $7.26; ⅜ in., $7.26; ½ in., $8.42; ¾ in., $10.81; 1 in., $15.98; 1¼ in., $21.62; 1½ in., $25.85; 2 in., $34.78.

## *Firm Oil Stove Market; Have Been Very Active*

**Montreal.**

OIL STOVES.—The demand for oil heaters at the present time is a very brisk one, and manufacturers report that, while the supplies are adequate, the present business is absorbing much of the stock. Under the difficulty of obtaining sheets and raw material, and also owing to higher wage costs, the market is firm.

## *Barbed Wire Booked At the New Prices*

**Montreal.**

BARBED WIRE.—Jobbers are accepting orders for barbed wire at the new basis, and it is expected that there will be a gradual elimination of the "catch weight" spools in favor of the 80-rod sizes, and which many prefer. Present prices are as follows: Catch weights, per 100 lb., 2 x 5, $5.90; 4 x 4, $5.90, and 4 x 6, $5.90. The new prices on 80-rod rolls, as recently reported, are 18c, 20c and 22c per spool higher, for the various sizes as above.

## *Galvanized Sheet Iron Enamelwares Up 5 to 10%*

WARES.—An advance of 5 to 10 per cent. on all lines of sheet iron, tin, stamped, copper, galvanized and enamelwares, has taken effect. This, it is stated, is due to increased wages, and the very great shortage of raw material.

The cost in stoves is bound to increase owing to scarcity of plates, higher cost of labor, and many other indirect factors.

The high rate of exchange is proving a strong factor in the tendencies for higher prices, and is, in many cases, equal to an advance in itself.

## *Jobbers Report Sales; Good For Wire Nails*

**Montreal.**

NAILS AND WIRE.—The movement of wire nails is still active, and jobbers are doing much business. Stocks are fairly adequate, it is understood, and the base price of $5 per keg for both wire and cut nails is held. At $5.25 per cwt. for smooth steel wire, there is a fair and seasonable demand.

## *All Ropes Quieter; Cotton May Advance*

**Montreal.**

ROPES AND CORDAGE.—There has been quite a quieting down of demand for various grades of rope, but it is stated that bookings for spring shipment are very satisfactory. The basis for sisal is still 22½c per pound; British and Beaver manila, 26c, and pure manila, 31c.

Cotton rope is decidedly firm, and the outlook is such as to indicate that there will soon be advances for the various sizes. The excessive demands from all sections of the world are absorbing the supplies of raw cotton, and with a curtailed production, it is unlikely that cotton goods, and rope, along with other lines, will tend downward.

## *Refined Oil is Firm; It and Gasoline Hold*

**Montreal.**

OIL AND GASOLINE.—The markets are without change for coal oil, although changes made in the States suggest that increase might come in this market ere long. Prices, according to quality, are ruling at 22c to 25c per gallon.

The demand for gasoline becomes more restricted with the arrival of severely cold weather. Price still holds at 33c per gallon.

## *Steady Enquiry But Difficult to Get Sheets*

**Montreal.**

SHEETS AND PLATES.—Developments have not been such as to reveal any considerable quantity of sheets or plates, the jobbers passing out what odd gauges they have to rather eager buyers, and at prices which may, or may not, conform to the average quotation. The holder of supplies can get a good price for his stock, and therefore it is difficult to define the market, suffice it to state that the undertone is very firm, and the outlook unpromising.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 20 |
| 12 gauge | 5 95 | 6 25 |
| 14 gauge | 6 00 | 6 30 |
| 16 gauge | 6 10 | 6 40 |
| 18-20 gauge | 6 55 | 6 70 |
| 22-24 gauge | 6 60 | 6 75 |
| 26 gauge | 6 70 | 6 80 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 10 00 |
| 26 gauge | .... | 9 75 |
| 24 gauge | .... | 9 15 |
| 22 gauge | .... | 8 80 |
| 18 and 20 gauge | .... | 8 60 |

**NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.**

## *Immediate Sales Stoves And Wares Quite Heavy*

**Montreal.**

STOVES AND WARES.—The manufacturers of stoves have been doing much business, even though the season is so far advanced. Stove-making material is not easy to procure, and it will be fortunate, indeed, if the makers are able to supply the trade with even a fair proportion of their wants. Labor still is high, and will so continue, it is expected. The settlement of the coal strike, naturally, is a relief that is greatly appreciated.

Wares, particularly such as may be classed holiday lines, are active, and the market undertone is so firm as to suggest further advances of price, for some lines of sheets are not procurable.

## *Iron and Steel Strong; Has Been Good Demand*

**Montreal.**

IRON AND STEEL.—Prices have been steadily held on the basis adopted a few weeks ago, and the mills are turning out a big tonnage of bars. This is going into the hands of jobbers, and the movement, in turn, to the retailer is a heavy one, despite the stopping of much outdoor work.

IRON AND STEEL

| | |
|---|---|
| Iron finish machinery steel | 4 10 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 5 00 |
| Sleigh shoe steel | 4 05 |
| Tire steel | 4 25 |
| Toe calk steel, per 100 lbs. | 4 95 |
| Band steel | 4 05 |
| Harrow tooth steel | 4 20 |
| Mining tool steel, per lb. | 0 22 |
| Black Diamond tool steel, per lb. | 0 22 |
| Black Diamond cast steel, per lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 90 |
| Refined iron, per 100 lbs. | 4 90 |
| Mild steel | 4 05 |

## *Old Cast and Scrap Are the Big Sellers*

**Montreal.**

OLD MATERIALS. — Among the movers in old material, scrap steel and old cast iron are the leaders. These seem to be in demand quite actively by the manufacturer, and he is paying good prices. But aside from these items there is little movement of other lines, the markets being quite dull.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 16 50 |
| Malleable scrap (ton) | .... | 20 00 |
| Pipe scrap, ton | .... | 12 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 29 00 | 30 00 |

## *Lead Pipe and Solder Have Been Advanced*

**Montreal.**

LEAD PRODUCTS.—As pointed out last week, and very definitely forecast in HARDWARE AND METAL, the lead products market has advanced, lead pipe and lead waste being marked up one cent a pound. This has been coming for some time, and is the result of advances for pig lead. The new prices are: For lead pipe, 13½c per lb., and for lead waste, 14½c.

Solder, too, is marked up half a cent, the present price for "strictly" being 38c, and for commercial, 36c.

Lead traps and bends, too, are up, the discount now being 5 per cent. off.

| | | |
|---|---|---|
| Lead pipe | .... | 0 13½ |
| Lead waste | .... | 0 14½ |
| Note.—Lead pipe is subject to a discount of 10%. | | |
| Lead traps and bends | .... | 5% |
| Lead wool, lb. | .... | 0 13 |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | .... | 0 12½ |
| Lead sheets, 4 to 8 lbs., sq. ft. | .... | 0 12 |
| Cut sheets ¾c lb. extra, and cut sheets to size. 1c lb. extra. | | |
| Solder, guaranteed, lb. | .... | 0 38 |
| Solder, strictly, lb. | .... | 0 36 |
| Strictly, commercial, lb. | .... | 0 33½ |
| Solder, wiping, lb. | .... | 0 30½ |
| Solder wire (8 gauge)— | | |
| 40-60 | .... | 0 56 |
| 45-55 | .... | 0 38¾ |
| 50-50 | .... | 0 41¼ |
| Zinc sheets, casks | .... | 0 16 |
| Do., broken lots | .... | 0 16½ |

## *Pig Tin Moves Upward; Copper and Lead Firm*

**Montreal.**

INGOT METALS. — The London price on pig tin is higher, and tendencies are strong here. Copper, too, while not active, is holding firmly, and pig lead shows strength. The markets are rather quiet.

COPPER. — While no change has been made in the basic price here, the market is quite firm. Producers' prices are held firmly. Local prices, 24c for casting, and 24½c for electrolytic, with tendencies of a firming nature.

TIN.—London cables are higher this week again, and there is strong probability of an advance in this market. Present prices are 60c for average quantities.

LEAD.—The prices at producing points have held firmly, and in this market it will not be a surprise if the existing quotation of 8½c is marked up within the week.

SPELTER.—Still holding at 10½c, with a limited demand prevailing.

ANTIMONY. — A strong market undertone applies to this, and English basis is 11½c per lb., and Chinese, 11¼c.

ALUMINUM.—Little feature of note, and price quoted in this market is 33c per lb.

# TORONTO MARKETS

TORONTO, Dec. 18—Very important changes have taken effect this week and no lower prices are looked for for some time to come. Among the many advances noted are: Ammunition up 10 per cent.; cut nails, building paper, shoe findings, washing machines and wringers, poultry netting, heavy coil chain, sheets and plates, traps and bends, lead and waste pipe, lead and tin, all showing higher prices.

The great shortage of goods is very inconvenient, to say the least, and it is stated that stocks were never lower in the recollection of some of the oldest business men. Some have it that owing to so many disturbances the mills have been unable to fill their 1919 orders. And it is also stated that new steel orders, no matter how attractive in size or price, have gone begging and many mills have closed their badly congested order books till they can promise better delivery.

The high rate of exchange is a very large factor in pricing all goods of United States manufacture and some claim it will be almost prohibitive if it continues to strengthen.

## *Cut Nails Advance; New Base $5.35 Montreal*

**Toronto.**

CUT NAILS ADVANCE. — An advance is reported on cut nails, and the new price is quoted at $5.35 base Montreal.

The nail situation has not improved, and nails are said to continue very scarce. A brisk demand is reported for delivery to the United States.

## *Ammunition Up 10%; New Revised List Issued*

**Toronto.**

AMMUNITION—As announced in last issue of HARDWARE AND METAL, a new ammunition list has been published. It is stated that this will be more convenient, as prices are controlled by one discount. The discount applying to this list is 30-10-12 per cent.

This makes an advance over old prices of, approximately, 5 to 10 per cent.

## *Building Paper Selling at Higher Prices*

**Toronto.**

BUILDING PAPER.—Both plain and tarred have advanced. This may be accounted for, it is stated, by the shortage of raw materials, especially waste materials and scrap paper. The new prices are quoted on some lines as follows: Plain, 72 cents per roll; tarred, 90 cents; Surprise, Stag, and similar lines, 80 cents per roll; tarred felt, $4.65 per 100 lbs.; carpet felt, $5.75 per 100 lbs.

## *Shoe Tacks, Hungarian and Hob Nails, Up 10%*

**Toronto.**

SHOE FINDINGS.—Shoe tacks, Hungarian nails, and hob nails have advanced 10 per cent. This is not unexpected, as there are great scarcities reported in iron and steel, and nearly all manufacturers have suffered from the previous labor unrest.

## *Butts and Hinges May Advance Soon*

**Toronto.**

BUTTS AND HINGES.—There is some possibility, it is stated, that an immediate advance will take place in butts and hinges. This, it is believed, may be caused by the high rate of exchange, also the great scarcity of raw materials, which are very noticeable.

## *Heavy Coil Chain Advances 10 Per Cent.*

**Toronto.**

CHAIN.—An advance of 10 per cent. has been recorded in heavy coil chain. Business has fallen off slightly, but it is believed this is only temporarily.

## *Range Boilers Firm; May Soon be Advanced*

**Toronto.**

RANGE BOILERS.—Owing to the unsettled condition of the iron and steel market, range boilers may advance, and this may take place any time soon, it is expected. Any orders taken now are contingent with the exchange rates.

which, of late, have soared to such heights. There are many houses that are covered, and range boilers continue in excellent demand for this season of the year.

## *Conductor Pipe Scarce; May Advance Soon*

**Toronto.**

CONDUCTOR PIPE.—The sales of this commodity have been excellent, even through most of the cold weather. So far, no change in price is noted. It is stated by the manufacturers that they had anticipated a large volume of business, and had made preparations accordingly. When the strike came, causing the extreme shortage in galvanized sheets which now exists, it is stated they had considerable stock made up, and did not take advantage of the scarcity to charge premiums on this stock. It is hard to state what will happen, though, as it is claimed these stocks are nearly exhausted now, and when new stock is made up, unless the situation is relieved, manufacturers will be forced to purchase on a higher market, and naturally would have to base their product on actual costs.

## *Sheet Iron, Galvanized and Enamelware Advance*

**Toronto.**

ENAMELWARE, SHEET IRON AND GALVANIZED WARE are very unsettled, and HARDWARE AND METAL has it on good authority that a revision in price is taking place. This will be quite in order, with present conditions. The situation only need be slightly reviewed in order to note the effects of present conditions on the manufactured products.

Manufacturers state there never was a time in the recollection of the oldest business men when the shortage of raw material was so scarce. The high rate of exchange is also a decided factor.

It is stated that some manufacturers and jobbers are adopting a system of adding the exchange at time of shipment to the net price of goods. Others, who have different costing systems, are revising their prices, to include the exchange. The exchange is practically equal to a 7 to 10 per cent. advance, as the rate of exchange has been holding around the 10 per cent. mark.

## *Hockey Sticks, Skates Show Heavy Demand; Scarce*

**Toronto.**

HOCKEY STICKS AND SKATES.—A considerable scarcity is noted in these lines, especially the former. It is stated that dealers did not order their supplies in accordance with other years. This, it is stated, did not give manufacturers a chance to judge the demand or place orders for raw material, with the result of higher prices and shortage of supplies.

## *Washing Machines' New List About 10% Higher*

**Toronto.**

WASHING MACHINES.—A new and higher list is effective in washing machines, which show an advance of, approximately, 10 per cent. No change noted in the former discount, which is quoted at 30 and 5 per cent. off the list.

## *Community Plated Ware Prices Withdrawn*

**Toronto.**

PLATED WARE.—Prices on Community silver-plated ware have been withdrawn, and new higher prices will soon be in effect, it is stated.

## *Poultry Netting Again Advances About 2½%*

**Toronto.**

POULTRY NETTING. — A further advance has been reported on lay flat poultry netting, and the new price is now 5 per cent. additional to list. 2-inch hexagonal regular mesh, net list; 1-inch hexagonal, add 5 per cent. to list.

## *Clothes Wringers Advance About 10%*

**Toronto.**

CLOTHES WRINGERS. — An advance, approximating 10 per cent., has taken effect in clothes wringers. The list has been revised, and a new list is in effect, dated December 4. The former discount of 30 and 5 per cent. is still in effect, and is applied to the new list.

The following is the new list on some of the better-known lines:

| | Per doz. |
|---|---|
| Royal Canadian | $ 92 80 |
| Eureka | 71 40 |
| Crest | 80 80 |
| Eze | 99 80 |
| Imperial | 99 80 |
| Gem | 99 80 |
| Safety | 103 50 |
| Bicycle | 109 30 |
| Rival | 109 30 |
| Warranty | 120 80 |
| Crescent | 120 80 |
| Jupiter | 120 80 |

Terms—2 per cent. 30 days. Freight equalized on ½ dozen wringers and upwards, with the nearest of the following places to point of destination: Montreal, Kingston, Ottawa, Toronto, Londan and St. Marys. Discount 30/5%.

## *Sheets and Plates Advance 75c Per Pound*

**Toronto.**

SHEETS AND PLATES. — 75 cents per 100 pounds is the advance reported on galvanized sheets.

The high rate of exchange is a new factor the manufacturer and jobber have to contend with. Although this has been fluctuating continually, it has seldom been far from the 10 per cent. mark; this naturally makes the goods coming from the States higher in price.

The serious shortage in this commodity may be slightly relieved, for immediate delivery, in small quantities. Booked orders and all future deliveries seem out of the question for at least two or three months.

Owing to the scarcity and unsettled conditions of the markets locally it is almost impossible to quote accurate prices, as nearly all who have stocks have procured them under unusual conditions, and sheets, galvanized, 10 oz., for instance, are quoting anywhere from $9.25 to $10.00 per 100 lbs.

The following are the prices:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 6 30 | 6 50 |
| 16 gauge | 6 65 | 6 95 |
| 18-20 gauge | 6 30 | 6 85 |
| 22-24 gauge | 7 25 | 6 90 |
| 26 gauge | 7 35 | 6 95 |
| 28 gauge | 7 50 | 7 05 |
| 3-16 inch plate | 5 95 | 5 55 |
| ¼-inch boiler plate | 5 45 | 6 10 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS—**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | $9 20 | $9 80 | $9 25 | $9 55 |
| U.S. 28 | 8 60 | 10 20 | 8 85 | 8 85 |
| U.S. 26 | 8 20 | 8 80 | 8 55 | 8 50 |
| 22 nad 24 | 8 00 | 8 20 | 8 40 | 7 30 |
| 18 and 20 | 7 80 | 8 00 | 8 25 | 8 10 |
| 16 | 7 55 | 7 80 | 8 10 | 7 90 |
| 12 and 14 | 7 35 | 7 55 | 7 95 | 7 65 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Iron and Steel Bars Advance 25 to 40c at Mill*

**Toronto.**

IRON AND STEEL BARS, ETC.—Toronto jobbers say there should be an advance of from 25 to 40 cents per 100 lbs. on iron and steel products, but feel diffident about making any change till the New Year at any rate.

It is said there is a feeling, now that the strike is over and miners have resumed operations, that jobbers in this commodity will possibly be able to continue busines at the present prices through the early part of 1920. And to say the least are hopeful that the situation caused by the past strikes will be relieved.

It is stated by some of the best informed that stocks were never lower and at present some of the lighter grades are practically off the market.

The high U.S.A. exchange rate is a serious factor with many who depend on this market for supplies. Some are not taking advantage of this rate for goods in stock, but say they are forced to charge extra for shipments coming.

The following are the quotations:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## *Boiler Tubes Unsettled; May Advance Soon*

**Toronto.**

BOILER TUBES. — An advance in boiler tubes would not surprise many of the best informed, and it is believed that some expect a change almost daily.

Boiler tubes have been notably scarce; no business is being turned down. The coal and other strikes appear to be the main factors.

Owing to the high rate of exchange, manufacturers and jobbers, generally, are charging a higher price for goods coming from the U.S.A. in order to overcome this high rate, which is about equal to a 5 per cent. advance.

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## *Barb Wire Higher; Advance Prices Named*

**Toronto.**

BARBED WIRE.—New prices are named for barbed wire, and the new price is quoted at 80-rod spools, $5.20; catch weight spools, $5.90 base.

## *Stove Scrap and Other Metals Firm; Quiet*

**Toronto**

WASTE MATERIALS have shown considerable activity lately and scrap iron and other scrap metals are quoting at slightly higher prices, but showing stronger tendencies, it is stated. Copper, lead and zinc, are showing weaker tendencies and are apparently awaiting developments, whether they will advance or decline. The market for old boots, rubbers, etc., is very quiet. The following are quotations:

| DEALERS' BUYING PRICES | |
|---|---|
| Pipe scrap | 11 00 |
| Stove plate, per ton | 18 50 |
| No. 2 busheling | 13 00 |
| Yellow brass | 0 10 |
| Red brass | 0 15¾ |
| Light brass | 0 07 |
| Scrap zinc | 0 06½ |
| Heavy copper | 0 17 |
| No. 1 machinery cast | 24 00 |
| Heavy melting steel | 15 00 |
| Wrought iron, No. 1, per gr. ton | 15 00 |
| Heavy lead pipe | 0 06 |
| Old rubbers, boots and shoes | 0 06 |
| Overseas, lumbermen's rubber boots | 0 04 |
| Bicycle tires | 0 01½ |
| Automobile tires | 0 03 |
| Tea lead | 0 04 |
| Heavy lead pipe | 0 05¾ |

## *Traps and Bends Advance; Lead Pipe Up 1c Pound*

**Toronto.**

LEAD AND ZINC PRODUCTS.—An important advance has taken effect on some of these products. Lead pipe and waste pipe is now quoted at 1 cent per pound higher. Lead traps and bends have also advanced, approximately, 10 per cent.

Although the coal crisis is practically over, and other labor unrest, is becoming more settled, a new contingency has cropped up. The higher rate of exchange is generally causing manufacturers and jobbers to charge a higher price for goods coming from the United States. The following are the new quotations:

| | |
|---|---|
| Lead pipe, list, per lb. | 0 13½ |
| Lead waste pipe, list, per lb. | 0 14½ |
| Do., over 8 inches, list, per lb. | 0 15½ |
| Above subject to discount of 10%. | |
| Lead traps and bends | 5% |
| Lead wool, lb. | 0 16 |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | 0 10½ |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra. | |
| Solder, guaranteed, lb. | 0 34 — 0 35½ |
| Solder, strictly, lb. | 0 33 — 0 34½ |
| Solder, commercial, lb. | 0 31 — 0 32½ |
| Solder, wiping, lb. | 0 30 — 0 31½ |
| Solder, wire, lb. | 0 35½ — 0 42¼ |
| Zinc sheets, per lb. | 0 17 |

## *Tin Stronger, Lead Up ¼c; Spelter Weaker; All Scarce*

**Toronto.**

INGOT METALS.—Lead has advanced ¼ cent and is now 9 cents per pound. Tin continues to advance and as exchange improves the advance is noted both ways. Copper is unchanged, showing a good demand. Spelter is weaker and the price is ¼ cent off. Antimony and aluminum show no change.

Stocks are very low, in fact, it is said that warehouses are bare. Even further advances are looked for generally, and these varied advances will have to work their own cure.

LEAD has advanced ¼ cent per pound and is showing good demand. The quotation is now 9 cents per pound.

COPPER remains unchanged. A good demand is noted. The present price being quoted at 24 cents per pound, which is said to be a reasonable figure.

TIN continues to advance, and as exchange improves advances both ways are noted. The present price is 60 cents per pound.

SPELTERS is weaker, the price being ¼ cent off and quoted at 10¾.

ANTIMONY.—A fair movement is noted on antimony and the demand continues to be a fair one. The present price is 11½ cents per pound.

ALUMINUM remains quiet with low stocks reported. The price being quoted is 34 cents per pound.

# LONDON MARKETS

LONDON, Ont., Dec. 18—Advances are again numerous this week and among the lines revised upwards are noted screw and strap hinges, soapstone, foot warmers, wrought iron nipples, steel buttweld pipe, cut nails, cast stove pipe dampers, hockey pucks, building paper, washing machines, electricians' extension bits, poultry netting and Dominion ammunition. Shellac has also been advanced. Meakins' brushes are up and an increase of 20 cents a gallon is shown in turpentine.

Business all through this district continues very active and hardware merchants are looking for it to continue so even after the holiday rush is over. There is an excellent demand for seasonable lines and difficulty is experienced in obtaining sufficient to meet requirements in some cases.

## *Ammunition Higher; New Lists Issued*

**London, Ont.**

AMMUNITION.—New lists have been issued, and it is stated these will be more convenient as one discount covers the full line. The present discount is quoted at 30/10/20% off this new list.

## *Meakins' Brushes Have Advanced*

**London, Ont.**

MEAKINS' BRUSHES show higher prices and quotations are 30% discount off the new catalogue prices.

## *Shellac Again Shows Advances*

**London, Ont.**

SHELLAC.—New and higher prices are now being quoted on shellac and are as follows:

| Pure Orange — | gal. |
|---|---|
| Gallons | $7 05 |
| Half gals. | 7 15 |
| Quarter gals. | 7 35 |
| Pints, doz. | 12 20 |
| Half pints, doz. | 6 50 |
| Quarter pints, doz. | 3 65 |
| Eighth pints, doz. | 2 25 |
| Pure White— | gal. |
| Gallons | $7 80 |
| Half gals. | 7 90 |
| Quarter gals. | 8 10 |
| Pints, doz. | 12 90 |
| Half pints, doz. | 6 85 |
| Quarter pints, doz. | 3 85 |
| Eighth pints, doz. | 2 35 |

## *Building Paper Has Advanced*

**London, Ont.**

BUILDING PAPER. — New higher prices are now quoted on building paper as listed below. Tarred felt, $4.65 per 100 lbs.; carpet felt, $5.75 per 10 lbs.; dry fibre, D2, 72 cents per roll; Surprise paper, 80 cents per roll; tarred fibre, E2, 90 cents per roll.

## *Hockey Puck Prices Advanced*

**London, Ont.**

HOCKEY PUCKS have advanced the new prices being quoted at: Boys', $1.15 per dozen; Men's Regulation Black, $3.00 per dozen; Men's Regulation Red, $3.35 per dozen.

## *Community Silverware Prices Withdrawn*

**London, Ont.**

COMMUNITY PLATED SILVERWARE.—Prices have been withdrawn,

and new higher prices will soon be in effect.

## *Washing Machines Have Advanced* 10%

**London, Ont.**

WASHING MACHINES, as quoted in HARDWARE AND METAL last week, have advanced 10%, and the new list, on some of the better known lines, are as follows:

Jubilee, $11.25 each; Canadian, $12.50; Dowswell, $12.50; Hamilton, $13.50; New Century B, $20; New Century Junior, $20; Patriot, $23; Noiseless, $16.25; New Idea B, $22; Ideal, waterpower, $30; Velox, water power, $32; Seafoam B, gas engine drive, $55; New Century, electric, $155. Discount less 30 and 5 per cent.

## *Stove Pipe Dampers Show an Advance*

**London, Ont.**

CAST STOVE PIPE DAMPERS have advanced, and the new higher prices are: 6-inch, $1.35 per dozen; 7-inch, $1.65 per dozen.

## *Cut Nails Nok* $5.35 *Per Keg, f.o.b Montreal*

**London, Ont.**

NAILS.—Cut nails have advanced, and are selling from a base of $5.35 per keg, f.o.b. Montreal.

Nails have been showing excellent demand, and large orders are being shipped to the United States. The local demand is very good, and prospects for next year are very promising.

## *Plate Glass Has Advanced; New List*

**London, Ont.**

PLATE GLASS.—An advance in plate glass is noted, and it takes the form more of a revision, as it is stated small cut sheets are exhausted, and it is necessary to cut larger sheets, which are worth more per square foot. The new prices are as per current quotations.

WINDOW GLASS continues very scarce, although the price is unchanged. Prices are as follows: Single diamond, 25 per cent.; double diamond, 25 per cent.; Cut lights, 10 per cent.

## *A Further Advance of* 2½% *in Poultry Netting*

**London, Ont.**

POULTRY NETTING.—New higher prices are quoted this week over those shown in HARDWARE AND METAL in last week's issue. The new prices are now quoted at: 2-inch hexagonal regular mesh, net list; 1-inch hexagonal regular mesh, add 5 per cent. to list; Lay Flat netting, 2-inch and 1-inch mesh, add 5 per cent. to list.

## *Electricians' Extension Bits Have Advanced*

**London, Ont.**

BITS, ELECTRICIANS' EXTENSION, are quoted at new higher prices, as follows: 5-inch by 15-inch, $2.00 each; 18-inch, $2.05 each; 21-inch, $2.15 each.

## *Advance is Shown in S. and S. Hinges*

**London, Ont.**

SCREW AND STRAP HINGES.—New net prices on screw and strap hinges are figured at 25% off list as follows:

6 in., $3.22 per dozen pair; 8 in., $3.60; 10 in., $4.80; 12 in., $5.25; 18 in., $8.25; 21 in., $9.30; 24 in., $12.

## *Foot Warmers Are Revised Upward*

**London, Ont.**

SOAPSTONE FOOT WARMERS.—New and higher quotations are in effect on this line as follows: 8 in. x 10 in., $7 per dozen.

## *Firm Prices Rule For Linseed Oil*

**London, Ont.**

LINSEED OIL.—Quotations on linseed oil show no change. The market is very firm. Prices are as follows:

| | Per Imp. gal. | |
|---|---|---|
| 2 to 2 barrels | 2 67 | 2 70 |
| 3 to 5 barrels | 2 66 | 2 69 |
| 6 to 9 barrels | 2 64 | 2 67 |

Less than barrels add 15 cents per gallon.

## 10 *Per Cent. Advance in Clothes Wringers*

**London, Ont.**

CLOTHES' WRINGERS.—New quotations on clothes wringers show an advance of ten per cent. Figures on some of the best sellers are

Royal Canadian, $92.80 per doz.; Eureka, $71.40; Crest, $80.80; Eze, $99.80; Imperial, $99.80; Gem, $99.80; Safety, $103.50; Bicycle, $109.30; Rival, $109.30; Warranty, $120.80; Crescent, $120.80; Jupiter, $120.80, less 30/5%.

## *Wrought Nipples Are Up Twenty Per Cent.*

**London, Ont.**

WROUGHT NIPPLES.—Wrought nipples, 4 in. and smaller, show an advance of 20%. The new discount is 70% off list. The old discount was 75%.

## *Turpentine is Up* 20 *Cents Per Gallon*

**London, Ont.**

TURPENTINE.—An advance of twenty cents per gallon is shown in turpentine. The new quotations are:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 70 |
| 2 to 4 barrel lots | 2 69 |
| 5 gal. lots | 2 85 |

## *Putty Sales Active; Prices Holding Firm*

**London, Ont.**

PUTTY.—There is a good demand for putty. Prices show no change and are as follows:

| | Per 100 lbs. |
|---|---|
| Standard, 100-lb. drum, | 6 80 |
| Do., 25-lb. drums | 7 05 |
| Pure, 100-lb. drums | 9 30 |
| Do., 25-lb. drums | 9 55 |

## *White Lead in Oil Holding Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—While prices for white lead in oil are very firm, no change is shown in quotations, which are as follows:

| | Tons. | Less Tons |
|---|---|---|
| Pure | $17.45 per 100 lbs | $17.80 |
| Elephant | 17.95 " | 18.30 |

# WINNIPEG MARKETS

WINNIPEG, Dec. 18—Important price changes have taken effect this week and the tone of the market is for higher prices. The fact that the coal strike is over is no indication of an immediate decline in prices. It is stated that mills have enormous orders yet to fill for 1919, which were held back by the labor unrest all through the year.

Some of the goods showing changes are: Stillson wrenches have advanced 7½ per cent. Harvest tools are now quoted 10 per cent. higher, while black sheets, wrought iron pipe have also advanced.

Rope, which recently showed lower prices, has again advanced. Padlocks, plumbing goods and brass cased tubing are also higher.

## *Black and Galvanized Wrot. Iron Pipe Advances*

**Winnipeg.**

BLACK AND GALVANIZED WROUGHT IRON PIPE ADVANCES.—The market again shows further and decided advance on previous prices. This change is general, all sizes being affected. Following are new quotations:

| | Per 100 ft. Black | Galvd. |
|---|---|---|
| ¼ inch | $5 13 | $7 47 |
| ⅜ inch | 5 27 | 7 61 |
| ½ inch | 7 02 | 8 73 |
| ¾ inch | 8 82 | 11 12 |
| 1 inch | 13 05 | 16 43 |
| 1¼ inch | 17 64 | 22 23 |
| 1½ inch | 21 06 | 26 55 |
| 2 inch | 28 35 | 25 78 |
| 2½ inch | 45 99 | 58 01 |
| 3 inch | 60 12 | 75 87 |
| 3½ inch | 76 50 | 96 30 |
| 4 inch | 90 68 | 113 40 |
| 4½ inch | 102 60 | 130 50 |
| 5 inch | 119 70 | 152 10 |
| 6 inch | 155 70 | 197 10 |

## *Harvest Tools Advance Approximately* 10%

**Winnipeg.**

NEW PRICES ON HARVEST TOOLS.—As indicated in last week's report, prices on harvest tools have

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# Getting Business During the Winter

## A Great Deal of Indoor Work Can be Done and the Dealer Who Goes After the Trade May Secure a Nice Increase in Sales—Display Will Help in Speeding Turnover and Arousing People's Interest

THE opinion seems to be unanimous among those who are in the closest touch with the outlook for business that 1920 is going to see new records made all over Canada. This applies to sales of paints just as much as to any other commodity. The year just closing has, for merchants generally, and for hardware men in particular, been one of the most prosperous they have ever known. And with most of the hardware merchants paint sales are showing increases that run well over twenty-five per cent.

### ARE YOU READY?

Are you ready for the still bigger business that is to come in the New Year? Are there any ideas that you can work out that will help you to handle the business better or to handle more business? Now is the time, during the next few weeks while there is a seasonable lull due to the cold weather to get busy and think all these things out and plan what you are going to do. Work done now while you have a little time will save you considerable time later on, and perhaps a good deal of money, to say nothing of increasing turnover and profits.

### KEEP THINGS MOVING

Just because it is winter time is no reason why the paint business should be shelved. If you have planned to stop pushing the sale of paints during the cold weather, change your plan. Instead, try pushing paints, especially the kinds that can be used for indoor work and you will probably be surprised at the results. Getting trade very often depends upon the attitude of mind of the merchant. If he thinks he can get the business and goes after it, he will find that he will get it.

If you are out driving in your car and come to a hill, you just naturally turn on more gas, don't you? The same thing applies in the matter of selling paints in the winter time. If you think you can sell more and put on a little extra effort to do it you will get results.

### MUCH INDOOR WORK

Because many people have been unable to secure help during the summer and fall they have left over painting they had intended doing sooner. This is especially the case with farmers, and right now the farmers are one of the largest buying forces in the Dominion. Interest them in your paints, and don't be afraid to tell them and show them what they can do.

Try putting a display table right up at the front of the store as soon as your holiday trade is over and watch the results. Place a few cans of your most popular wall tints on the table and a bunch of color cards to hand out, or for people to help themselves to. Have samples of all the stencil designs you carry handy, and also the suggested color combinations which many manufacturers furnish. Customers never fail to stop at a demonstration table of this sort. Both men and women are instantly reminded of a certain room or rooms in their home that needs some sort of beautification. Only they don't know just how to do it—and it's up to you to show them how easily and inexpensively it really can be done. You can keep this table working profitably all winter long and will be surprised at the attention that will be given it, as well as the additional sales naturally resulting therefrom. Even an attendant is not necessary—they'll come to any clerk and ask to be put wise on what they have observed on entering or leaving.

### KEEP THEM INFORMED

Keep people informed about your stock. You may do this by advertising or by sending out printed matter, or both. There are any number of women keenly interested in the matter of painting floors. They want to get things in shape for next summer and realize that there is no better time than the winter months for doing the work.

One merchant who pushes floor paints during the winter sends out a circular telling about the advantages of doing the work in the cold months when a room may be kept closed off without causing any inconvenience. In part, his talk is of a practical nature also, and among the points he makes are the following:—

"The most inexperienced person can apply a good floor paint successfully, and once applied it forms a tough film, dries hard over night, effectively seals the surface against the absorption of foreign materials which may be carelessly spilled upon it.

Frequent washing will eventually dull its gloss; in time the film will disappear, but a high quality interior floor paint will never crack, check or peel off, it will never fade, and it will aways give you satisfaction and service.

"Paint suitable for use on interior floors will not give satisfaction when applied to exposed or partly exposed surfaces; similarly one manufactured for outside use in unsuitable for inside work. Therefore, floor paints are made for both inside and outside work by separate mixtures and processes.

**Some Good Advice**

"Do not attempt to make one grade of paint answer for both class of work, for dissatisfaction will surely follow, and the small amount of money saved will not begin to repay you for the trouble. The primary requirement of any paint is protection, and this is not hard to obtain in paints to be used on wall and ceiling surfaces.

"A floor paint, however, is subjected to the wear of many feet. Every time you walk across a floor which has been painted, there is an abrasive action which tends to disintegrate the paint film. This abrasive action would be reduced to a minimum if paint were made of a soft texture, so that the film itself could absorb this grinding action, but the result would be a sticky, tacky condition. A floor paint must be hard, but if too hard it becomes brittle and does not adhere to the surface.

**"Come in and talk over with us the work you have in mind and we will be glad to give you all the advice we can."**

# Record Demand for Turpentine in 1920 is Expected

## Huge Supplies Will be Required for Paint and Varnish Manufacturers and in Addition There Will be Many Other Demands to be Filled

DISCUSSING the outlook for turpentine in 1920, the Naval Stores Review of Savannah, says:

"Reports from throughout this country and Canada show the manufacturers consuming naval stores busily planning for an extraordinary season next year. Not a contrary ripple is found in the great stream of optimism that dominates the outlook for 1920. The extraordinary building activities of this year are expected to be surpassed the coming year, and it is freely predicted that the construction operations in 1920 will surpass anything yet seen.

Paint and varnish manufacturers are preparing for a demand for their goods beyond their present capacity to supply. A number of factories are being enlarged, and everywhere there are indications that the strain of meeting requirements next spring, summer and fall will probably be the most severe the plants have been put to. Studied from every angle, one finds no reason to look for anything but a much greater demand for rosins and turpentine in the United States and the Dominion than that which will completely absorb the crop of 1919 and cut into the old reserve supplies.

The consuming powers of the 115,000,000 people of this country and Canada are simply tremendous, and if the world beyond the confines of North America increases its calls for naval stores, it is very plain that a larger crop than that made this year can be easily absorbed at values remunerative to the producers. As with cotton, there is no reason why 1920 should not see naval stores prices that will seem very high as compared with the old range of quotations, but which will be amply justified, both by the natural law of supply and demand and by the increased cost of production.

# Urges More Extensive Use of Paints for Industrial Plants

ROTARY CLUB members in Montreal were given an address on "Industrial Paints" by Rotarian Grieve at the regular meeting. In the course of his remarks he pointed out that Canadian manufacturers, in preparing goods for export, should give close attention to the finish of the goods which were exported, and that such finish should be in accord with the character and quality of the goods. Following this assertion he stated that goods were often purchased because they were well finished and attractive, even preferably to an article of equal quality, which was not offered in this better and more attractive manner, to the buyer. Paint, possessing as it does the quality of making an article look well, was therefore a most important item.

Mr. Grieve also contended that in industrial plants a much more extensive use of paints and finishes might be made to brighten and attract the environment for employees. This is one of the things which might help to stay the present unrest among industrial workers.

# $160,017,178 Invested in Lumber Industry

**Ottawa.** — A preliminary report on the lumber industry in Canada has been completed by the Dominion Bureau of Statistics, covering the returns of 3,086 operating plants for the last year. A detailed report by provinces is in course of preparation.

The total capital invested in the industry amounted to $180,017,178, of which logging and timber plants contributed $36,516.01, mill equipment $55,793,373, materials on hand, stocks in process, finished products, and miscellaneous supplies $54,147,889, and cash trading and operating accounts and bills receivable $35,561,215.

The aggregate value of production for the year was $144,908,864, comprising the following principal items: Sawn lumber, $102,335,772; shingles, $8,124,968; lath, $1,560,136; pulpwood, $18,416,438; and miscellaneous products, including cooperage stock, poles, cross-ties, posts, veneer, etc., to the value of $14,471,550.

The principal kinds of lumber cut during the year were, in order of the cut: Spruce, 1,140,063 M. ft.; white pine, 783,482 M. ft.; Douglas fir, 707,373 M. ft.; hemlock, 255,356 M. ft.; cedar, 230,204 M. ft.; red pine, 99,780 M. ft.; balsam fir, 94,774 M. ft.; and all other varieties, including custom-sawn lumber, 618,426 m. ft.

# R. W. Rose Goes With Benjamin Moore & Co.

Richard W. Rose, until recently with the firm of Berry Brothers, Inc., of Toronto, has been appointed specialty salesman for Toronto and Western Ontario for Benjamin Moore & Co., Limited. Mr. Rose commences his new duties immediately.

**Open Branch at Winnipeg**

The Glidden Varnish Company, Limited, has opened a branch warehouse at Winnipeg, at 44 Princess Street. It is in charge of R. S. Grant, who was formerly with the Canada Paint Company.

Dominion Engineering and Machinery Company, Limited, head office Montreal, capital $3,000,000, plans to manufacture and deal in plans to carry on a general business in smelting, refining and manufacturing.

# South American Trade for Canada

## Manufacturer Outlines His Views to Montreal Business Men Regarding Possibilities in Southern Continent

"THE only way to get into business relations with South American countries is to go there yourself. Get in on the ground; have someone who knows you, and then get people who know the country to handle your business. It is useless to try to work through consuls or trade commissions. If you want to do business there you must do the work for yourself."

H. J. Fuller, president of the Canadian Fairbanks-Morse Company, Ltd., outlined his impressions as above to a large gathering of business men at a meeting of the Montreal Canadian Club. The topic taken by Mr. Fuller was, "A Business Trip to South America." The speaker had been there for a considerable time looking over trade possibilities, and the message which he brought back was one fraught with decided interest for manufacturers who contemplate trade expansion in an export way.

### There is a Big Field

Mr. Fuller stated that, during his trip in the Southern Continent, he had encountered a great many Japanese, who were establishing themselves in a trade way in South America. He believed that they would, in the future, be a factor to reckon with, so aggressive were they in this policy. There were also many Italians seeking trade in that country, and they were making a strong effort to establish themselves among buyers for various products.

In catering to this trade Mr. Fuller pointed out that among the requirements, long credits, early shipments and satisfactory service were three prime necessities. It was his say to get into this market early, because once a firm was established it would hold the trade if its products were of the proper standing. One of the things which he had noted while in South America was the great damage done to goods coming from the United States in a poorly packed condition. In some cases this had even led to the loss of goods forwarded, and in more than one case heavy machinery has gone through the bottom of lighters and sunk to the bottom of the sea.

### Made Exhaustive Study

In the course of his visit to the Southern Continent Mr. Fuller covered 14,000 miles. He had passed through various countries of the Southern Continent and had studied each from a business point of view, a trip, which, he said, would be well worth any Montreal business man's taking. There is nothing like the personal contact in matters of this kind, and such a trip would repay a manufacturer if he were in earnest and desired to really undertake the trade expansion in such a large country.

It was pointed out that if one were seeking trade in South America he could make but little headway through consular agencies, the only method being to send agents who are conversant with the language of the people, learn their customs and requirements, and build up business as it is being done by Japanese, Italians, and other foreign interests.

### War Had Its Effect

Surveying the various countries he visited, Mr. Fuller referred to the possibilities in Peru, Chile, Bolivia, Argentina, and Brazil. Due to the war and




*Do you know this phone service?*
Chamberlain in Cleveland "Press."

to the lack of shipping, because of this the business had been much dislocated in the Southern Continent. While passing through the country, Mr. Fuller had noted that locomotives had even been burning corn for fuel, and enormous quantities of grain had been standing in the fields.

Incidentally Mr. Fuller referred to the South American way of dealing with Bolshevists. He stated that in one of the countries he had visited near Argentine, the Government had collected some sixty Spanish Anarchists for deportation and had towed them out to the sea in a barge. The tow-rope broke, "unfortunately," with the result that the barge was lost and nothing has since been heard of the party.

### OFFICIAL FIGURES.

Official figures regarding Canadian importations of tinplate indicate the extent to which the Dominion has been purchasing from the United States. In the fiscal year ending March, 1914, shipments of plate and sheets from Great Britain amounted to 204,017 hundredweight, valued at $694,947; this decreased steadily during the war years, and was only 12,321 hundredweight valued at $84,116 in the fiscal year ending March, 1918, and 895 hundredweight, valued at $11,176 in 1919.

Imports from the United States increased during the same period, with the quantities and values as follows: 1914, 853,517 hundredweight, valued at $2,859,061; 1915, 848,107 hundredweight, $2,580,909; 1916, 981,499 hundredweight, $3,256,156; 1917, 1,178,366 hundredweight, $6,344,732; 1918, 1,270,796 hundredweight, $9,853,547; 1919, 1,448,880 hundredweight, $11,263,164.

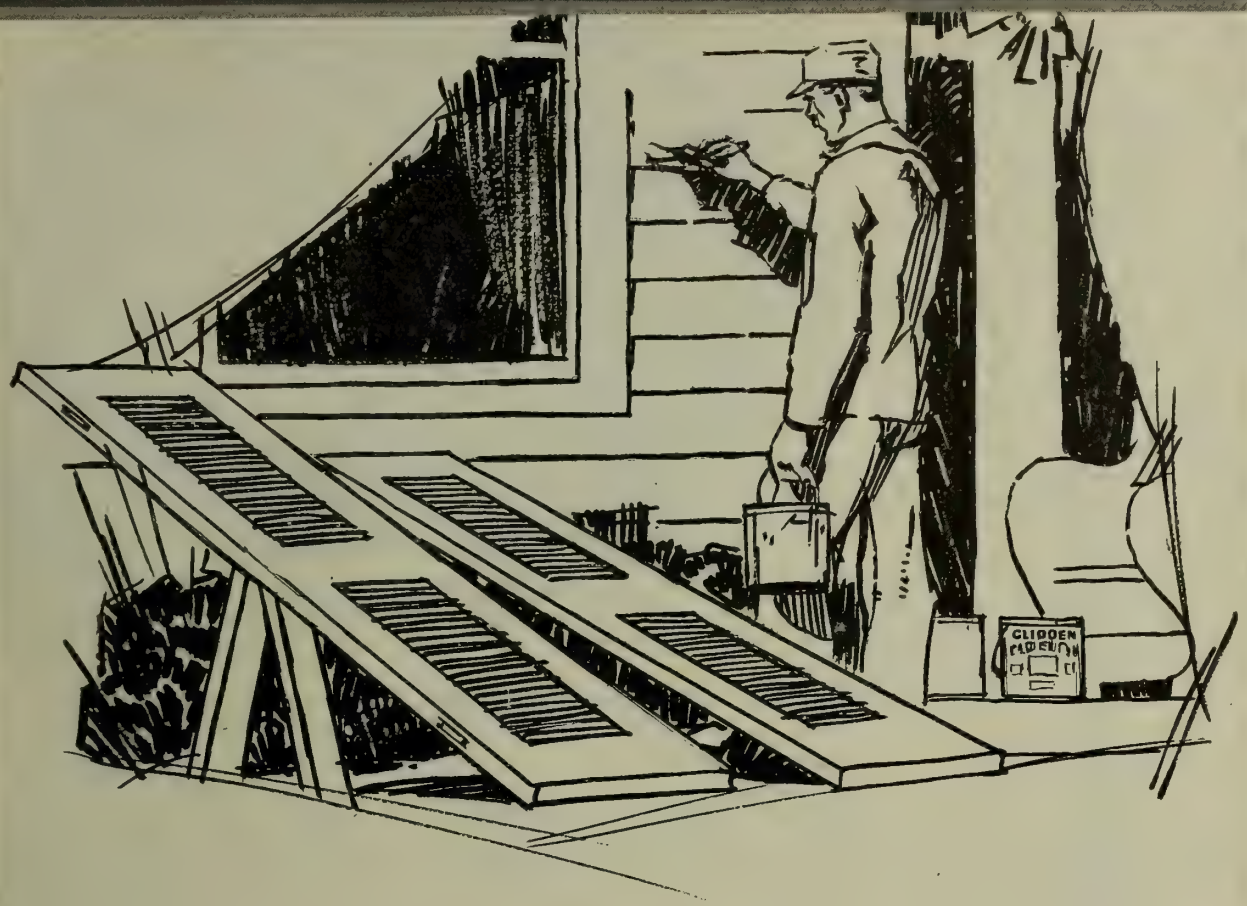
Imports of flat galvanized sheets, which were free under the preferential tariff (British) and dutiable under the general tariff, were largely in British hands prior to the war. Imports in the fiscal year ending March, 1914, were valued at $3,073,268, of which $2,054,508 were from Great Britain. They decreased to $986,264 in the fiscal year ending March, 1918. Rolled sheets, whether polished or not, of No. 14 gauge or thinness, have averaged over 1,000,000 hundredweight a year during the last fiscal years. In this commodity the United States has taken the largest share of the trade.

# Predicts That End is Already in Sight For Supplies of Crude Turpentine

SOME interesting predictions in regard to the future of turpentine and rosin production were made at a meeting in Savannah this week by Dr. Arthur D. Little, of Cambridge, Mass.

Application of chemical research to the utilization of rosin and turpentine was suggested as a productive field. "The end of the virgin supply of crude turpentine," Dr. Little said, "is already in sight, and much nearer than is generally realized. Fortunately for the South, and for the world, chemistry has performed the double service of demonstrating that cut-over lands may profitably be cleared and new supplies of rosin, turpentine and pine oil extracted from the encumbering stumps of long past lumbering."

Wastes are colossal, he pointed out, in the lumber industry, in gas and oil, and agriculture, and he suggested that the South's prosperity would be dependent on the utilization of these wastes. "A ton of straw, for example," he said, "will yield 1,100 feet of gas, or 800 pounds of high-grade paper. Great stores of ethyl alcohol, rosin, turpentine, gas and tar, and many thousand tons of paper, container and building boards, fruit wrappers, bags and twine are potentially present in the wood waste burned in the South each day."




# Confidence in Paint

Because the name Glidden is known throughout the Dominion for good quality in paint and varnish materials is one reason why you can have every confidence in Glidden Endurance Paint. Glidden Varnishes stand in high esteem by painters everywhere. So with Glidden Enamels. Glidden Jap-a-lac is a household word. Now this word stands for Paint —Glidden Endurance Paint—a pure lead and pure zinc paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability.

Not the cheapest paint you can sell per gallon, but by far the most profitable paint you can handle when "turn over" and general consumer satisfaction are considered.

Let us mail you our special paint proposition.

**THE GLIDDEN COMPANY, LIMITED**
**Toronto, Ontario**
***Branch Office and Warehouse at Montreal, Que.***



## WINNIPEG MARKETS

((Continued from page 89)

undergone a substantial advance. New prices are on the basis of 17½ per cent. off list prices, as compared with a former discount of 20 per cent. and 5 per cent. off list.

### *Stillson and Trimo Wrenches Up About 7½%*

**Winnipeg.**

STILLSON AND TRIMO WRENCHES ADVANCE. — Indications last week pointed to the probability of a slight drop in Stillson and Trimo wrenches and parts. This week's market tendency, however, dispels any such hope, as the latest quotations show a decided advance of approximately 7½ per cent. on previous prices. No further changes are anticipated at present. The following are quotations:

Stillson wrenches.—6-inch $1.05, 8-inch, $1.18, 10-inch $1.31, 14-inch $1.84, 18-inch $2.62, 24-inch $3.81, 36-inch $7.09. Jaws for same, 6-inch 39c, 8-inch 42c, 10-inch 45c, 14-inch 60c, 18-inch 92c, 24-inch $1.18, 36-inch $2.28.

Frimo Wrenches.—10-inch $1.56, 14-inch, $2.19, 18-inch $3.13, 24-inch $4.53. Jaws for same, 10-inch, 53c, 14-inch 72c, 18-inch $1.09, 24-inch $1.41.

### *Black Sheet Steel Shows Further Advance*

**Winnipeg.**

BLACK SHEET STEEL shows further advance. Another general advance has occurred on sheet steel, and although the change is not of large proportions, it indicates to a certain extent the future prices to which this line may advance if supplies are not forthcoming in larger and more regular quantities. Current prices are as follows: 10-gauge, $7.30; 12-gauge, $7.35; 14-gauge, $7.40; 16-gauge, $7.50; 18 and 20-gauge, $8.10; 22 and 24-gauge, $8.15; 26-gauge, $8.20; 28-gauge, $8.30.

### *Rope Unsettled Again Advances*

**Winnipeg.**

ROPE takes a substantial jump upwards. After a short period of apparent stability shows substantial advance in this week's quotations. All lines change, with the exception of lath yarn, which it is anticipated will advance in the near future. The new quotations are: Sisal rope, ¼ in. and 5-16 in., 25½c; ¾ in. and larger, 23½c.

British manila and African hemp, ¼ in. and 5-16 in., 29¼c; ⅜ in., 28¾c; 7-16 in., ½ in., and 9-16 in., 28¼c; 5-8 in., 27¾c; ¾ in. and larger, 27¼c.

Pure manila, ¼ in. and 5-16 in., 29¼c; ⅜ in., 33¾c.

Lariat sisal fry, 3 x 7-16 in., 28½c; 4 x 7-16, 29½c.

Lariat manila fry, 3 x 7-16 in., 37¼c; 4 x 7-16 in., 38¼c.

Lath yarn, 23½c per lb.

### *Plumbing Goods Take Upward Turn*

**Winnipeg.**

PLUMBING GOODS take upward turn. Many plumbing fixtures and parts show an advance for the week, the lines affected being: closets, closet tanks, bibbs and cocks, supplies, traps, baths, sinks and trimmings. Plumbing goods, for the past few weeks have been quiet, wit ha firm market. This week, however, shows a general advance of approximately 10 per cent. on previous prices. Plumbing goods are at present in good demand, but with the advent of spring, unusually large business is anticipated. Greater production will be necessary to meet the demand, and further advances are expected at no distant date.

### *Brass Cased Tubing Shows Further Advance*

**Winnipeg.**

BRASS CASED TUBING.—This line has been steady for some weeks, although indications pointed to further advances at no distant date. An advance has now occurred and further advances are anticipated in the near future. The new prices are as follows: Brass cased tubing, ¼ in., 12c; ⅜ in., 14c; ½ in., 16c; ¾ in., 24c; 1 in., 28c; 1¼ in., 45c; 1½ in., 55c.

### *Padlocks Some Lines Show Slight Advance*

**Winnipeg.**

PADLOCKS.—Some lines of padlocks again show an advance. This line of goods, although they have shown steady advance in the past, have been for some time quiet, with little noticeable change. Recent changes, however, show another 8 per cent. increase on previous prices, the Yale lock being the most affected.

### *Turpentine Shows Higher Prices*

**Winnipeg.**

TURPENTINE in the past has shown regular and marked advance, the market for the present is somewhat unsettled and further advances are anticipated in the near future. Present listings are: Barrel lots, $2.65 per gal.; less than barrel lots, $2.70 per gal.; one case of 2 5-gals., $27.70; one case of 1 5-gal., $13.95.

# PITTSBURGH MARKETS

PITTSBURGH, Dec. 18.—An intense feeling of relief pervades the iron and steel industry. The coal strike is off, and probably carries with it what little was left of the iron and steel strike. What remains to be done is to complete the organization of working forces for efficient operations. Full output may not be reached until March, ut steady progress is expected to be made. The steel trade feels as if it would be leaving behind it, with the old year, most of its troubles.

#### Steel Production

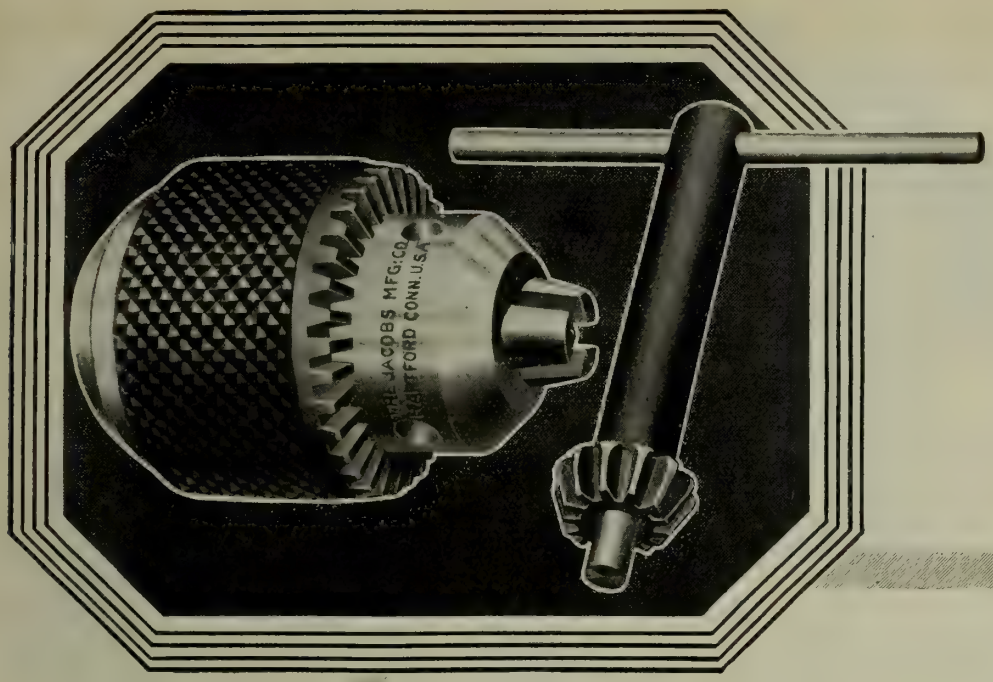
The coal strike can hardly have made steel scarcer, though there are no visible signs of it having made steel more plentiful. On the whole, the shortage of coal restricted the consumption of steel more than its production. A number of steel mills have been affected, but the finishing of steel has been restricted more than the production, through some works keeping their open-hearth furnaces, or Bessemer converters, going when they closed rolling departments to save coal, and the unfinished steel accumulated can be rolled later.

#### The Iron and Steel Strike

Before the coal strike began to restrict steel mill operations, the iron and steel strike was practically over, except in the Wheeling districts. Strikers in that district have been making investigations as to operations elsewhere, and find that the strike leaders grossly misled them by insisting that operations were poor in other districts. The Wheeling district strikers are, therefore, ready to go back to work, and plants in the district will be started as rapidly as fuel supplies permit.

While the strike is over, the steel producers explain that it will be some time before full production can be reached, as working forces are badly demoralized on account of so many men having shifted in employment, while the morale is low at some works through the men taking advantage of the knowledge that the employers preferred them to be on the payroll and doing indifferent work rather than to be on strike. The situation is probably not as bad as it is painted in some quarters, however, for it must be remembered that in August the production of steel, although greatly increased over the rate in May, was only about 80 per cent. of rated capacity, and in the first three weeks of September, just before the strike, it can hardly have been as much as 85 per cent. Thus the mills have no high mark to aim at in order to regain the rate of production before the strike.

It is now possible to make a fairly close estimate of the amount of steel production lost on account of the iron and steel strike. From its inception, September 22, until December 8, when the coal situation became altogether the dominant influence, there was a period of 11 weeks. The rate of finished rolled steel production just before the strike was about 600,000 gross tons a week; so that in the 11 weeks, normal production would be taken at 6,600,000 tons. Actual production may be estimated at about 4,000,000 tons, showing an apparent deficit of 2,600,000 tons. However, part of the production before the strike, perhaps 10 per cent. or more, was for the purpose of accumulating stocks, since the strike was expected, and in many quarters even a greater strike than occurred. Production for consumption was only between 500,000 and 550,000 tons, and stocks were drawn upon during the strike.




# MORE PRODUCTION

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In industry it is to be gained in great part by the adoption of time-saving methods.

In selling to the drill user Jacobs Chucks you are selling him greater convenience and a time-saving device as well as a firm-gripping, dependable tool.

You will understand his appreciation when he calls for more of the same sort.

*Order a stock to-day*

**THE JACOBS MFG. CO.**

**Dept. H.M.**

**HARTFORD — CONN.**

Jacobs Chucks

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Dec. 18.—Definite changes in the paint market are practically nil this week, that is, in the matter of quotations. Linseed oil is selling at the same prices as quoted last week, but little relief has come in the way of increased seed supplies. It will be several weeks, in all probability, before there is measurable improvement.

Turpentine shipments still are light, and the outlook for stock is little, if any, better. The basis is unchanged in this market.

Putty has been selling so well that some of the jobbers are short of supplies, and this is due, in part, to the scarcity and high cost of whiting, also to the scarcity of linseed oil. Glass markets are active. Some shipments are reported to have arrived from Belgium. Shellacs are scarce and firm at the recent advances. Manufacturers are very busy on actual orders for prepared paint for next year, and the outlook is very promising for a big season.

### *Some Argentine Seed; May Come to Crushers*

**Montreal.**

LINSEED OIL.—Movement of flax from the lake head is bound to be of limited quantity for the coming weeks. The dependence of the crusher is on supplies from the south, and it is stated that some seed is looked for, with probability of improvement coming later. In the meantime supplies are light. However it is quite likely that, for awhile, there will be little surplus oil, and manufacturers, in the meantime, are having all they can do to secure such quantities of oil as they need for winter menufacturing. Prices are unchanged this week, but altogether, the market is very strong.

| Raw— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 47 | 2 50 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| **Boiled—** | **Imp. Gal.** | |
| Single barrels | 2 49½ | 2 52½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting.

### *Not Heavy Demand But High Turpentine*

**Montreal.**

TURPENTINE.—Prices have been continued firm throughout the week, but there has been no change, quotably. Manufacturers have required more stock than they have been able to procure from the south, but there seems little promise of improvement, as far as augmenting supplies is concerned. Were it not for the fact that demands from the trade are seasonably small, the market would tend to firm. In the meantime, estimates of production in the South are placed at 337,000 casks for the season just closing.

| Turpentine— | Imp. Gal. | |
|---|---|---|
| Single barrels | 2 35 | 2 40 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Glass Rules Strong; Putty Supply Smaller*

**Montreal.**

GLASS AND PUTTY. — Strength characterizes the glass market, and the jobbers report a healthy demand for both box and plate. The arrival of glass from European sources seems more promising, and if this is continued on an increasing scale, the market ought to be more freely supplied than heretofore. Importers have been besieged with repeat orders, and the movement has been heavy.

Putty sales have been so heavy as to materially reduce the stocks of jobbers, and there is much difficulty, it is said, in procuring whiting. Under this scarcity whiting markets are firm. No putty price changes have been registered this week.

| | 5 ton | 1 ton | Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 3 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *Shellacs Very Firm; Prepared Paint Selling*

**Montreal.**

SHELLACS, PAINTS.—There is decidedly great difficulty in procuring adequate stocks of shellac, and the market is very firm at the advance of fifty cents, recently made. This commodity, it would seem, will continue to be scarce for some time yet.

Paint makers are still working actively on orders in hand for the coming season, and the basis is steadily firm, with many raw materials higher and scarcer than ever.

### *White Lead in Oil is Firm and Steady*

**Montreal.**

WHITE LEAD IN OIL.—With the jobbing trade, the market is ruling without basic change, but the undertone is steadily firm. Sales have been maintained well all through the season, and with high labor, high oil, and high pig lead, the commercial product is naturally bound to hold high. Sales are made on the following basis: Five ton lots, per cwt., $16.50; ton lots, $17, and smaller quantities, $17.35.

## TORONTO

TORONTO, December 18.—Some important changes are noted this week in the oil and turpentine market. Linseed oil has advanced from 5 to 10 cents per gallon; turpentine shows a decline of 5 cents per gallon, while shellac has climbed 50 cents per gallon higher. White lead in oil is showing good demands, also prepared paint, putty, glass, etc. Plate glass list prices have been changed and are now quoting on a new net list.

Indications point to a great year of expansion for 1920, and many are preparing for this, judging from the number of booked orders that are reported. Now that the coal crisis is over and other labor is getting more settled, manufacturers, it is believed, will be able to concentrate on production in all lines, which will naturally reflect in the prices.

### *Rosin Unchanged; May Go Higher*

**Toronto.**

ROSIN has shown some fluctuations but many believe that a decline would not be in order and are more prepared to look for higher prices.

### *Turpentine is Weaker; Showing Decline of 5c*

**Toronto.**

TURPENTINE is weaker and has been easing off some this last day or so. One of the reasons given is the fact that very warm weather has prevailed till a late season in the South this year, and this has enabled the workmen to get supplies out more rapidly. It is hard




# Refinishing Jobs

Much of the varnish sold by the dealer is used for refinishing purposes, and is bought by consumers who are not finishing experts. It is to such consumers that Berry Brothers' Varnishes, Stains and Enamels are especially adapted.

While "Berry" finishes have been for a great many years appreciated by the experienced painter because of their uniform quality, their easy working and excellent drying properties are additional buying inducements among house owners who are unskilled with the varnish brush and do their own refinishing.

**Partial List of Distributors of Berry Brothers' Products**

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| Wood-Vallance Hardware Co., Ltd., Nelson, B.C. | Lariviere, Inc. - - - Montreal, Que. |
| Frank A. Gillies Co. - - Halifax, N.S. | L. H. Gaudry & Co., - - Quebec, P.Q. |
| Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont. | Wood, Vallance, Ltd. - Winnipeg, Man. |
| Whites, Ltd. - - - Collingwood, Ont. | Wood, Vallance & Adams, Ltd., Calgary, Alta. |
| Sanderson Pearcy & Co., Ltd. - Toronto, Ont. | Revillon Wholesale, Ltd. - Edmonton, Alta. |
| Townsend Paint Mfg. Co. - Montreal, Que. | |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

No. 6?

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

to state what will take place in the near future, but present indication are for weaker prices for a few weeks at least. The supplies on the local market are said to be sufficient to cover all present needs. Following are the present quotations:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 55 |
| 2 to 4 barrel lots | 2 54 |
| 5 gal. lots | 2 70 |

## *Prepared Paint Shows Continued Good Sales*

**Toronto.**

PREPARED PAINT.—The demand for this commodity continues to be a large one, and a large volume of business is being expected during the coming year. The present price, although a firm one, is holding steady, and no immediate change is expected.

## *Linseed Oil Again Advances 5 to 10c Gallon*

**Toronto.**

LINSEED OIL.—An advance of from 5 to 10 cents per gallon has taken place. The main cause for this, it is stated, is the persistent advance of flax seed, and last week's market reported advances as high as 18 cents on seed. The situation, however, is a quiet one, and business is expected to be rather dull till at least the new year. No lower prices of any marked nature are expected till near the spring, when it is possible that the Argentine crop may affect prices. The following are the new prices:

| Linseed Oil— | | Raw |
|---|---|---|
| 1 to 2 barrels, gal. | 2 70 | 2 80 |
| 3 to 5 barrels, gal. | 2 69 | .... |
| 10 barrels and over | 2 67 | .... |
| | Boiled | |
| 1 to 2 barrels, gal. | 2 73 | 2 83 |
| 3 to 5 barrels, gal. | 2 72 | .... |
| 10 barrels and over | 2 70 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

## *Good Sales Noted For Putty*

**Toronto.**

PUTTY shows very good sales and the price remains unchanged. The following are present quotations:

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 85 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *Shellac Has Taken Advance, 50c Gallon*

**Toronto.**

SHELLAC.—An advance has taken place in shellac of 50 cents per gallon. It would be hard to state the reason for this advance but one of the main factors is the shortage of raw material, as well as the present high rate of exchange on the New York market.

## *Plate Glass Advances; Window Glass Unsettled*

**Toronto.**

GLASS.—Plate glass has shown an advance. Jobbers state this is more of a revision, and while some sizes are higher others are very slightly less. One of the main factors is that the smaller cut sizes are practically off the market and are impossible to procure. This being the case, it is necessary to cut the larger sizes, which will sell at a higher rate per square foot. Window glass at present remains firm and unchanged, although higher prices are daily looked for. It has been stated by some jobbers that only shipments for prompt delivery in both plate and window glass will be accepted. The new prices on plate glass are as follows:

| | Per sq.ft. |
|---|---|
| Plates from 1 to 15 feet | 1 65 |
| Do., 15 to 25 feet | 1 85 |
| Do., 25 to 50 feet | 1 95 |
| Do., 50 to 100 feet | 2 20 |

These prices are net. F.o.b. Toronto. Casing and freight charges extra.

## Enormous Increase In Demand For Rubber

Owing to the enormous increase in the demands for rubber for automobile tires and other purposes, the supply is barely keeping up with demands.

At the annual general meeting of Harrisons & Crosfield (Ltd.), London, Eng., the chairman of the company dealt with the position of rubber and gave interesting details of world production and consumption. He pointed out that in 1918 he had predicted, subject to there being no artificial restriction of output, that the production in 1919 of plantation rubber would be 314,000 tons; for 1920, 354,000 tons; in 1921, 381,000 tons; in 1922, 403,000 tons; and in 1923, 430,000 tons; that in 1917, the world's consumption of rubber was 255,000 tons, 52,000 tons of which were derived from sources other than the East. After allowing for the accumulated crop of 1918, which was exported from Eastern countries in 1919, he estimated the plantation production for the present year will reach 320,000 tons; with 40,000 tons of wild rubber, the aggregate for the year will therefore total 360,000 tons. As to subsequent years he did not revise the estimates he gave on the previous occasion except that in 1920 production will probably reach betwen 360,000 and 370,000 tons.

Concerning consumption, the chairman stated that the United States has imported over 150,000 tons during the first eight months of the current year, and the total for the twelve months would aggregate about 220,000 tons. Against this the net imports of the United Kingdom were only 40,000 tons, which he estimated would meet the year's consumption. France took 14,500 tons in the first six months and for the year may need 30,000 tons. Italy's requirements he estimated at 15,000 tons; Canada, 10,000 tons; Japan, similar amount; and, allowing 25,000 tons for the rest of the world, the total consumption would reach 350,000 tons, against a production of 360,000 tons. He pointed to the increasing demands and needs of the United States for the raw product, comparing it with the lower requirements of the United Kingdom. He concluded by expressing the opinion that, owing to the greater use of rubber for transport vehicles as well as for new purposes, the rubber industry is likely to be faced with a shortage of raw material rather than of oversupply.

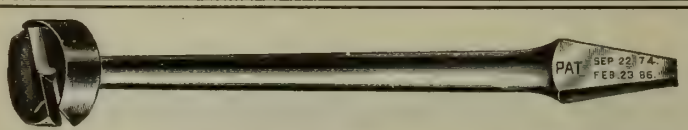
## Britain Still Leads in Trade of World

NEW YORK.—The foreign trade of the United States for 1919, the first year following the war, will probably exceed $11,000,000,000, compared with $4,259,000,000 for the fiscal year of 1914, all of which preceded the war, according to approximate figures compiled by the National City Bank.

Despite this great gain, which is partly due to increased prices, Great Britain still retains the leadership in world trade, according to the bank's statistics, with a total for 1919 that probably exceeds that of the United States, possibly the twelve billion-dollar mark.

Exports form two-thirds of the United States trade, while imports attain the same ratio in Great Britain's figures. American exports approximate more than $7,000,000,000 as against $2,365,000,000 for the 1914 fiscal year, and imports $3,800,000,000 against $1,894,000,000.

The international trade of the world has advanced to $70,000,000,000, a gain of $30,000,000,000 over the year preceding the war and $1,000,000,000 over 1918. As these figures include exports and imports of all countries, thus counting all merchandise twice, the 1919 total represents $35,000,000,000 worth of merchandise.

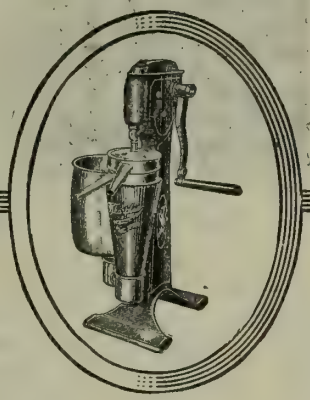



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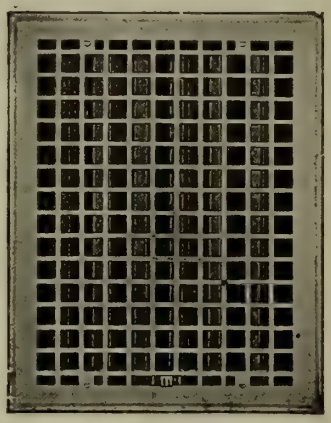
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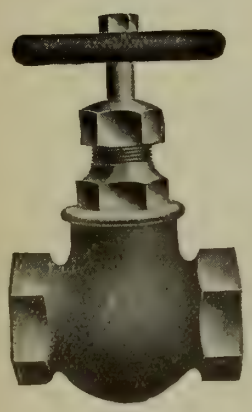
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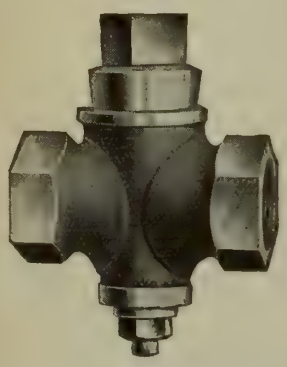
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STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
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# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

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Dominion Ammunition, in cases. Discount 30/10/20%; broken cases subject to an extra charge of 5%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

### AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.00; Nos. 1 and 2 (100 in box), $3.30; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.30; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.30; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $18.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

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| 4/16 | 6.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:
Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | |
|---|---|---|
| Single Bits, doz. | $18 00 | $22 00 |
| Hunters' Axes | 12 50 | 13 00 |
| Boys' Axes | 13 00 | 14 00 |
| Double Bit | 26 50 | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz. | | 20 00 |
| No. 3, doz. | | 22 50 |
| No. 4, doz. | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb. | $4 00 |
| No. 2 x 50, lb. | 5 00 |
| No. 3 x 60, lb. | 7 50 |
| No. 4 x 100, lb. | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅝ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy | $27 00 |
| No. 10, Daisy | 32 00 |
| No. 31, | 11 00 |
| No. 32 | 12 00 |
| No. 35 | 26 00 |
| No. 36 | 30 00 |
| Perfection | 34 50 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%.
corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 60%. Tire Bolts, 45%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb. ... 11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 37 |
| Rods, base ½ to 1 in., round | 0 35 |
| Tubing, seamless, base | 0 43 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Baby Globe | 2 35 |
| Pony | $2 35 |
| Royal Globe | 5 15 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Solid Back Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 30 |
| Glass Globe | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 7½% |
| No. 800 | add 12½% |
| No. 838 | Net list |
| No. 808 | 5% |
| No. 804 | 5% |
| Nos. 802, 842, 844 | Net list |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.05 | 13.70 |
| 7-16 in. | 10.80 | 13.30 |
| ½ in. | 10.40 | 12.95 |
| ⅝ in. | 10.65 | 12.75 |
| ¾ in. | 9.95 | 12.20 |
| ⅞ in. | 9.65 | 11.90 |
| 1 in. | 9.50 | 11.80 |

F.O.B. Toronto.

| | Electric Welded Proof | B.B.B. |
|---|---|---|
| ⅛ in. | $18.95 | ..... |
| 3-16 in. | 17.25 | $22.75 |
| ¼ in. | 15.85 | 19.50 |
| 5-16 in. | 13.30 | 15.70 |
| ⅜ in. | 10.50 | ..... |
| 7-16 in. | 10.20 | ..... |
| ½ and ⅝ in. | 9.95 | ..... |

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.35 in car lots: 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 8, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

### CLOTHES BARS AND DRIERS

| | Per Doz. |
|---|---|
| Leader Clothes Dryers | $10 85 |
| Clothes Bars, No. 1 and 3 | 9 60 |
| No. 2 | 12 00 |
| No. 4 | 1 00 |
| No. 5 | 13 00 |
| No. 6 | 15 00 |

### CLOTHES HORSES, Etc.

| | Folding | Extension |
|---|---|---|
| 4 ft. | $ 9 75 | $19 50 |
| 5 ft. | 12 25 | 24 50 |
| 6 ft. | 15 00 | 30 00 |

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 39 |
| Soft sheets, base 16 oz. and heavier | 0 42 | 0 46 |
| Tubing, lb. | 0 46 | 0 45 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 90 |
| No. 7, lb. | 89 |
| Nos. 8, 9, 10, 12 | 88 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 35 | $7 35 |
| Do., 60 shetes | 7 45 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont. Per Box |
|---|---|---|
| IC. 20x28 base | $20 00 | $20 50 |
| IX. 20x28 base | 23 00 | 23 50 |
| IXX. 20x28 base | 26 00 | 26 50 |
| IXXX. 20x28 base | 28 00 | 28 50 |

### TERNE PLATES

IC, 20x28, 112 sheets ..... $20 00
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.



# *Merry Christmas*

Wishing all our friends in the Trade hearty Christmas Greetings and sincere wishes for a Bright and Prosperous New Year.

## E. Edelmann & Company

*"Known the World Over for Quality"*

Chicago - U.S.A.

*Manufacturers of*

"Breaknot" Battery Tester
"Jumbo" and "Gem" Grease Guns
4-in-1 Screw Drivers
3-in-1 Screw Drivers
"Sexto" Rench Set
"Han-d" Hammer
"Han-d" Wrench Set
"Perfect" Coupling Assortment
No. 312 Muffler Cut Outs
"Leaknot" Air Chuck, Etc.

*Ask Your Jobber.*



**CLOCKS**

| | |
|---|---|
| Big Ben | $3 25 |

F.O.B. Montreal, Toronto, Hamilton.

| | |
|---|---|
| Good Morning, each | 1 60 |
| Lookout | 2 00 |
| Sleepmeter | 2 15 |

Hamilton

**CROWBARS, $9.60 per 100 lbs.**

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| 1/4 | .60 | 23/32 | 1.60 |
| 9/32 | .65 | 3/4 | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | 1/2 | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| 1/4 | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | 3/4 | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼" | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Canada | 12 50 |
| Hatch | 12 75 |
| National | 14 50 |
| America | 16 50 |
| Great West | 30 00 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | .... |
| Majestic, 2 Burner | .... |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap Doz. | Tee pairs. |
|---|---|---|
| 4-inch | $ 3 00 | $ 2 55 |
| 5-inch | 3 70 | 3 20 |
| 6-inch | 4 00 | 3 60 |
| 8-inch | 5 40 | 4 40 |
| 10-inch | 9 60 | 7 30 |
| 12-inch | 11 90 | 11 60 |
| 14-inch | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch | $1 00 | $1 00 |
| 4-inch | 1 20 | 1 10 |
| 5-inch | 1 40 | 1 30 |
| 6-inch | 1 70 | 1 50 |
| 8-inch | .... | .... |
| 10-inch | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | English | Canadian | Fox |
|---|---|---|---|
| No. 2, per doz. | $4 40 | $5 00 | $5 50 |
| No. 3, per doz. | 4 50 | 5 50 | 6 40 |
| No. 4, per doz. | 4 60 | 6 00 | 7 40 |
| Little Giant | 6 25 | .... | .... |
| Barden Patent | 6 25 | .... | .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger Less 20c. | No. 1 and smaller |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $1 85 |
| Mrs. Potts, No. 50, nickel-plated, set | 1 90- 1 95 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons— | |
| Style A | $4 71 |
| Style B | 5 08 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 1 [illegible] |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Perfect, 6 to 16 ft only | $0 37 |
| Standard | 0 31 |
| Crescent | 0 28 |
| Household | 0 24 |
| Hercules, 4 to 10 ft. | 0 39 |
| Hercules, 12 to 14 ft. | 0 44 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 5 ft. only | 0 27 |
| Gardner, No. 1 | 0 24 |
| Do., No. 2, bolted | 0 27 |
| Dominion, No. 3 | 0 28 |
| Do., No. 4, bolted | 0 31 |

Single and Fruit Pic[illegible]

| | |
|---|---|
| 10 ft. to 16 ft. | 23c ft. |
| 18 ft. to 20 ft. | 24c ft. |

F.o.b. Toronto, Hamilton, London.

| Roped and Straight Extension Ladders | Per ft. |
|---|---|
| 20 to 32 ft. | $0 25 |
| 36 to 40 ft. | 0 27 |
| 44 ft. | 0 29 |
| Over 44 ft. | 0 42 |
| Best quality, 20 to 40 ft. | 0 35 |
| Three section extension | 0 35 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $12 50 |
| Dowswell | 12 50 |
| Noiseless | 16 25 |
| Hamilton | 13 50 |
| Peerless | 13 00 |
| Snowball | 18 75 |
| Momentum | 20 25 |
| New Century, style A | 18 00 |
| New Century, style B | 20 00 |
| Playtime, engine drive | 26 00 |
| Ideal Power | 30 00 |
| Seafom, electric, style A | 120 00 |
| Seafoam, engine drive | 55 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 13 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | [illegible] |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 31 00 |
| Connor ball-bearing, with rack | 21 00 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 124 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor Vacuum | 26 00 |
| Patriot | 23 00 |
| Jubilee | 11 25 |
| Canada First | 23 00 |

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $2.40 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $33 00 |
| No. 8, dozen | 37 25 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 75 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1¼ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.95 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.05.

Sault Ste. Marie, Port Arthur Fort William, $5.30 base, f.o.b. factory; no freight allowance.

# Defies Destruction



## The Bristles in the SIMMS PAINT BRUSHES

are set in by a unique and exclusive process which has been developed by the expenditure of a large amount of money, and genuine hard work.

The setting is as strong as adamant, and cannot be destroyed.

This brush can be used for years in all kinds of paints, varnishes, oils, hot water, paint removers, etc., and never release a single bristle.

TRADE SIMMS SET IN RUBBER MARK

is the brush your painter customer wants. Stock it for him, and get his trade and appreciation.

For your general trade, we have the following line of high quality products—

BROOMS
WHISK BROOMS
LATHER BRUSHES
SHOE BRUSHES
STOVE BRUSHES
SCRUBBING BRUSHES

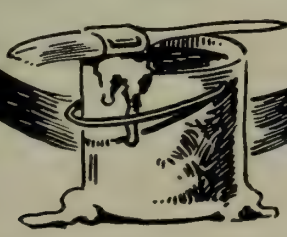
Communicate with our nearest branch, for prices, etc.

**T. S. SIMMS & CO., LTD.**

*Makers of Better Brushes and Brooms for 54 Years*

HEAD OFFICE, ST. JOHN, N.B.

Montreal London Toronto







R. B. STEWART
Beatty Bros. Limited, London, Eng.



N. J. CABELDU
Beatty Bros. Limited, St. John



A. S. WALBRIDGE
Beatty Bros. Limited, Montreal



L. P. WINSLOW
Beatty Bros. Limited, Fergus



J. M. THOMPSON
Beatty Bros. Limited, Winnipeg



W. H. STERNE
Beatty Bros. Limited, Edmonton



A. K. FREEBORN
Beatty Bros. Limited, Vancouver



M. J. BEATTY
General Sales Manager

# *Greetings*

# BEATTY BROS. LIMITED

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.35 base, f.o.b. Montreal. No equalization of freights.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**

C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅞" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 30 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal,

Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| | |
|---|---|
| Blue Ribbon— | |
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 26 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 00 |
| U.S. Navy (spun) | 21 00 |
| U.S. Navy (unspun) | .... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

**OILS**

| | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal... | 0 33 | 0 32 |

| | List | Gallon |
|---|---|---|
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A. list | 1 00 |
| Gargoyle Mobiloil, A and E | 1 30 |
| Gargoyle Mobile, B and BB | 1 40 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 09 |
| Fuel oil, tank cars, net | 0 08 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**

See weekly report.

**PACKING**

| | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

**PAPER**

| | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anchor | $1 23 | 1 20 |
| Dry Fibre, No. 2, Anchor | 0 72 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 90 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 80 | |
| "Stag" Sheathing | 0 80 | |
| Tarred felt, per cwt.— | | |
| 7, 10, and 16 oz. | 4 65 | |
| Cyclone (dry) | 1 23 | 1 20 |
| Cyclone (tarred) | 1 33 | 1 30 |
| Joliette (dry fibre) | 0 64 | 0 66 |
| Monarch Sheathing (per 100 lbs.), white | 5 75 | .... |
| Do., gray | 4 75 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 75 | |
| Straw, sheathing, heavy, dry, cwt. | 4 15 | |
| Do., tarred, per cwt. | 4 30 | |

F.o.b. Toronto and Montreal.

**PASTE**

Stick-Fast

| | |
|---|---|
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| | | |
|---|---|---|
| Clay— | | |
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 50 |
| 4 gross (cartons), 4 in. | 1 75 |
| Spring, 2 grs. box | 1 00 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 42, Dec. 9, 1919.

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| ⅛ in.. | $ 6 00 | $ 8 00 | $.... | 0.... |
| ¼ in.. | 4 65 | 6 78 | 5 13 | 7 26 |
| ⅜ in.. | 4 65 | 6 78 | 5 13 | 7 26 |
| ½ in.. | 6 16 | 7 74 | 6 84 | 8 42 |
| ¾ in.. | 7 76 | 9 89 | 8 68 | 10 81 |
| 1 in.. | 11 48 | 14 62 | 12 84 | 15 98 |
| 1¼ in.. | 15 53 | 19 78 | 17 37 | 21 62 |
| 1½ in.. | 18 56 | 23 65 | 20 76 | 25 85 |
| 2 in.. | 24 98 | 31 82 | 27 94 | 34 78 |
| 2½ in.. | 39 49 | 50 31 | .... | .... |
| 3 in.. | 51 64 | 65 79 | .... | .... |
| 3½ in.. | 65 78 | 82 80 | .... | .... |
| 4 in.. | 77 94 | 98 10 | .... | .... |

Standard Lapweld

| | Steel Blk. | Gal. | Gen. Wrot. Iron Blk. | Gal. |
|---|---|---|---|---|
| 2 in.. | $27 94 | $34 78 | $31 64 | $38 11 |
| 2½ in.. | 40 66 | 51 48 | 46 51 | 57 33 |
| 3 in.. | 53 17 | 67 32 | 60 32 | 74 97 |
| 3½ in.. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in.. | 76 85 | 97 01 | .... | .... |
| 4 in.. | 79 03 | 99 19 | 89 93 | 110 09 |
| 4½ in.. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in.. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in.. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in.. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 in.. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in.. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in.. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in.. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 70% | 75% |
| 4½" and larger | 60% | 65% |

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

**PIPE (Conductor)**

| | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**

See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 15% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**

See prices under Wares, etc.

**PITCH**

| | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

**PLANTERS, CORN**

| | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

**POLISH (O-Cedar)**

| | |
|---|---|
| 4-oz. bottles, doz., list | 3 00 |
| 12-oz. bottles, doz., list | 6 00 |
| 1-qt. can, doz., list | 15 00 |
| ½-gal. cans, doz., list | 24 00 |
| 1-gal. cans, doz., list | 36 00 |

Discount, 30 per cent.

| | |
|---|---|
| Liquid Veneer— | |
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**

Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 8 40 | 8 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

**ROOFING**

| | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply | 1 85 | 2 00 |
| Everlastic, 2-ply | 2 20 | 2 30 |
| Everlastic, 3-ply | 2 55 | 2 65 |
| Panamoid, 1-ply | 1 75 | 1 70 |
| Panamoid, 2-ply | 2 05 | 2 03 |
| Panamoid, 3-ply | 2 40 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 8 25 | |

F.o.b. Toronto and Montreal.

**ROPE**

| | Lb |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 26 |
| New Zealand hemp basis | 26 |
| Sisal basis | 22½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 22½ |
| Double lathe yarn | 23 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. | On application |
| Cotton, ⅛ in. | 0 82 |
| 5-32 in. | 0 81 |
| 3-16 in. | 0 74-77½ |
| ¼-in. and up | 0 80 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)—**

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

**TAPES, MEASURING (LUFKIN)—**

| | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |
| | Dozen |
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

**SCALES**

| | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 00 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices, net; standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

**SCYTHES**

| | Doz. |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.

# Electric Weld Range Boiler

# The Quality

## MADE IN CANADA

**We desire to announce the opening of our new factory in Toronto for the manufacture of the famous "Electric-Weld" Range Boilers and Tanks**



Class A 20

The Electric Weld Boiler is extra heavy weight, full wine gallon capacity, rugged and strong, built on the "No Rivet—No Leak Principle," and is furnished you at no greater price than you are asked to pay for the smaller, lighter, less durable, riveted product.

The "Quality Range Boiler" has electrically-welded seam. Has brazed head and bottom. Has hydraulic-driven pipe connections.

Is completely galvanized inside and out after manufacture. Is rigidly tested and inspected.

The cut showing the strip of metal is proof of the strength of the Electric Weld Under mechanically applied tension the weld sustained a pull of 54,160 lbs. per square inch and even under that tremendous load remained intact and the rupture occurred, not in the weld, but in the body of the sheet itself.

The Electric Weld principle of manufacture explains the dominating position held by these boilers and for this reason you will find Electric Weld construction in high pressure air tanks, oxygen tanks and wherever freedom from leaks is the paramount need. A service record of seventeen years and five million boilers and tanks in use is evidence that the Electric Weld is the superior of every other type of construction.

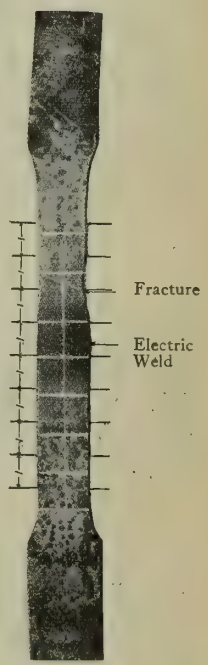



Figure 169

## Canadian John Wood Manufacturing Co.

**Limited**

**Toronto, Ontario**





**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright ..... 77½%
Wood, R.H., bright ..... 75 %
Wood, O.H., bright ..... 75 %
Wood, F.H., brass ..... 55 %
Wood, R.H., brass ..... 52½%
Wood, O.H., brass ..... 52½%
Wood, F.H., bronze ..... 50 %
Wood, R.H., bronze ..... 47½%
Wood, O.H., bronze ..... 47½%
Square cap ..... 20
Hexagon cap ..... 20
Wooden Bench Screws
Dozen ..... $7 30

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| U.S. oz. .. | 8 90 | 9 75 | 9 25 | 9 50 |
| U.S. 28... | 8 30 | 10 15 | 8 85 | 8 80 |
| U.S. 26... | 7 90 | 8 75 | 8 55 | 8 45 |
| 22 and 24. | 7 70 | 8 15 | 8 40 | 8 25 |
| 18 and 20. | 7 50 | 7 95 | 8 25 | 8 05 |
| 16 ..... | 7 25 | 7 75 | 8 10 | 7 85 |
| 12 and 14. | 7 05 | 7 50 | 7 95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. ..... | $10 00 | $9 50 |
| 26 ga. ..... | 9 75 | 9 25 |
| 24 ga. ..... | 9 15 | 8 95 |
| 22 ga. ..... | .... | 8 80 |
| 20 ga. ..... | .... | 8 60 |

F.O.B. Montreal.

**SHINGLES, METAL**
Standard, galvanized ..... $10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.
On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M.....$13 50 $16 50

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |
| No. 22G oven for above stoves | 7 25 |

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net..... 4 25
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each ..... | $ 7 00 |
| No. 530, each ..... | 8 25 |
| No. 630, each ..... | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
No. 33, per doz. ..... $34 50
No. 98, per doz. ..... 18 50
No. 99, per doz. ..... 23 00
Star, No. 1, doz. ..... 21 00
Star, No. 2, doz. ..... 24 00
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50

**TACKS** Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 71
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 16 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**
Hatch Trolley, per ft..... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. ..... 0 12

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb..... 0 87
Cones, 3-ply, lb ..... 0 83
Do., 4-ply, lb. ..... 0 87½

**WOOD TUBS**
No. 0, per dozen .....$20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard.... 28
High grade ..... 24
Fuller work, standard..... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 ..... 28
Bath cocks, compression..... 30
Flatway stop and waste cocks, standard ..... 32
Roundway stop and waste cocks, standard ..... 32
Brass steam cocks, standard..Net list
Radiator valves, standard..... 15
Do., removable seat..... 10
Globe, angle and check valves, standard ..... 5-9%
Gate or Straightway.....Net
Jenkins Gate Valve.....10%
Jenkins Globe .....Net
Standard Gate .....Net
F.O.B. Toronto.
Penberthy Brass Valves
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Scotch Grey Ware, 50 and 5%.
Colonial, 20 and 10%.
Imperial Ware, 20 and 10%.
Pearl, 20 and 10%.
Premier, net list.
Canada Ware, net list.
Diamond, net list; White Ware, 45%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, plus 10%.,
Tinners' Trimmings, 50%
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 20%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 30%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, net list off; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 30%.
Heavy Galv. Pails and Tubs, list, plus 20%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 35%.
Galv. Coal Hods, list, plus 50%.
Paper Lined Boards, 30 and 10%.
Wood-lined Boards, 20% and 5%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 25%.
Copper Tea and Coffee Pots, list, plus 25%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs..... | $3.75 | $4.00 | $4.00 |
| Section, ½lb., per 100 lbs..... | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs., per cwt. ..... | 3.00 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 ..... | $5 80 |
| No. 10 ..... | 5 90 |
| No. 11 ..... | 5 95 |
| No. 12 ..... | 6 05 |
| No. 13 ..... | 6 15 |
| No. 13½ ..... | 6 20 |
| No. 14 ..... | 6 35 |
| No. 15 ..... | 6 50 |
| No. 16 ..... | 6 65 |

Stovepipe Wire

| | |
|---|---|
| No. 18 ..... | 8 75 |
| No. 19 ..... | 9 25 |

Fine wire, list plus 20%.
Smooth Steel Wire.
Nos. 0-9 gauge, base ..... 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 36c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

**WRENCHES, STILLSON**

| | | |
|---|---|---|
| 6 | in., doz. | $12 00 |
| 8 | in., doz. | 13 50 |
| 10 | in., doz. | 15 00 |
| 14 | in., doz. | 21 00 |
| 18 | in., doz. | 30 00 |
| 24 | in., doz. | 43 50 |
| 36 | in., doz. | 81 00 |

**WRINGERS, CLOTHES**
Domestic, No. 531E .....$120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E..... 111 80
Favorite, No. 512 ..... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 ..... 138 50
Ottawa, No. 331E ..... 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E ..... 100 30
Discounts from above list 30 and 5 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

## SPADES, SHOVELS AND SCOOPS

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

### BLACK LIST PRICES

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | ..... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 61 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. ..... | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. ..... | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings ..... | 37 00 |
| Universal, nick., Cyco bearing | 46 00 |
| Universal, jap., Cyco bearing | 39 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled.....$124 | 00 |
| Household, japanned ..... 110 | 00 |
| Superba, nickeled ..... 140 | 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**

| | |
|---|---|
| Steel frame ..... | $36 44 |
| Aluminum frame ..... | 43 90 |
| Attachments, set ..... | 8 25 |

F.O.B. Toronto, Hamilton, London.

# TINKER TOM'S TALKS.

*No. 238*

On the evening of December 12th the Annual Banquet of the Employees of our Company occurred—Much of the pleasure on this glad occasion was due to the splendid way the trade generally has supported Premier Made-in-Canada Galvanized Sheets. The Employees unanimously asked me to say to you all most heartily and gratefully—

*"Thank you, gentlemen!"*

TINKER TOM



# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. | 11 | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 | 08-09½ |
| Do., pure | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 | 08-09½ |
| Do., pure | 15-17 |
| Imp. green, 100-lb. kegs | 17-19 |
| Chrome green, pure | 19-35 |
| Chrome yellow | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black | 23-27 |
| Venetian red, best bright | 07-09 |
| Venetian red, No. 1 | 03½-05½ |
| Drop black, pure dry | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels | 04-04½ |
| Yellow ochre, barrels | 03½-05½ |
| French ochre, barrels | 06-10½ |
| Spruce ochre, 100-lb. kegs | 0 07-8 |
| Canadian red oxide, bbls. | 02½-03½ |
| Super magnetic red | 0 05 |
| Vermilion | 0 40 |
| English vermilion | 2 50 |

F.o.b. Montreal, Toronto

**COLORS IN OIL, PURE**
1 lb. tins—

| | |
|---|---|
| Venetian red | 23-30 |
| Indian red | 30-36 |
| Chrome yellow, pure | 53-55 |
| Golden ochre, pure | 30-32 |
| French spruce ochre, pure | 25-29 |
| Greens, pure | 28-38 |
| Siennas | 34-36 |
| Umbers | 34-36 |
| Ultramarine blue | 45-50 |
| Prussian blue | 1 00-1 02 |
| Chinese blue | 1 00-1 02 |
| Drop black | 35-37 |
| Ivory black | 0 36 |
| Signwriters' black, pure | 38-40 |
| Lampblack | 38-40 |
| Marine black, 5-lb. irons | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite | $7 47½ |
| B-H "White" Enamel | 6 90 |
| C.P.C. Albagloss | 5 75 |
| Mooramel | 7 00 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet | 32-34 |
| English prima | 35-38 |
| White pigsfoot | 0 50 |
| Cake bone, 112-lb. bags | 0 35 |
| Hide, 112-lb. bags | 0 45 |
| Gelatine, 112-lb. bags | 45-60 |
| Ground glues, 112-lb. bags, No. 1 | 28-30 |
| Ground glue, No. 2, 112-lb. bags | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS Per 100 ft. | Single Thick | Double Thick |
|---|---|---|
| Under 25 | $19 90 | $22 90 |
| 26 to 34 | 20 80 | 24 85 |
| 35 to 40 | 21 80 | 26 40 |
| 41 to 50 | 23 50 | 30 00 |
| 51 to 60 | 24 60 | 30 80 |
| 61 to 70 | 26 50 | 32 70 |
| 71 to 80 | 29 70 | 35 40 |
| 81 to 85 | .... | 45 45 |
| 86 to 90 | .... | 48 85 |
| 91 to 94 | .... | 49 80 |
| 95 to 100 | .... | 58 55 |
| 101 to 105 | .... | 65 35 |
| 106 to 110 | .... | 73 10 |

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20%. Cut size sheet glass, 5% to 10%; cash 2%.
F.o.b. Toronto, London.
5% cash, 2% F.o.b. Montreal.

| GLASS, PLATE | Sq. ft. |
|---|---|
| Plates from 1 to 15 feet | $1 65 |
| Do., 15 to 25 feet | 1 85 |
| Do., 25 to 50 feet | 1 95 |
| Do., 50 to 100 feet | 2 20 |

Above prices are net. F.o.b. Toronto and London. Casing and freight charges extra.

**GLAZIERS' POINTS**
Zinc coated, $1.68 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure | $17 00 | $17 35 |
| Crown Diamond | 17 00 | 17 35 |
| Green Seal | 17 00 | 17 35 |
| Ramsay's Pure | 17 00 | 17 35 |
| Moore's Pure | 17 00 | 17 35 |
| Tiger, Pure | 17 00 | 17 35 |
| O.P.W. Dec. Pure | 17 00 | 17 35 |
| Red Seal | 17 00 | 17 35 |
| O.P.W. English | 17 00 | 17 35 |
| Elephant Genuine | 17 50 | 17 85 |

B.B. Genuine Lead, less than tons, $19.60, Toronto; $19.25, Montreal. Ton lots 5% off; five-ton lots, 10% off.

**LEAD (RED DRY)**

| | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt. | $12 00 | $14 50 |
| Genuine, 100-pound kegs, per cwt. | 13 00 | 15 50 |
| Less quantity | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s | 0 34½ | 0 23 |
| 10s | 0 35 | .... |
| 5s | 0 36 | 0 25 |
| 2s | .... | 0 26½ |
| 1s | 0 39½ | 0 29 |
| ½s | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

**LITHARGE**
Tons or over (cwt.)..... $10 75
Smaller lots (cwt.) ..... 11 75

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white | $4 95 |
| B.-H. English, colors | 4 80 |
| B.-H. English, white | 5 05 |
| B.-H. English, colors | 4 85 |
| B.-H. Floor | 4 00 |
| B.-H. Porch Floor | 4 80 |
| Crown Diamond, white | 4 80 |
| Crown Diamond, colors | 4 55 |
| Crown Diamond, floor | 4 00 |
| Crown Diamond, Porch and Gallery Paint, gal. | 4 60 |
| B.-H. Fresconette, white | 3 60 |
| B.-H. Fresconette, colors | 3 50 |
| Moore's House Colors, white | 5 00 |
| Moore's House Colors, colors | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors | 3 85 |
| Moore's Floor Paint | 3 75 |
| Moore's Sani-Flat | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor | 4 55 |
| C.P.C. Pure, white | 5 05 |
| C.P.C. Pure, colors | 4 80 |
| O.P.W. Canada Brand, white | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor | 4 00 |
| O.P.W. Flat Wall, white | 3 60 |
| O.P.W. Flat Wall, colors | 3 50 |
| Ramsay's Pure, white | 4 90 |
| Ramsay's Pure, colors | 4 65 |
| Martin-Senour, 100%, white | 5 05 |
| Martin-Senour, 100%, colors | 4 80 |
| Martin-Senour, Porch Paint | 4 55 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint | 4 00 |
| Sherwin-Williams, white | 5 05 |
| Sherwin-Williams, colors | 4 80 |
| Sherwin-Williams, floor | 4 00 |
| Sherwin-Williams, porch floor | 4 80 |
| Flat Tone, white | 3 60 |
| Flat Tone, colors | 3 50 |
| Lowe Bros., H.S., white | 5 05 |
| Lowe Bros., H.S., colors | 4 80 |
| Lowe Bros., hard drying floor | 4 00 |
| Mellotone, white | 3 75 |
| Mellotone, colors | 3 60 |
| Sanitone, white | 3 60 |
| Sanitone, colors | 3 50 |
| Maple Leaf, white | 5 05 |
| Maple Leaf, colors | 4 80 |
| Maple Leaf, floor | 4 25 |
| Pearcy's Prepared, colors | 4 25 |
| Pearcy's Prepared, white | 4 50 |

Barrett's Everjet Products—

| | |
|---|---|
| Elastic Carbon Paint— | |
| Bbl. lots, per gal. | 0 65 |
| Do., ½ bbls., gallon | 0 70 |
| Do., 5s and 10s, gallon | 0 80 |
| Do., 1s (per case of 1 doz.) | 9 50 |
| Everjet Quick-drying Metal Paint, bbls., gal. | 0 70 |
| ½ bbls., gal. | 0 75 |
| 5s and 10s, gal. | 0 85 |
| Case (12 1's) | 10 50 |
| Everjet Black Enamel— | |
| Crates of 2 doz., 8-oz., doz. | 1 35 |
| Crates of 6 doz., 8-oz., doz. | 1 25 |
| Crates of 12 doz., 8-oz., doz. | 1 20 |
| Crates of 2 doz., 16-oz., doz. | 2 25 |
| Crates of 6 doz., 16-oz., doz. | 2 10 |
| 1-gal. cans, gallon | 1 10 |
| 5 and 10 gal cans, gal. | 1 00 |
| Barrels and ½ bbls., gal. | 0 90 |
| Carbosota Liquid— | |
| Barrels | 0 55 |
| Half barrels | 0 60 |
| 5s and 10s, gal. | 0 70 |
| 1s (case 12 gallons) case | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs. | $0 48 |
| In kegs, about 250 lbs. | 0 48½ |
| In 50 lb. and 100 lb. drums | 0 49 |
| In 25 lb. drums | 0 50 |
| In 1 lb. packets, 100 lbs. in case | 0 52 |
| In ½ lb. packets, 100 lbs. in case | 0 54 |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PUTTY Standard | Montreal Less than tons | Toronto Less than tons |
|---|---|---|
| Bulk, in casks | $5 60 | $5 95 |
| Bulk, 100-lb. drums | 6 45 | 6 80 |
| Bulk, 25-lb. drums | 6 70 | 7 05 |
| Bulk, 12½-lb. irons | 6 95 | 7 30 |
| Bladder, in bbls. | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c: Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

**ROSIN**
Barrels, 100 lbs. ..... $11 50
Less, per lb. ..... 0 14

**SHELLAC**
Pure White, gal. (1 gal. tins), $7.50 to $7.40; pure Orange, gal. (1 gal. tins), $6.75; Gum Shellac, TN, $1.00 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

**PAINT AND VARNISH REMOVER**

| | |
|---|---|
| Taxite, 1 gal. cans | $2 30 |
| B.H. Vanisher | 3 00 |
| Cumoff | 3 60 |
| Takoff | 3 60 |
| O.P.W. Presto | 2 75 |
| Lingerwett | 6 00 |
| Solvo | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| No. 1 Furniture, extra, barrels, $1.35-$1.80 gal.; gal tins | $1.57-$2.05 |
| B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. | 1 40 |
| Depend-on, list | 4 50 |
| B.-H. Maritime Spar, list | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite | 3 50 |
| Granitine Floor Finish | 4 00 |
| Hydrox Spar | 4 15 |
| C.P.C. Sun Varnish | 3 88 |
| C.P.C. Sun Spar | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior | 3 50 |
| Jasperite Pale Hard Oil | 2 50 |
| Jasperite Indestructo Floor Varnish | 3 50 |
| Jamieson's Copaline | 3 52 |
| M-S Marble-Ite Floor | 3 91 |
| M-S Wood-Var | 3 91 |
| M-S Durable Spar | 5 11 |
| M-S Finest Interior | 3 34 |
| Elastic Interior | 3 14 |
| Mar-not | 3 90 |
| Quick Action House | 2 65 |
| Rexspar | 5 12 |
| Smear-Not | 3 84 |
| Kyanize Spar | 4 94 |
| Kyanize Cabinet Rubbing | 3 84 |
| Kyanize Interior | 3 84 |
| Luxeberry light | 4 50 |
| Luxeberry granite | 4 50 |
| Luxeberry spar | 5 62 |
| Ramsay's Universal | 3 69 |
| Ramsay's 7-20 | 2 75 |
| Ramsay's Agate Floor | 3 95 |
| Ramsay's 400 Hard Oil | 3 12½ |
| Crown Diamond Floor | 3 65 |

F.o.b. Montreal, Toronto.

**WATER PAINTS**

| | |
|---|---|
| Opalite, 300 lb. bbls. | 0 13½ |
| Opalite, 100 lb. kegs | 0 14 |
| 1 gal. packages, per pkg. | 0 75 |
| ½ gal. package, per pkg. | 0 40 |
| Coralite, 5-lb. pkgs., white | 3 40 |
| Coralite, 5-lb. pkgs., colors | 3 40 |
| B.H. Frescota, 5-lb. pkge., white | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors | 3 40 |
| Perfecto Wall finish, white, 5-lb. pkge., lb. | 0 07½ |
| Tints, 5-lb. pkge., lb. | 0 08 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing | $0 21 |

**WHITE**

| | | | |
|---|---|---|---|
| XXX | 0 18 | XXX | 0 19 |
| XX | 0 16¾ | XX, gra'd | 0 17¾ |
| X | 0 15¾ | XLCR | 0 16½ |
| XC | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

**COLORED**

| | | | |
|---|---|---|---|
| No. 5 | 0 13¾ | Fancy | 0 15 |
| No. 1 | 0 12¾ | Lion | 0 13½ |
| No. 7 | 0 11¾ | Standard. | 0 12 |
| No. 1A | 0 10¾ | Popular | 0 10½ |
| No. 1B | 0 09¾ | Keeu | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb |
|---|---|
| B.H. Wax | 0 45 |
| Berry Bros. | 0 35 |
| Imperial Floor Wax | 0 40 |
| Anchor | 0 38 |
| O.P.W. Lion Brand | 0 45 |
| Old English | 0 60-0 62 |
| Johnson's | 0 60-0 62 |
| Jamieson's liquid wax, gal. | 2 75 |
| Gold Medal | 0 42 |
| Ramsay's | 0 45 |
| S. & W. | 0 54 |
| Crown Diamond | 0 45 |

F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. | $2 50 |
| Gilders, bolted, in bbls. | $3 00 |

F.o.b. Montreal, Toronto, London.

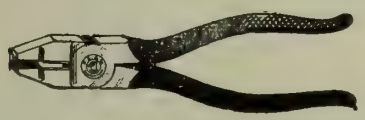
| WOOD ALCOHOL | Per gal. |
|---|---|
| In five gallons | 1 25-2 20 |
| In barrels | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

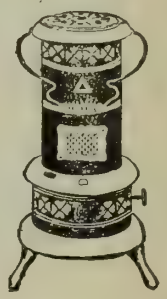
# Retailers' Electro Service

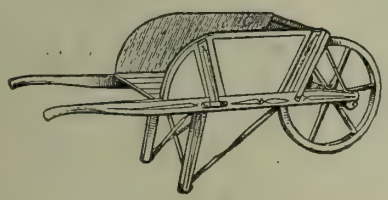
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

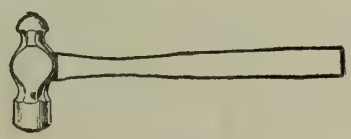

366



251


370


175


79

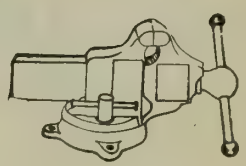

399


372


159


330


72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

## HARDWARE & METAL

**Electro Department**

**143-153 University Avenue**
**TORONTO, CAN.**

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.50; 22 Long Rifle Smokeless, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | |
|---|---|
| Single Bit | $15 50 $16 00 |
| Double Bit | 21 50 |
| Broad Axes | 55 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron — $4.75 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

### BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 15%; machine set screws, 40%; plough bolts, 10%; stove bolts, 60%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 42 |
| 3 x 3 in. | 44 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 57 |
| 4½ x 4½ in. | 84 |
| 5 x 5 in. | 104 |

Wrought Steel—

| | |
|---|---|
| No. 800 | 20% on list |
| No. 804 | Net list |
| No. 838 | 5% on list |
| No. 840 | 15% on list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $9.75. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 47½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 60 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

| | |
|---|---|
| 8, 9, 10 | 79c lb. |

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

### EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 25% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 70% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS, WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | $13 95 | $19 80 |
| 26 to 40 | 14 85 | 19 80 |
| 41 to 50 | 17 55 | 22 50 |
| 51 to 60 | 18 45 | 22 95 |
| 61 to 70 | 19 35 | 24 30 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

### HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

### IRON, GALVANIZED

| | Apollo and "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $9 95 |
| 28 Am. or 26 Eng. | 9 55 |
| 26 Am. or 26 Eng. | 9 25 |
| 24 | 9 10 |
| 22 | 9 10 |
| 18 and 20 | 8 95 |
| 16 | 8 80 |

### IRONS, SAD

Common Sad Irons, 8 lbs., 18c per lb.; 4 and 5 lbs., 14½c per lb.

Mrs. Pott's No. 55, set..... $2 00

Mrs. Pott's No. 50, set..... 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

### JACKSCREWS

10% off list.

### KNIVES—HAY

| | |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.06.

### LEAD WASTE, $12.96.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | .... |
| Barn Door | |
| 5 | 3 00 |
| 8 | 3 43 |
| 9 | 4 88 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 60 | .... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $7.05.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 65 |
| 30 in. | 8 08 |
| 36 in. | 9 50 |

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 12 00 |

### OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

### PAPER, BUILDING

| | Dry Fibre | Tarred |
|---|---|---|
| Joliette | $0 90 | $1 20 |
| Builders' Special | 1 10 | 1 20 |
| Cyclone | 1 10 | 1 20 |
| Navy | 1 25 | 1 45 |
| Triumph | 1 35 | 1 50 |

### POLISH

| | Doz. |
|---|---|
| O-Cedar— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 10 00 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 25 |
| Quarts | 5 10 |
| ½ gal. | 9 00 |
| Gal. | 15 00 |

# They See The Can—
# Recall The Brand—
# *And You Record a Sale*




**Stephens** REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of **Stephens'** Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

*Suppose you write us about an agency. There's money in it.*

## G. F. STEPHENS & CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

### PIPE, WROUGHT IRON

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 5 13 | $ 7 47 |
| ⅜ inch | 5 27 | 7 61 |
| ½ inch | 7 02 | 8 73 |
| ¾ inch | 8 82 | 11 12 |
| 1 inch | 13 05 | 16 43 |
| 1¼ inch | 17 64 | 22 23 |
| 1½ inch | 21 06 | 26 55 |
| 2 inch | 28 35 | 35 78 |
| 2½ inch | 45 99 | 58 01 |
| 3 inch | 60 12 | 75 87 |
| 3½ inch | 76 50 | 96 30 |
| 4 inch | 90 68 | 113 40 |
| 4½ inch | 102 60 | 130 50 |
| 5 inch | 119 70 | 152 10 |
| 6 inch | 155 70 | 197 10 |

**PLASTER, Paris, per bbl., $5.25.**

### PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

### PUTTY

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

### RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

| ROOFING | 1 ply | 2 ply | 3 ply |
|---|---|---|---|
| Klingon | $2 20 | $2 65 | $3 10 |
| Winner | 2 30 | 2 80 | 3 30 |
| Comfort | 2 45 | 3 00 | 3 60 |
| Induroid | 2 80 | 3 60 | 4 20 |

### ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

### SANDPAPER

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

| B. & A.— | | |
|---|---|---|
| 00, 0 | $0 38 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 49 | 9 45 |
| 2 | 0 54 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

### SASH BALANCES (Caldwell).

20% on list.

### SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

### SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 16 25 |
| Excelsior | ..... |
| Cast | 15 75 |

| SNATHS— | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

### SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

| SWEEPERS, VACUUM— | Doz. |
|---|---|
| Grand Rapids, nickeled | $127 20 |
| Household, japannel | ..... |
| Superba, nickeled | ..... |

F.O.B. Jobbers' Warehouses, Winnipeg.

### STEEL SHEETS, BLACK

| | |
|---|---|
| 10 gauge | $7 30 |
| 12 gauge | 7 35 |
| 14 gauge | 7 40 |
| 16 gauge | 7 50 |
| 18-20 gauge | 8 10 |
| 22-24 gauge | 8 15 |
| 26 gauge | 8 20 |
| 28 gauge | 8 30 |

### SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

### SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

### STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $.... Fort William, $.... Winnipeg.

### STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.00 base; other sizes, $5.00 base. Band steel, $5.50 base.

### STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

### STEEL SQUARES

10% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, ....

### TIN AND TERNE PLATE—

| | |
|---|---|
| 20 x 28 I.C. box | $23 50 |
| 20 x 33 I.X. box | 32 90 |
| 20 x 33 I.C. box | 28 00 |
| 20 x 33 I.X. box | 32 90 |
| Terne plates | 24 00 |

| TRAPS, GAME— | Doz. | | |
|---|---|---|---|
| | Victor | H.& N. | Jump |
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 7 80 | 4 55 |
| No. 2 | 4 80 | 11 55 | 6 70 |
| No. 3 | 6 75 | 15 40 | 8 90 |

| TUBS— | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

### TURPENTINE

See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 78 |
| Cotton, 3-ply, balls | 0 81 |
| Cotton, 4-ply, cones | 0 83 |
| Cotton, 4-ply, balls | 0 85 |

### VARNISHES—

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

### WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

### WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

| WASTE | |
|---|---|
| Cream, Polishing | $0 22 |

| WHITE | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

| COLORED | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

Above lines subject to trade discount for quantity.

### WHITE LEAD

Decorators' pure, ton lots, $18.25.

### WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.95 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.20; No. 12, $6.35; coil spring, plain, Winnipeg, No. 9, $6.25; No. 12, $6.40.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

### WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 90c.

### WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

### WRENCHES (NUT)

| Agricultural— | Doz. |
|---|---|
| 6 inch | $6 00 |
| 8 inch | 7 20 |
| 10 inch | 8 40 |
| 12 inch | 10 80 |
| 15 inch | 14 40 |
| **Perfect Handle—** | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

### WRENCHES (PIPE)

| Stillson— | Each |
|---|---|
| 6 inch | $1 05 |
| 8 inch | 1 18 |
| 10 inch | 1 31 |
| 14 inch | 1 84 |
| 18 inch | 2 62 |
| 24 inch | 3 81 |
| 36 inch | 7 09 |
| **Trimo—** | |
| 10 inch | $1 56 |
| 14 inch | 2 19 |
| 18 inch | 3 13 |
| 24 inch | 4 53 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

### WRINGERS

Eze. $62.55 per dozen. Reliance.

# The Campaign for Bigger Business and More Profits for You

## Our advertising campaign will forge a strong link in the campaign to make Western homes have real city conveniences.

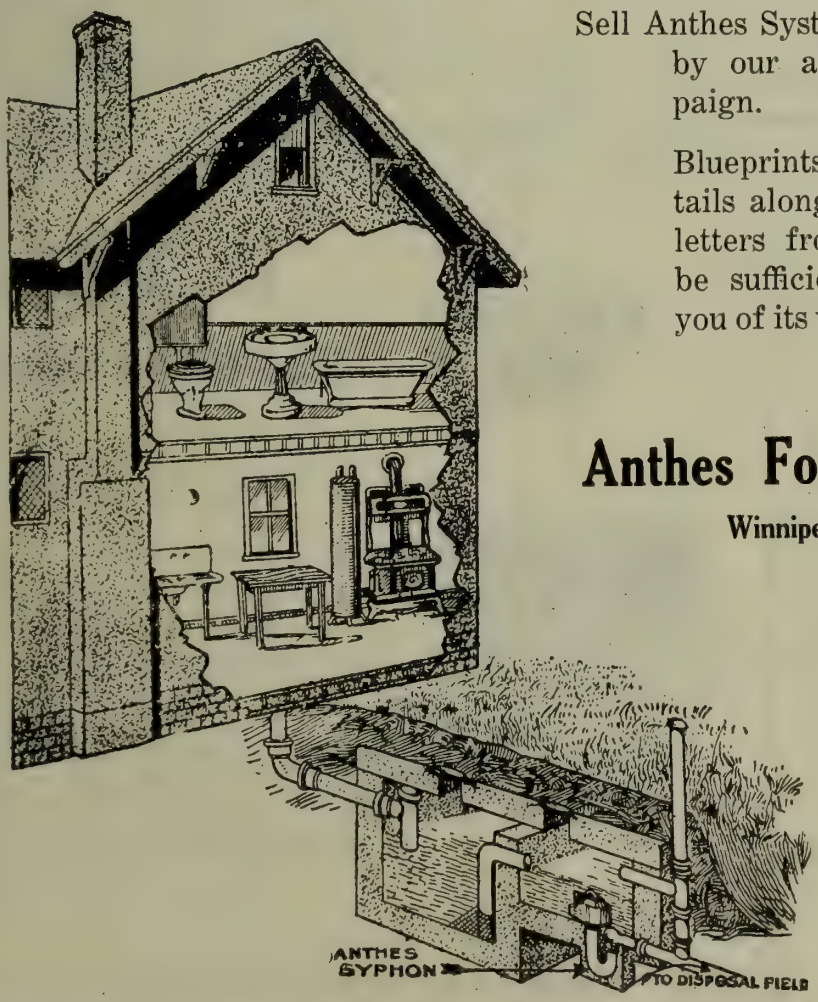
You should profit by this campaign by selling Anthes Sanitary Septic Tank Systems to your customers.

The special construction of the Anthes Syphon makes the system quick acting, thorough and efficient. Approved by Health Authorities.

One of our customers last year installed 14 equipments.

Sell Anthes Systems and benefit by our advertising campaign.

Blueprints giving full details along with copies of letters from users would be sufficient to convince you of its value. Write us.




**Anthes Foundry Ltd.**

**Winnipeg, Man.**

MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**

**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**

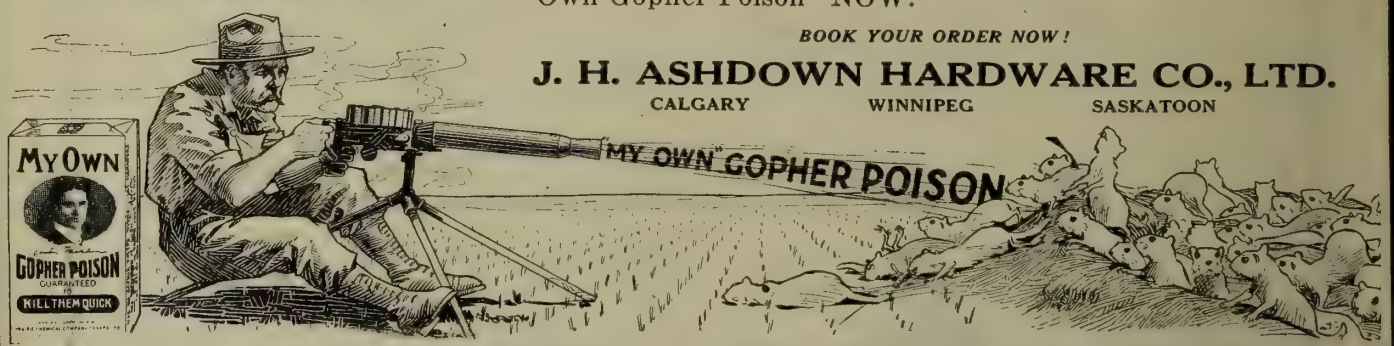
## Dealers!

A little pep! A little push! A little poison and your customers will be free from the gopher menace. Order "My Own Gopher Poison" NOW.

*BOOK YOUR ORDER NOW!*

**J. H. ASHDOWN HARDWARE CO., LTD.**

CALGARY WINNIPEG SASKATOON




**"Dazee Brand" Woodenware**

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg., Co., Limited**
**Winnipeg, Man.**

Winnipeg Regina Calgary Vancouver

**Narracott & Tynan, Ltd.**

MANUFACTURERS' AGENTS

Head Office: Princess St., Winnipeg, Canada

**A. H. FRASER** Representing Manufacturers of

**Hardware and Auto Accessories in Western Canada**

1150 Homer St. VANCOUVER, B.C.

*A.B.C. Member*

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.

MEHASCO

## Blackhawk Socket Wrenches

Made in Parker Rust Proof Finish. A complete line used by the Auto Motive Trade in general.




In addition to full line of Socket Sets we have in stock very attractive Dealers' Display Boards in nicely blending colors. The No. 400 Board is a special Ford Set of tools peculiar to the Ford users. The No. 600 Board has an assortment of one hundred Speeders; and the 360 Board has an assortment of one hundred and eighty Tee and Offset Wrenches of use on all the different cars.

**Every Wrench guaranteed.**

**Merchants Hardware Specialties, Limited**
**Calgary**

# SIMONDS

Mr. Hardware Dealer—A full line of Simonds Saws is a big boost to your store. Every sale of a Simonds Saw means a pleased customer and reasonable profit to the dealer. Write for prices and discounts.

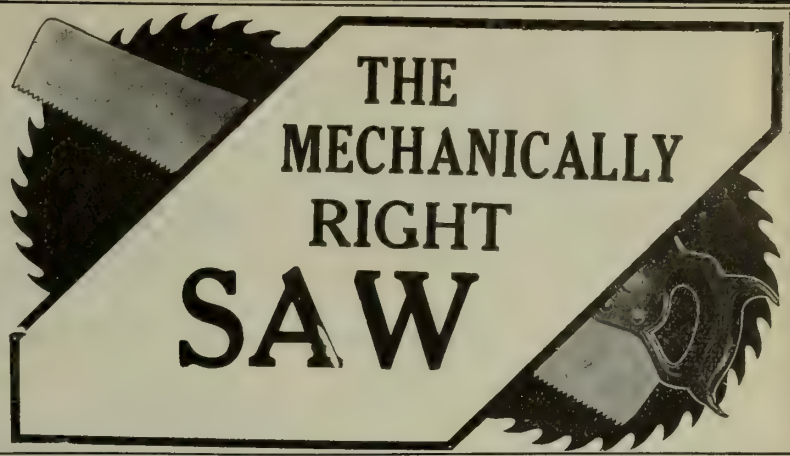
**Simonds Canada Saw Co., Limited**

*"THE SAW MAKERS"*

St. Remi Street and Acorn Ave.

Montreal, Que.

Vancouver, B.C. St. John, N.B



THE MECHANICALLY RIGHT SAW



## O-Rib-O Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

**O-Rib-O Manufacturing Co.**

WINNIPEG, MANITOBA




## EUREKA Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**

GALT BUILDING, WINNIPEG

## CRANE FLANGED FITTINGS

# CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

**BRANCHES:** Vancouver, Calgary, Winnipeg, Toronto.

HAVE A

## Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

**W. R. JAMES & CO.**

74 Henry Avenue East - WINNIPEG

# WROUGHT PIPE

**BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.**

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

## All Sizes of NIPPLES (Black and Galvanized)

*Ask your jobber for* CT *Brand of WroughtPipe*

**CANADIAN TUBE & IRON CO., LIMITED,** MONTREAL
Works: Lachine, Can.

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

**Abrasives**
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Anchor Bolts**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Arms**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Arms, Small**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland Ohio.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Parts, Ford, Overland, Buick**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Automobile Signals**
Northern Electric Co., Ltd., Montreal.
The Bunyan Mfg. Co., Cleveland, Ohio.

**Automobile Specialties**
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Axles, Car**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Beekeepers' Supplies**
Canadian Bee Supply & Honey Co.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Billet, Blooms and Slabs**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Balts, Cant Hook and Peavy**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Hanger Screw**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Railway**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

Owned and Operated by Nicholson File Co.

*We wish you a very*

# Merry Christmas

*and a*

## Happy and Prosperous 1920

*MAPLE LEAF SAWS*

*Shurly-Dietrich Co., Ltd.*
*GALT - CANADA*

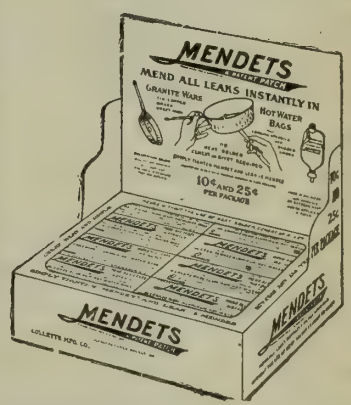


## MENDETS
A PATENT PATCH

Millions of Boxes Sold
They Sell Themselves

**Collette Mfg. Company**
Collingwood, Ont.

*Your jobber has them*




## CLIMAX BALED PAPERS



ALL STEEL—FIREPROOF
*"Turns Waste into Profit"*
12 SIZES

**Climax Baler Co.**
Hamilton, Ont.

Look for the full name
**RUSSELL JENNINGS**
stamped on the round of our
**AUGER BITS**
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

**RUSSELL JENNINGS MFG. CO.**
Chester, Conn., U.S.A.

A Good Year-round Seller is within your reach. Seize this opportunity to stock

## The "TWEED" Sanitary Chemical Closet

It will bring you surprising results



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.
**STEEL TROUGH & MACHINE CO., LTD.** TWEED, Ont.

# THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Bearings**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Bicycle Parts**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carriage Top Materials**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Castings, Grey Iron**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Catches, Screen Door**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Metallic**
The Dominion Metal Co., Ltd., Montreal, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffafflo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Choppers, Ice**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Chucks**
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clamps, Mitre and Saw**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Cleavers**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coal Chutes**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Bails**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Coke, Furnace, Foundry and Domestic**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

# VOL-PEEK



FIRST AID IN THE KITCHEN—

## IN EVERY HOUSEHOLD

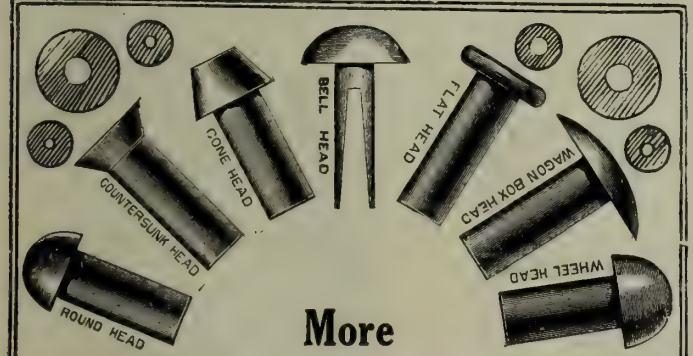
Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

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Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

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Small Washers and Burrs
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Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe
Nails, etc.



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GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.



# Steady Demand For Famous Five Files

The demand for famous Five Files is greater than ever.

Unvarying quality has made them the standard files for all kinds of work in wood or metal.

The dealer who stocks Famous Five Files does not need to explain and apologize. The market is there; he has only to supply it.

Sell them. They are:

**KEARNEY & FOOT**
**GREAT WESTERN**
**AMERICAN**
**ARCADE**
**GLOBE**

Made in Canada by



# THE BUYERS' GUIDE

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, Toronto.
A. R. Whitall Can Co., Ltd., Montreal Que.

**Cotter Pins**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Couplings, Pipe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Doors, Steel**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Dressings**
Army & Navy Mfg. Products Regd., The, Montreal.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dusters**
Channell Chemical Co., Toronto.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Collette Mfg. Co., CVollingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Emery Wheel Dressers**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Stantford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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## That's Why It Sells so Well

TAPATCO STAPLING Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.



The demand for stuffed collar pads is certainly on the increase and is destined to grow still more as horse owners come to realize that this type of pad is the best safeguard against bruised, chafed and galled shoulders.

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Some, because they read our advertisements that tell in a sincere and truthful way, the story of Tapatco superiority.

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TAPATCO BRAND REGISTERED TRADE MARK

**COLLAR PADS**

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.
STYLES—Gauntlet, Knit Wrist, and Band Top.
WEIGHTS—Heavy, Medium and Light.
MATERIALS — Leather Tip, Leather Faced, Jersey. Gloves and Mitts in Tan, Slate or Oxford.

**American Pad & Textile Company Chatham Ont.**

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**NOVA SCOTIA STEEL & COAL CO., Limited**
**NEW GLASGOW, N.S.**

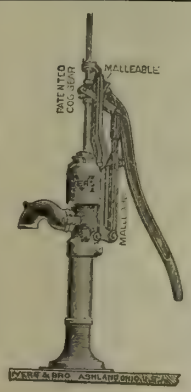
*Manufacturers of*

**FERRONA PIG IRON**

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**OPEN HEARTH STEEL**

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**MYERS**
**"HONOR-BILT"**
**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

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***High Grade***

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co., Limited**
**LONDON, - ONTARIO**

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Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

# THE BUYERS' GUIDE

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London.

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

**Flatters,**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.

**Fuses, Electric, Refillable**
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Iron Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gates, Steel and Wire**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gopher Pois**
Prairie Chemical Co. of Canada, Ltd., Winnipeg

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grease Guns**
E. Edelmann & Co., Chicago, Ill.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

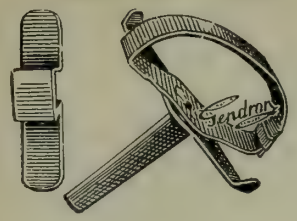
**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

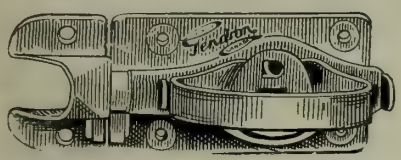
**Gun Parts**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.




*Fills the existing demand for a*

## Garage and Barn Door Latch

*that's just right for Dealer and Consumer*

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

**The Gendron Manufacturing Company, Limited**

**Duchess and Ontario Streets, Toronto, Ontario**

**Manufacturers**

**OF**

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**HEADQUARTERS FOR**

**WIRE BALE TIES**

**Largest Capacity and Stock in Canada**

***PROMPT SHIPMENT***

## LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

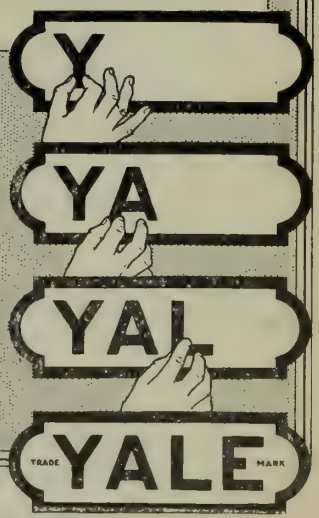
It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

You are invited to inspect our plant at St. Catharines, Ontario.

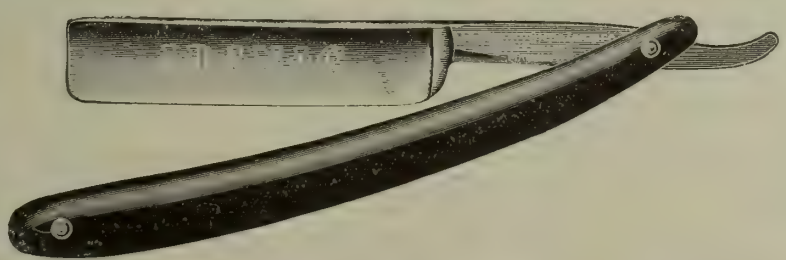
*"The trade-mark 'Yale' helps make the sale."*

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A Reliable Razor for the User



Guarantee for Every Razor

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**Canada Office: 140 McGill Street, MONTREAL**

# THE BUYERS' GUIDE

**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Carriage and Automobile**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

**Hatchets**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

**Heavy Hardware Specialties**
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

**Horse Blankets and Horse Covers**
J. J. Turner & Sons, Ltd., Toronto.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Merchants Bar**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Iron, Horse Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kiddie Kars**
Canadian K.K. Co., Ltd., Elora, Ont.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

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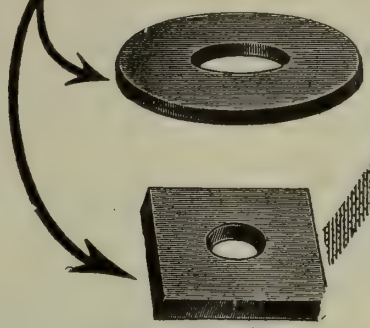
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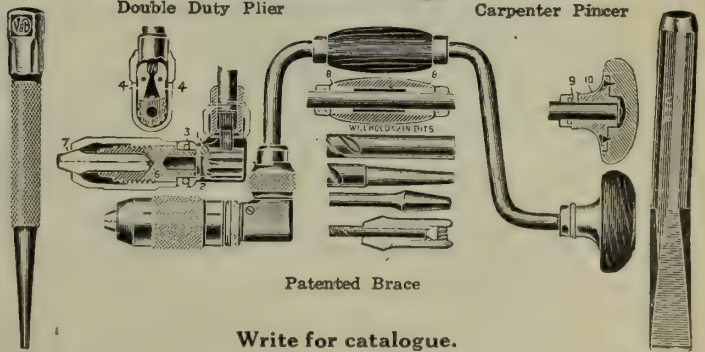
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Northern Electric Co., Ltd., Montreal.

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National Stamping & Electric Works, Chicago,
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**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathes**
Williams & Wilson, Ltd., Montreal, Que.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

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The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

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Plewes Ltd., Winnipeg, Man.

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J. Saad & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

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Boston Varnish Co., Everett Station, Boston, Mass.

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

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Dennis Wire and Iron Works Co., Ltd., London.

**Logging Chain Hooks**
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**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Williams & Wilson, Ltd., Montreal, Que.

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J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

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**Mats, Rubber**
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**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Tallman Brass & Metal Co., Hamilton, Can.
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North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

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L. S. Starrett Co., Athol, Mass.

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Ontario Plate Glass, Ltd., Hamilton, Ont.

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Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

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H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
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**Motors**
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Northern Electric Co., Ltd., Montreal.

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Ford Motor Co. of Canada, Ltd., Ford, Ont.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
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Northern Electric Co., Ltd., Montreal.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.

**Neatsfoot Oil**
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**Neckyoks**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

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**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

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Prairie City Oil Co., Winnipeg, Man.

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Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

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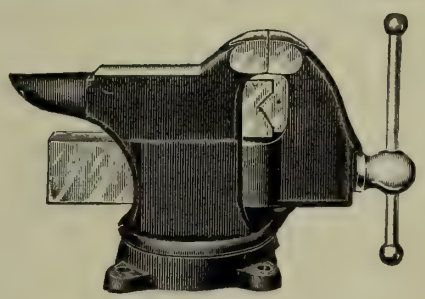
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McArthur-Irwin, Ltd.
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Spielmann Agencies, Montreal.

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Gipe-Hazard Store Service Co., Montreal.

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E. B. Eddy Co., Ltd., Hull, Que.

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Burlington Windsor Blanket Co., Toronto.

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Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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**Pails, Wooden**
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B. Greening Wire Co., Ltd., Hamilton.

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Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.

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Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

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Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
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A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
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Wells Bros. Co. of Canada, Ltd., Galt.

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American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
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Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
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Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
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**Plumbers' Supplies, Rubber**
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Gutta Percha & Rubber, Ltd., Toronto.

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**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
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Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pumps, Self-measuring**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railway Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

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**The R. McDougall Co.**
LIMITED
GALT, CANADA

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## ECONOMY ROTARY
# ASH SIFTER

**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
37 St. Antoine Street, Montreal

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***Manufacturers of Brooms and Clothes Pins***





**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

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**222 Notre Dame Street West**
**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

## "Diamond Tires"
## "Viko" Aluminum Products

ALSO

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***

# THE BUYERS' GUIDE

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Piston and Pump**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Rods, Radius Ford**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Moutreal, Que.

**Roofing, Ready**
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed.

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Butchers'**
Burgess-Norton Mfg. Co., Geneva, Ill.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Drivers**
Burgess-Norton Mfg. Co., Geneva, Ill.
E. Edelmann & Co., Chicago, Ill.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Screws of all Kinds**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill

**Seats**
Canadian Veneering Co., Acton Vale, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Sheets, Black Steel**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shot**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.

**Shovels, Snow**
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Cavehill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spikes, Eavetrough**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Springs, Windmill**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

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A

**Merry Christmas**

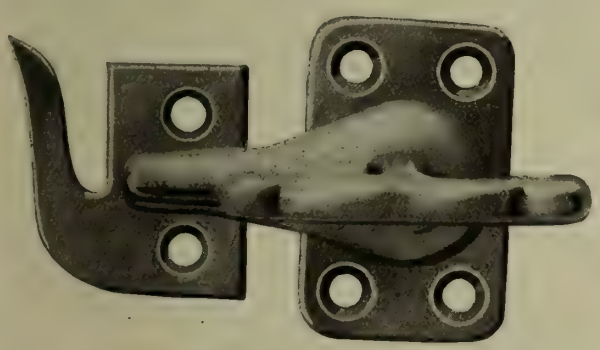
To our Friends and Customers of the Hardware Trade. May its blessings make good cheer for every Hardware Dealer and his Clerks, and 1920 be full of good fortune for them all.

**T.F. Shurly Company**
Limited

St. Catharines
Ontario, Canada



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## No. 200



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They are features in all the newest houses going up.

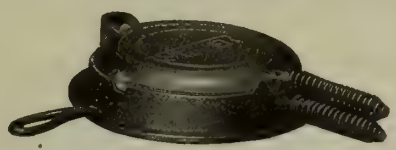
For "built in" cupboards, bookcases, and all similar door and window sets, Casement Fasteners fill a need.

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Limited



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Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

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| Quilt Frame Clamps | Cast Pliers |
| Mincing Knives | Saw Vises |
| Pulleys of all kinds | Screen Door Hinges |
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And a general line of fireplace fixtures.

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Business .....
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# THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Staples, Bed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Merchant Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Bars for Reinforcement**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Ingots, Open Hearth**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sulphate of Ammonia**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tacks, Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Tanks, Welded Oil and Water Wagon**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal.

**Toboggans**
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

**Tools, Small**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn.

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

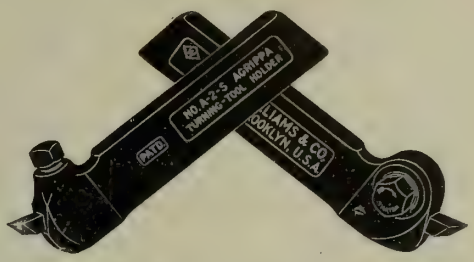
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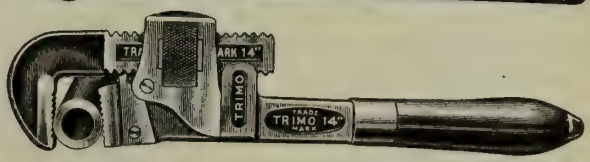
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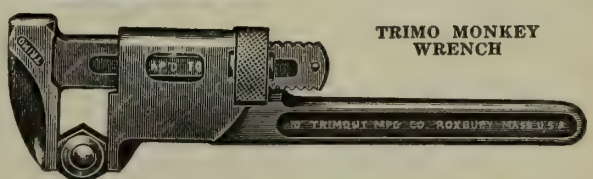
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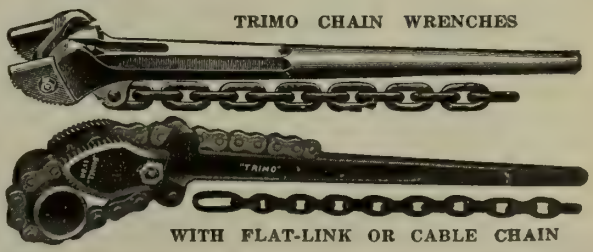

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TRIMO MONKEY
WRENCH




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WITH FLAT-LINK OR CABLE CHAIN

# THE BUYERS' GUIDE

**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., , Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurney Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valve, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toront.o

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes, Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

**Vehicles, Children**
The Canadian K. K. Co., Ltd., Elora, Ont.

**Veneer Seats**
Canadian Veneering Co., Acton Vale, Que.

**Ventilators, Barn**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H. Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Staney Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Watches**
R. H. Ingersoll & Bro., Montreal, Que.

**Watch Specialties**
R. H. Ingersoll & Bro., Montreal, Que.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheelbarrows, Garden and Contractors**
Erie Iron Works, Ltd., St. Thomas, Ont.

**Wheels, Well**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

**White Lead**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
Hobbs Mfg. Co., Montreal, Que.

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wipers**
Scythes & Co., Toronto, Ont.

**Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
C. H. Johnson & Sons, Montreal, Que.

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

**Wire, Hay**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

**Wire, Oiled and Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

**Wire Mats**
B. Greening Wire Cloth Co., Ltd., Hamilton.

**Wire Rods**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Wire, Tinned**
The Graham Nail Works, Toronto.

**Wireworks of all kinds**
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wire Wheels**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wire Window Guards**
C. H. Johnson & Sons, Montreal, Que.

**Wrapping Paper**
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

**Wrenches and Accessories**
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfiield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Wrought Nipples**
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

**Wringers, Hand and Power**
Spiedman Agencies, Montreal.

**Wrought Couplings**
Canadian Tube & Iron Co., Ltd., Montreal.

**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

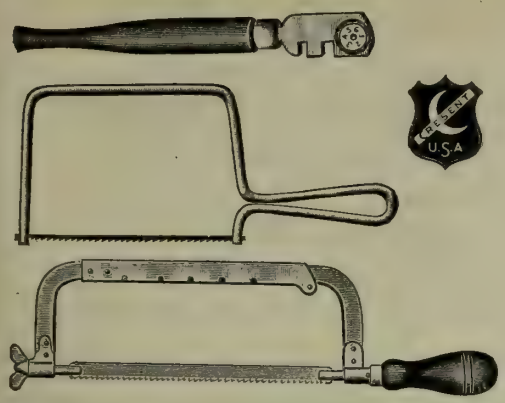
**Wrenches, Ratchet**
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

**Yoke Ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Zinc, Bar**
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Zinc, Sheet**
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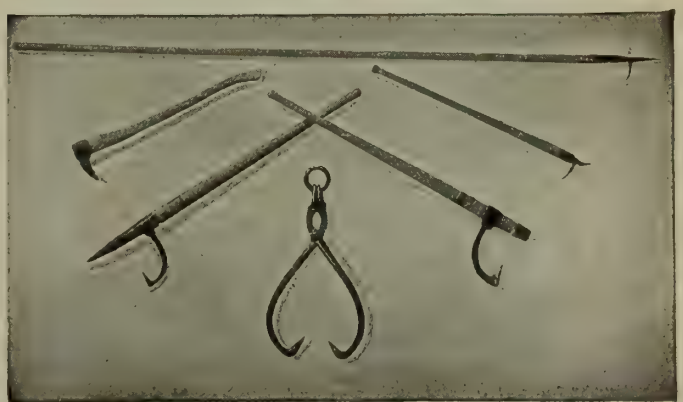
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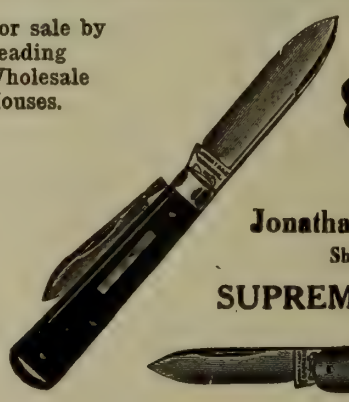
**Metal Stampings, Metal Caps and Small Metal Containers**

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

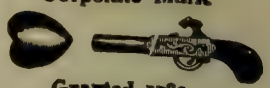
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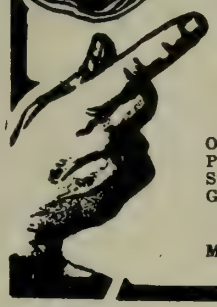
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GERMANTOWN

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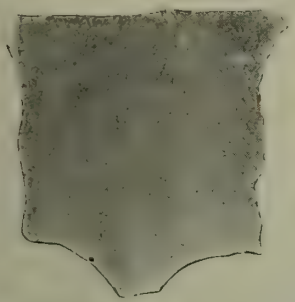
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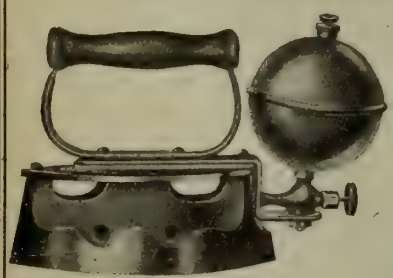

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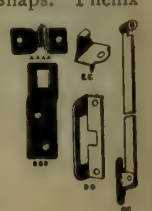


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KINZINGER, BRUCE & CO., LIMITED
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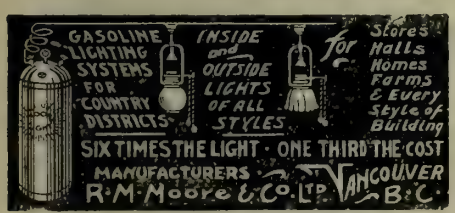
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82-84 York St. Toronto, Ont.
Distributors of
PRATT & LAMBERT'S VARNISHES
CROWN DIAMOND PAINTS
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in comparison with iron ones? Oak faces are stronger, neater, cheaper and make a better finish with any kind of floor and are also cleaner and more sanitary.

Made with oblong mesh. Legs of chairs or other small articles will not drop through. Write for price list and order some samples.

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WOOD PRESERVATIVE & STAIN

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WANTED — FOR EARLY ENGAGEMENT thoroughly experienced hardware man, must be energetic, good appearance and possess executive ability. State age, experience, married or single, and salary. George Taylor Hardware Limited, Cobalt Branch.

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Use this page—the page which is never overlooked.

Everything is classified under appropriate headings.

Quite often the want ad. page is consulted as a guide to conditions. Anything of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches the best hardware men in the Dominion.

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# Best Wishes

## for Christmas *and the* New Year

To our many customers throughout Canada, we express our hearty appreciation of the generous business entrusted to us during 1919 and

In true sincerity we extend to them all good wishes for the approaching season.

**HOBBS** Manufacturing Company, Limited

Montreal Toronto London Winnipeg

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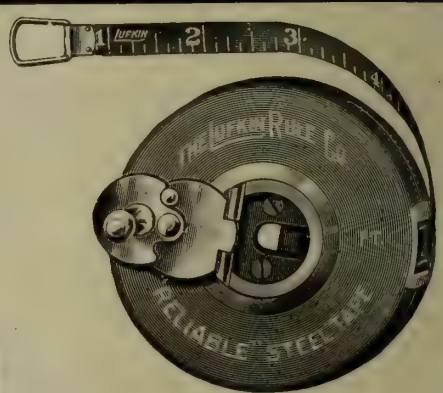
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LUFKIN



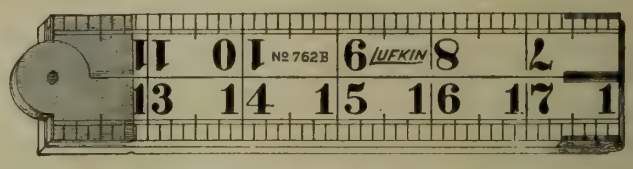

# Tapes and Rules

*Made in Canada*










**Familiarly and Favourably Known**

**Embody Many Improved, New and Exclusive Features.**

*Accurate* *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

# GOODELL-PRATT

## 1500 GOOD TOOLS

*With a high appreciation of the many courtesies extended to us during the past year by our good Canadian friends, we wish to express our good-will. And in harmony with the spirit of the season we extend our best wishes for Christmas and a prosperous New Year.*

## GOODELL-PRATT COMPANY

*Toolsmiths*

Greenfield, Mass., U.S.A.

# McKINNON RADIATORS

## *Really Cellular*

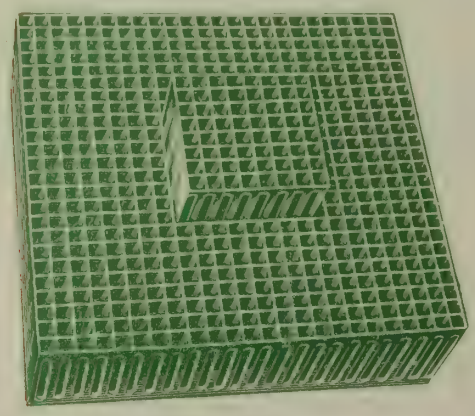
It is easy to break an ordinary radiator beyond repair, a condition that entails wholesale waste, because scrap-ing an ordinary radiator entails scrap-ing the expensive tanks and other accessory parts.

The McKinnon Radiator solves this big waste problem—Its core is made up of individual cells, which can be fitted into any radiator frame work—

This is very valuable information for the auto owners and garage men — We supply new cores that will fit ANY RADIATOR SHELL.

Corrosion is also one of the evil influences of water on the radiator—We overcome this by careful tinning of the inside and outside of McKinnon Radiators. The sides are straight downward, and corrugated so that the water is constantly in agitated action carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water pockets are also constructed to permit of an outward strain many times before a burst will take place—



Vibration has no terrors for the McKinnon Radiators—because it is a solid unit not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry.

***We Invite Correspondence***

## McKINNON INDUSTRIES LIMITED

**ST. CATHARINES, ONTARIO, CANADA**

# HARDWARE AND METAL

Vol. XXXI No. 52 | PUBLISHED EVERY SATURDAY SINCE 1888 | DECEMBER 27 1919

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA






## Through This Book *Kyanize* Sales Are Made

It is just one of the many successful factors in the strong advertising plans we have devised for our Exclusive Agents.

This book, "The Inviting Home," is now bringing new business—profitable business—to the thousands of Exclusive Agents who sell

*"My work as I conceive it,*
*Observes shrewd Winthrop Wise*
*"Will bring our hustling dealers*
*More sales of KYANIZE"*



**VARNISHES** *Kyanize* KY-AN-IZE **ENAMELS**

THE BUSINESS-BUILDING LINE FOR HUSTLING DEALERS

There is a real opportunity for one live merchant in each locality where there is now no KYANIZE AGENT. Our advertising plans are more extensive than ever this year.

Write us to-day—MR. LIVE DEALER—if you are not represented in your town.

San Francisco Warehouse and Office 269 Eighth Street

**BOSTON VARNISH CO.**
EVERETT STATION BOSTON, MASS.

Chicago Warehouse and Office 519 W. Roosevelt Road

CANADIAN DISTRIBUTORS:

J. H. Ashdown Hardware Co., Limited, Calgary—Winnipeg—Saskatoon.
Sturgeons Limited, Toronto, Ont.
Bogardus, Wickens, Limited, Vancouver, B.C.
Robertson, Foster & Smith, Limited, Saint John, New Brunswick.

Powerful Magazine Advertising

Dealer's Mail Advertising

Attractive Window Displays

Exclusive Agents Protected

# Co-operating for Results—
## Our Common Objective—
# SALES

"Co-operation" is the keynote of modern business. The manufacturer, the wholesaler and the hardware dealer are all interested in the one objective, **Sales.** Their ultimate interests are identical—their dependence one upon the other makes them work together for the consumer's satisfaction.

Now of these three, the hardware dealer is the one close to the consumer. Therefore, on him rests a big responsibility; without his intelligent effort, the endeavors of the wholesaler and manufacturer come to naught.

The manufacturer is responsible for the **quality** of the product—also for the advertising of that quality to the consumer.

The wholesaler makes it easy for the merchant to obtain his supplies—enables him to have the product always in stock.

The hardware dealer's job is the proper introducing of the product to his customers. No matter how well the manufacturer and wholesaler do their part, many sales may be lost if the dealer is lukewarm about the introduction.

Take O-Cedar Products as an example.

**If,** instead of merely stocking these Quality Products and selling them when they are asked for, **hardware dealers will mention O-Cedar when talking to or 'phoning a customer,** the work of the manufacturer and wholesaler will have been worth while.





The chain of co-operation may be strengthened, so far as O-Cedar is concerned, by the dealer mentioning O-Cedar in his advertisements in the local paper, for which we furnish electros and plates of advertisements free of charge.

Another way of carrying out this mutually-profitable co-operation is for the dealer to put in window displays that feature O-Cedar Products along with the attractive O-Cedar signs and hangers—and by placing O-Cedar Polish and O-Cedar Polish Mops where they can be readily seen by the customers.

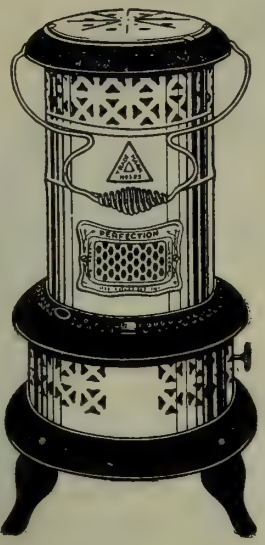
These suggestions are not selfishly offered—they are all a part of "Good Merchandising"—they represent the dealer's end of the co-operation idea.

And it's an idea that, fully and properly worked out, means real money for the hardware dealer himself.

**Channell Chemical Company, Limited, Toronto, Ont.**

**O-Cedar Polish**

HARDWARE AND METAL, December 27, 1919. Volume XXXI., No. 52. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.






*Ask the "Rice Lewis" Man to Sort Up Your Stock*

*—help out the local coal situation by selling auxiliary heating appliances, such as*

# Perfection
## COAL OIL
# Heaters

There's always a demand for auxiliary heating appliances in zero weather—some room in the home which simply cannot be heated properly with the regular heating system.

Bring Perfection Heaters to the front and sales will be sure to result. Sort up your stock. We carry a complete line, including: Nos. 520, 525, 530 and the blue enamelled line, No. 630. We also carry a stock of wicks.

**Prompt delivery assured.**

We have a full range of

# Majestic
## ELECTRIC
# Heaters

—the heaters which have won the popular approval of Canada. They are handsome, efficient heaters which "carry on" economically. Don't let your stock get low. **Order to-day.**

# Rice Lewis & Son, Limited
## VICTORIA ST., TORONTO

The Trade Mark known

**UNIVERSAL**

in Every Home




DOUBLE BOILER No. 232

# UNIVERSAL Aluminum Ware

is new in design—new in quality-concepts—new in sanitary features—new in selling possibilities.

**Every utensil a strictly quality product.**

## A Few Features of Universal Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak proof. No sharp angles, cracks or crevices to collect dirt, grease or grime.
Extra large, extra strong close-fitting beads.
Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.
Bails stand at any angle away from the heated vessel.
Ears with straight edges easy to keep clean—made of cold rolled steel.
Pure aluminum spouts welded to bodies.
Three sizes of knobs, a UNIVERSAL refinement, and having the white line of distinction.

**Every utensil bears the stamp**

UNIVERSAL

**The trade mark known in every home.**

The stamp of satisfaction that has become so well-known to every housewife using one or more appliances bearing this trade mark.

UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.
This line is backed by a merchandising policy as liberal and clean as the ware is sound.

**Canadian Representative: A. McFARLANE & CO., Limited, Montreal, Quebec.**

## LANDERS, FRARY & CLARK

NEW BRITAIN, CONNECTICUT

# 1920

AT this season of the year most people are wishing one another a HAPPY AND PROSPEROUS NEW YEAR, and we extend to you this greeting and we will go further and will tell you how, in our opinion, you can add to your prosperity.

Place your orders without delay, to cover your requirements for 1920——at least, buy all that you can afford——not particularly on account of the prospective advances in prices, but to be sure that you will have the goods. There never was a time when staple lines were harder to get than the present, and these conditions are growing worse.

This is not a bid for business——it is good advice. It is advice that is not needed in some quarters, as we are busier to-day than we have ever been before at this season of the year.

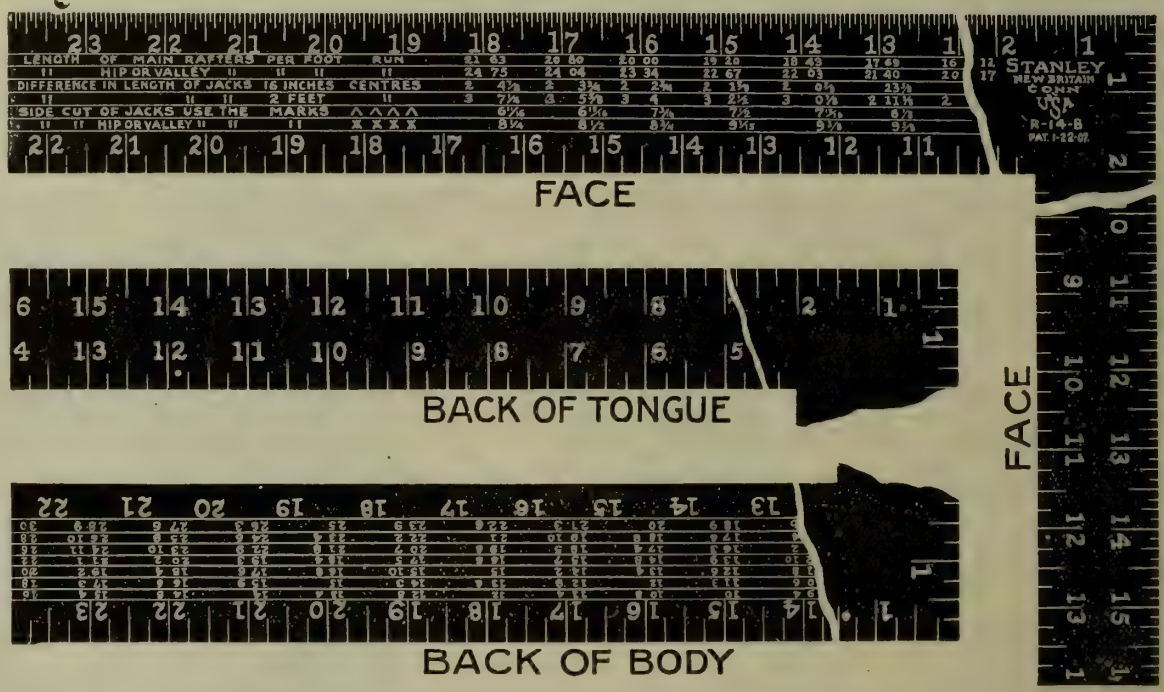
WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

**Automobile Supplies**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

LEWIS BROS., LIMITED
MONTREAL

# Stanley Tools




# Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each Square is packed in an anti-rust envelope.

*Send for further particulars.*

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN. CONN. U.S.A.**

***Canadian Representatives:***

**A. MACFARLANE & CO., Limited, Montreal, P.Q.**




# Northern Electric
# Vacuum Cleaners

## For Quick and Profitable Sales

Introduce these practical Vacuum Cleaners to your trade by displays and demonstrations in your store. Your customers will have read about them in our consumer advertising and will ask for them. Will you be able to make the introduction?

The Northern Electric Cleaner is a powerful and efficient machine that makes a splendid job of routine cleaning and its attachments enable it to clean draperies, upholstery, pianos, picture moulding and out-of-the-way corners with equal thoroughness.

Its extra large nozzle with specially designed brush, large fan and high speed motor, make the Northern Electric a faster and better cleaner. It is strongly constructed and weighs only twelve pounds—a machine that immediately impresses the prospective buyer.

Artistic display cards are yours for the asking—cards of real sales value, photo-engraved and finished in three colors.

Write our nearest House for stock and sales aids.

**Northern Electric Company**
LIMITED

| | | |
|---|---|---|
| Montreal | Toronto | Regina |
| Halifax | London | Calgary |
| Quebec | Winnipeg | Edmonton |
| Ottawa | | Vancouver |

# Lines that Pay Well to Handle

Goods of merit that are well and favorably known and for which a constant demand exists are the lines to concentrate on. Buying unknown brands even at attractive prices may enable you to make a few sales, but — are they repeaters? Do they give you a name amongst your customers for reliability? The "Gurney Hamilton" line of



## Builders' Hardware for Every Kind of Job



enables you to sell your customers goods that give satisfaction through their excellence and high standard of manufacture—also giving you a fair margin of profit.

**Locks and Keys, Sash Lifts and Fasts, Simplex Transom Lifters, Escutcheons, Push Plates, Bell Sets, Knobs, Store Door Sets, Front Door Sets, Inside Door Sets, Sliding Door Sets, Foot and Chain Bolts, Cupboard Catches, Transom Catches, Drawer Pulls, Hat and Coat Hooks, Shelf Brackets, Casement Holders, Hinges and Butts, etc., etc.**



Special discounts for quantity orders. Write us for catalogue and prices on any lines you are interested in.

**THE HAMILTON STOVE & HEATER CO., LIMITED**
SUCCESSORS TO
**GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.**
VANCOUVER. WINNIPEG. MONTREAL.

**"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"**

*Western Representatives:*

**MR. F. C. MOORE, 143½ Higgins Avenue, Winnipeg**
**MR. W. G. CHESTER, Hamilton St., Vancouver**

# WILT

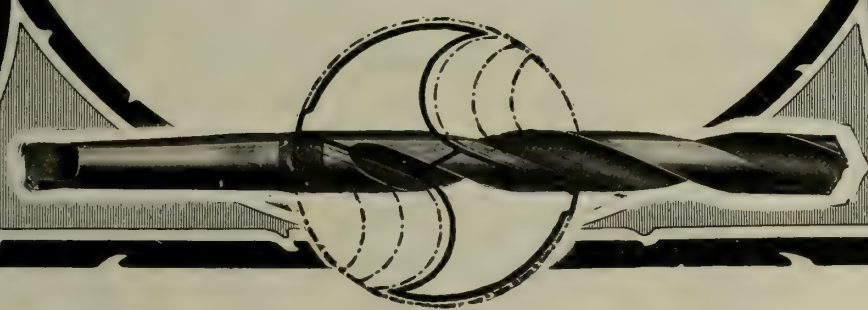
"Where there's a WILT—there's the Way"

## HIGH SPEED AND CARBON TWIST DRILLS

## Reamers and Milling Cutters

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS, REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the marketing of all **WILT PRODUCTS, WILT DRILLS, REAMERS, AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics makes that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS, REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling **WILT Products.** Investigate.

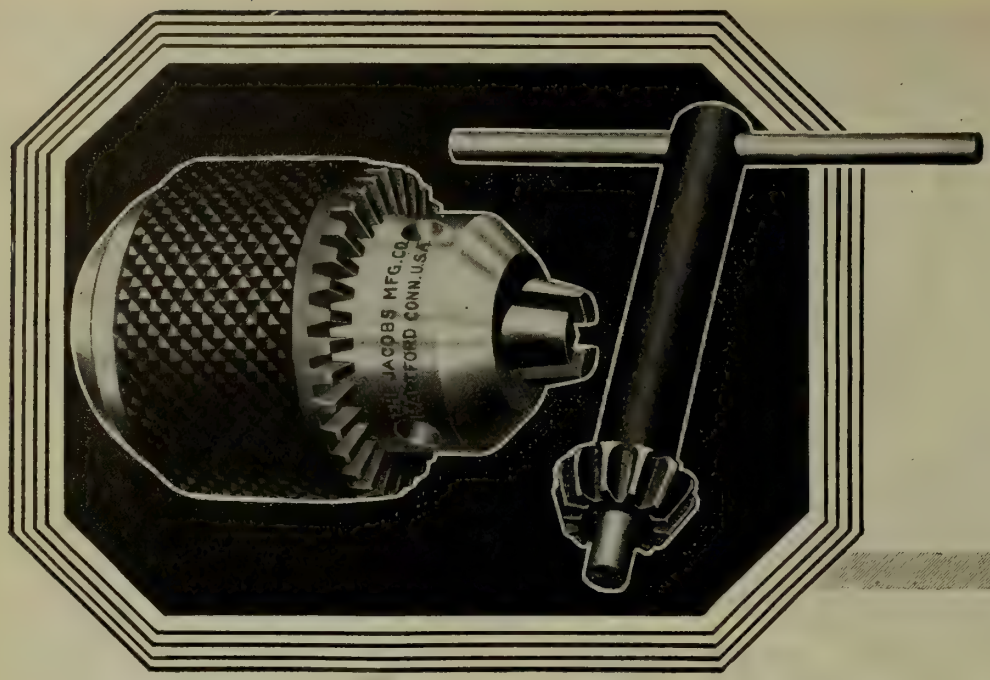
**WHERE THERE'S A WILT—THERE'S THE WAY**



## WILT TWIST DRILL CO.
## OF CANADA LIMITED

**WALKERVILLE - - - ONTARIO**

**LONDON OFFICE: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**




# WHAT YOUR CUSTOMERS NEED

When you furnish a man with exactly what he needs you are adding a customer to a clientele that looks to you for future supply, you are creating a following that insures the permanence and growth of your business.

That's why so many dealers look upon Jacobs Chucks as indispensable to their mill supply line. Mechanics prefer them to any other.

Firm grip, accurate alignment, and convenience of adjustment with the key and toothed sleeve make Jacobs Chucks exactly what the drill-user needs.

**ORDER A SUPPLY TO-DAY**

**THE JACOBS MFG. CO.**

**Dept. H.M.**

**HARTFORD — CONN.**

Jacobs Chucks

# Our Christmas Greetings

TO OUR CUSTOMERS

THAT great army of Friends who, through their Good Will and Good Wish, have made possible the successful development of our business and,

TO OUR EMPLOYEES

OUR fellow workers whose loyalty and enthusiasm have contributed so much to our success and the development of our organization,

WE EXTEND

AT this season of joyous remembrance Our Greetings. We wish you all Good Health and Happiness, in larger measure for the year to come than any of the years that have gone.

THIS WISH

IS no different to the one we, at all times, silently entertain for you, but this being the season for expression, we proclaim to you and yours----

MAY your Christmas be a Happy One and may the New Year come to you laden with Prosperity.

THE
**STEEL COMPANY**
OF
**CANADA**
LIMITED

**HAMILTON** **MONTREAL**

# *Trained and Equipped, We Face 1920 Brimful of Confidence*

Our Advertising and Selling Campaigns for 1920 are completed—dealer co-operation plans have received their final O.K. Our plans, we know, will instil belief, confidence and enthusiasm wherever our goods are marketed and sold. Our products, properly handled through live and progressive dealers will inspire the consumer not only to buy himself but to sell to others.

There will be nothing inanimate about our 1920 campaign. The influence of our strong sales talks will form a stream of constant persuasion bearing steadily on the buying public.

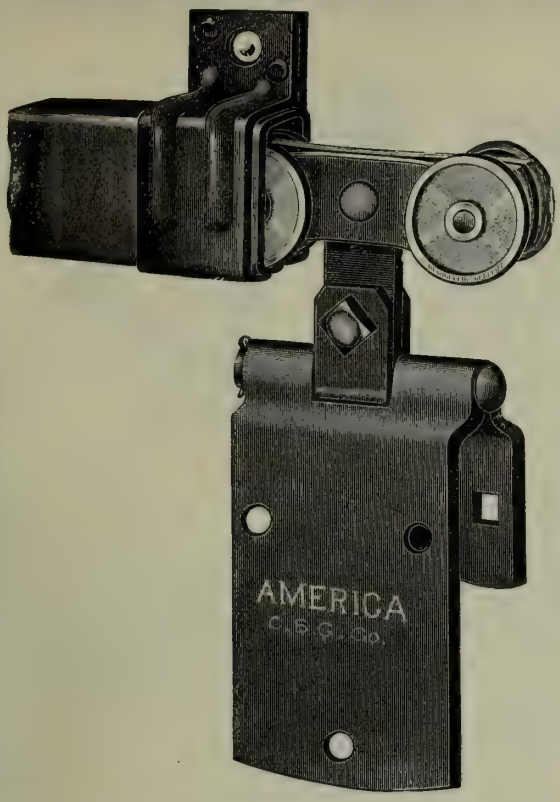
We, McClary's, believe in and practice the best forms of advertising. Our record of 73 years of faithful service justifies all the claims we make for the reliability, suitability and efficiency of our famous products.

Co-operate intelligently and definitely with us—our experience and your retail selling knowledge will bring into operation team work profitable to both.

Accept at this time, our best wishes for increased prosperity during the coming twelve months.

**McClary's**

**London Toronto Montreal Vancouver**
**Winnipeg Hamilton St. John, N.B.**
**Calgary Saskatoon Edmonton**




# "America" Trolley Hangers

## The Largest Sales of any Trolley Hanger in the Dominion

### For Warehouse, Factory, Garage and Barn Doors

The "America" operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.

### Tandem Trucks, Hardened Roller Bearings

Apron 6 in long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes, and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

***C. S. G. Co. Products are good for Your Business.***

## Canada Steel Goods Company

**LIMITED**

**Hamilton** **Canada**



ARROW BRAND WRINGERS

# Clothes Wringers

are a staple line with the hardware dealer and he should keep them prominently displayed to enjoy a full share of this profitable business.

Clothes Wringers bearing the name **DOWSWELL** have had an established reputation for 35 years, because they are **GOOD** wringers.

Good wringers must have good rolls. In our complete rubber plant-mixing mills, calenders, vacuum dryer, etc., we make the stock right from the crude gum and daily tests prove that our rolls will give service much longer than the period covered by our warranty.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

## DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

**Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers**

*Western Representative:*
HARRY F. MOULDEN & SON
WINNIPEG. MAN,

*Eastern Representative:*
JOHN R. ANDERSON
MONTREAL, QUE.

# TONCAN METAL

*Resists Corrosion*

## Isn't there something better than ordinary sheet metal?

Ever have a customer ask you that? He's tried ordinary sheet metal and found it good **while it lasted.**

Now he wants sheet metal, but he wants "something better" and you can give it to him. Just say without hesitation

## There is--It's called

TONCAN METAL

It will give you years of satisfactory service where ordinary sheet metal gives months.

Its use is true economy, for it costs much less per year of service than ordinary metal sheet.

It can be used for every sheet metal service from ridge roll to down spout, from roofing and siding to culverts.

And it has proven its worth in thousands of structures.

Let us send you our book, "Corrosion—The Cause—The Effect—The Remedy." It is full of interesting material about Toncan Metal and its use.

## The Pedlar People, Limited

**Oshawa, Ont.**

***Branches:*** **Montreal, Quebec, Ottawa, Toronto Winnipeg, Vancouver**

***Canadian Distributors:***

**THE STARK ROLLING MILL CO., Canton, O.**

***Sole Makers***

# ARMCO IRON

## AND ITS FIVE POINTS OF SUPERIORITY

**Chemical Purity** **Rust-Resisting Property** **Welding Quality**
**Electrical Conductivity** **Enameling Property**



IS this the view of a city street?
No, it's only the roof of a building!
You don't say so! Where?
The Atlanta warehouse for the storage of cotton.
Whew!
It's the biggest building of its kind in the world—covers forty acres.
Mr. Arthur Tufts of Atlanta is the engineer.
Dowman & Dosier Manufacturing Company of Atlanta are the builders.

Several hundred tons of Rust-resisting ARMCO IRON were used for skylights, conductor pipes, ventilators and fire doors.
In all there are six hundred Dixie ventilators and twelve hundred and fifty fire doors, and **all** made of ARMCO IRON.
This speaks well for the faith of the builder and engineer in ARMCO quality. They wished to be sure of no disappointments.
The Atlanta warehouse is built for permanence.

**Armco Iron Blue Annealed, Black, Galvanized, Polished and Special Finished Sheets, Roofing and Siding**

**OPEN HEARTH STEEL CASTINGS TO SPECIFICATIONS**
**300 lbs. to 80,000 lbs.**
**PROMPT SHIPMENTS**

Our specialties are: Rolling Mill and Steel Works Castings, including annealing boxes and bottoms. Ship, dock, machinery, railroad, mine, engine, crane and miscellaneous heavy castings.

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

## The American Rolling Mill Company
**MIDDLETOWN, OHIO**

**Licensed Manufacturers Under Patents Granted to The International Metal Products Co.**

**Branch Offices at New York, Washington, Pittsburgh, Chicago, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta, San Francisco and Buffalo**

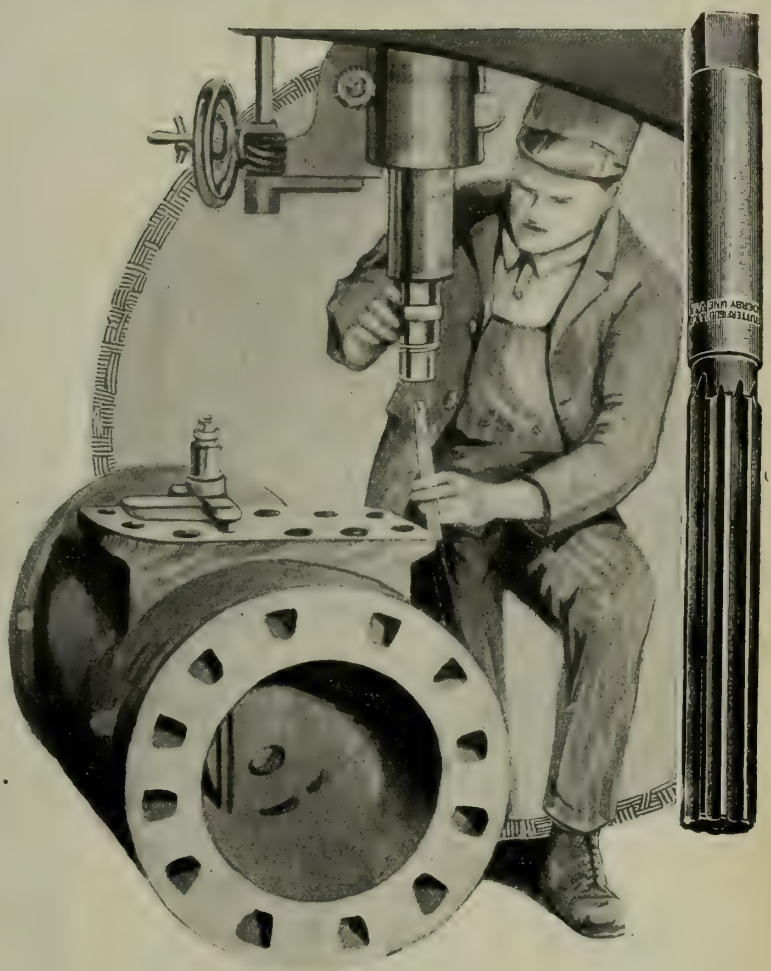
# BUTTERFIELD

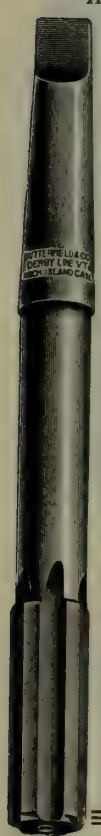
## Butterfield Tools

### *Represent 35 Years of Concentration on Improvements*

The processes in manufacturing Butterfield Tools are performed by experts, producing the highest quality of tools. Rigid inspection prevents any chance of inferior tools reaching the shipping room.

Wherever changed conditions or new methods of work have made improvements possible, Butterfields have been alert to adopt them—a policy that assures continued confidence of the consumer and permanent trade for the dealer.





***A Line with Tool for Every Purpose and of Excellence that Gets and Holds Trade***

The Butterfield Line meets every requirement of the dealer; they sell because the consumer knows their well-established efficiency; they offer a generous margin of profit and the high quality insures satisfied customers and continued sales.

***Ask for a Catalog—A Handbook of Profit***

## Butterfield & Co., Inc.

**Rock Island, Quebec**

# Your Salesman—

and the things you sell are two big factors influencing the growth of your Hardware Business. In fact the article you sell is a salesman itself. Why?

In the first place the articles you sell must be distinctive for their superiority; they must have the qualities that draw trade, that make it worth while for people to come a long way to your store and your store alone, to get them.

When your store is full of such articles your salesman's work becomes a pleasure to him, and only inasmuch as his work is a pleasure can you expect to get his full measure of co-operation, which will make your store more successful than those around.

The Tight-Lock feature in FROST FENCE gives it a distinctive selling point. Your customer compares it in use with other fences, and not only comes back for it, but says many a good word to his neighbor, which will lead to a sale.

Your salesman is glad to sell FROST FENCE because *its own good qualities help him to sell it.*

**FROST FENCE is a business builder.**

**Territory still open.**



## FROST STEEL AND WIRE CO., Limited

## Hamilton, Canada



# Use Common Sense

## Real Hack Saw Economy requires the use of common sense in the regulation of weight on the saw.

Every machinist knows, when he is using a hand hack saw, that as the blade becomes worn, more pressure must be put upon it if the cutting speed is to be maintained, but he's very apt to overlook that point in using power machines.

As the saw is used the teeth become worn, and what we call the "contact" area, the area of the blade that actually rests on the work, becomes greater. That means friction and a necessity for more pressure to make the blunted teeth cut into the work. On a heavy saw 64 pounds pressure is generally about the right figure to start with, but to keep the saw cutting as fast, after it has made twenty odd cuts as it did at first, more pressure-weight is needed.

The Starrett Hack Saw Chart M.A. helps every user of Hack Saws to do more work at a lower cost. Copy sent you free upon request. Write for Catalog No. 21 M.A.

*Are Your Customers kept supplied with Starrett Hack Saw Charts?*

THE L. S. STARRETT CO.

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO

42-4




# Starrett Hack Saws

# ATKINS

## Sterling Quality Cross-Cut Saws




The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

*Made in Canada.*

## E. C. ATKINS & CO.

***Makers of Sterling Saws***

**Factory—Hamilton, Ont.** **Vancouver Branch—109 Powell St.**



THIS is a line that knows no selling season—they sell all the year 'round and make both friends and profit for every merchant who stocks them. We make Gloves for all out-door and indoor work—Gloves that are widely recognized as possessing extreme quality—Gloves that ensure satisfaction to the wearer and "repeats" for the Dealer.

**Made by The**
**American Pad & Textile Company**
**CHATHAM, ONTARIO**

## They Stand the "Wear" Test

### Once Tried---Always Worn

IN 1920 there will be a stronger demand than ever for Canadian goods. "TAPATCO" Gloves are Canadian. No need to sell imported goods, when you can get a Canadian article so good as this.

"TAPATCO" Gloves are made for the hardest wear. Farmers—Engineers—Mechanics—Lumbermen and Railwaymen, all appreciate TAPATCO Gloves.

Order from your jobber now.

# TAPATCO

REGISTERED TRADE MARK

## BRAND GLOVES & MITTS

**STYLES**—Gauntlet, Knit Wrist and Band Top.

**WEIGHTS**—Heavy, Medium or Light.

**MATERIALS**—Leather Tip, Leather Faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

# More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

**The R. McDougall Co.**
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

# GERMANTOWN LAMPBLACKS

in

## ENGLAND and AMERICA

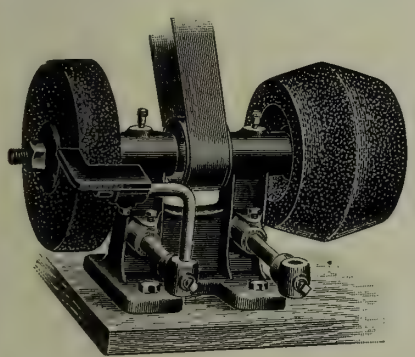
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

## THE L. MARTIN CO.

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**Philadelphia New York**
**Winnipeg**
**London, Eng.**



# BULLDOG

## *Power Tool Grinders*

designed to meet the demand for a small power head grinder.
Two vitrified corundum wheels for general use, and tool rests.
The ideal wheel for steel grinding.
Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

**WESTERN HARDWARE MFG., COMPANY, LIMITED**
MILWAUKEE, WISCONSIN

# LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

**Address your envelopes B Dept.**

## White & Colquhoun

***Hardware Exporters*** **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

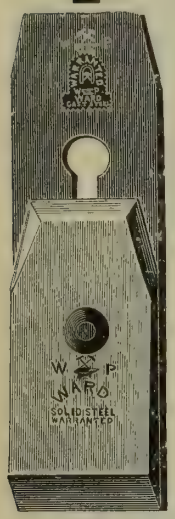



# WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD





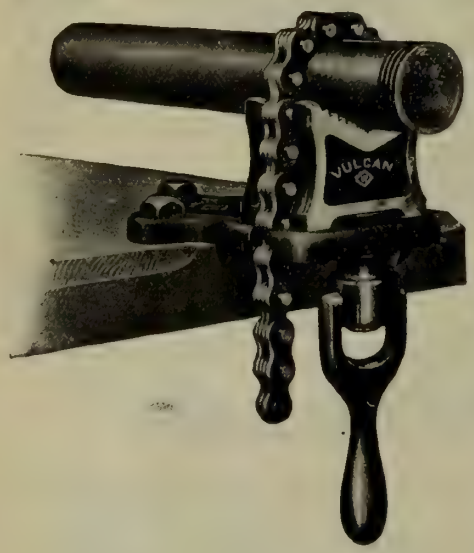

The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

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SHERMAN F. AINSLIE, 62 Temperance St., Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.




# Williams' "Vulcan" Chain Pipe Vise

THIS Vise is one of the most remarkable of our products. It is the result of many years of careful study and comparison of many pipe vises—their advantages and weaknesses.

Williams' "Vulcan" Chain Pipe Vise is the *only* pipe vise made wholly of wrought steel and is stronger, lighter and more compact than the old style, conventional cast tool it is rapidly superseding. It embodies all the desirable qualities of a really superior pipe vise for it is unbreakable and combines positive grip, powerful action and rapid adjustment with ease of attachment anywhere.

Three sizes—1/8 to 8-inch pipe. Descriptive booklet free.

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**"The Drop-Forging People"**

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Brooklyn, N.Y.

30 S. Clinton St.
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THE A. G. LOW CO., LTD., 30 PACIFIC AVE., SASKATOON, SASK.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia




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Established
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## YOU CAN INCREASE YOUR PROFITS

with a Gilbert & Barker T-235 Quick Return Pump at your curb combined with suitable Underground Storage Tank. This will enable you to sell your present customers their gasoline and it will also attract additional customers.

A T-230-L Outfit will care for their oil needs.

There is a steadily increasing demand for filling stations.

***LET US TELL YOU MORE ABOUT IT. JUST SEND FOR BULLETIN 57.***

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*Canadian Distributors.* ∴ *Branches in all Cities*

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23 Union Street, Springfield, Mass., U.S.A.

# American Felt Large Head Roofing Nails

## "DOMSTEEL SPECIAL"

**Are Made in Canada by**

## DOMINION IRON & STEEL CO., LIMITED

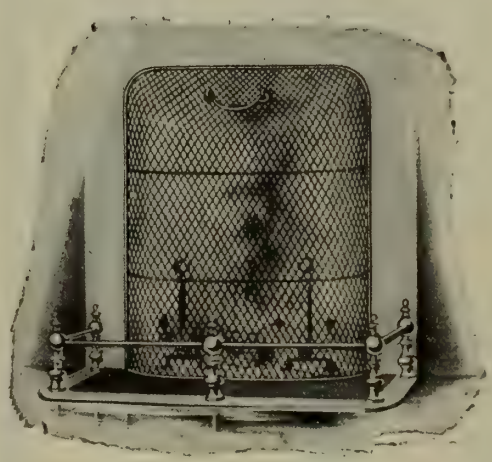
*Style and Quality Perfect*

**When ordering from your Jobber insist on getting**

## LARGE HEAD ROOFING NAILS "MADE IN CANADA"

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## Fire-place Screens
## Wire Cloth
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## Wire Grilles
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for tool-rooms and stock-rooms
## Heavy Wire Baskets

## C. H. JOHNSON & SONS, LIMITED
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Standardized in quality and price— with protection to the Jobber.

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SOLDERS
PHOSPHOR TIN
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ETC.
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BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

# DISSTON

THE SAW MOST CARPENTERS USE




Think of the great number of farms in your territory —every one equipped with saws and tools.

We are going after this farm business with all our heart. These farm papers—29 of them in all—are the evidence.

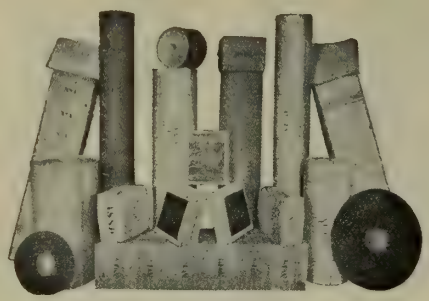
These journals have a combined circulation of 4,737,245.

Advertisements of Disston Saws and Tools appear in every one of these farm papers.

Think what a direct help to your farm business it is to have this immense audience of farmers **interested** in Disston Saws and Tools.

The already tremendous prestige of Disston Saws and Tools among farmers, as among all sorts of tool-users, will show increasing results in your sales as this work goes on.

HENRY DISSTON & SONS, LTD., Toronto, Canada
Branch: Vancouver, B.C.



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

**Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.**

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

***May we send you catalogue and prices?***

Canadian Sales Representatives:
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Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

**UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN**

# BROOMS

Our

## Canada No. 3

fills the bill

Not too heavy, not too light

## Just Right

Polished handle, pink strings, velvet and tin lock finish.

**The Best $9.00 Broom**

We know how to make.

***ORDER NOW.***

**WALTER WOODS & CO.**

**Hamilton and Winnipeg**

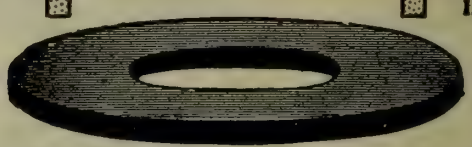
**Wrought and Steel Plate**

# WASHERS

**OF ALL DESCRIPTIONS**

**ROUND AND SQUARE**

**PLAIN OR GALVANIZED**



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

**PROMPT SHIPMENTS**

**We Guarantee Quality and Service.**

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**

# PINK'S LUMBERING TOOLS

**The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.**

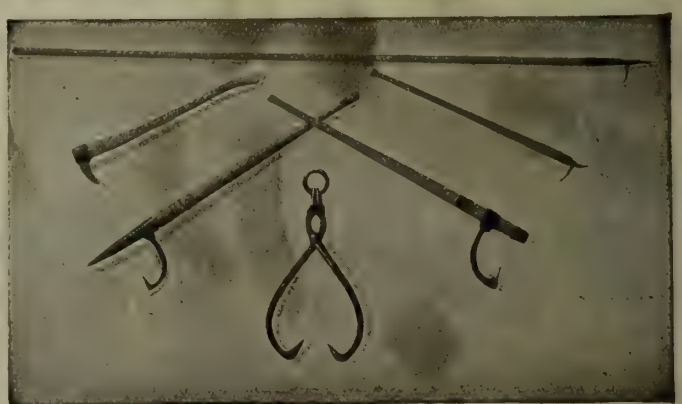
**We manufacture all kinds of lumber tools. Light and Durable.**

**LONG DISTANCE PHONE No. 87**

**Send for Catalogue and Price List.**

**Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.**

**THOS. PINK COMPANY, LIMITED**
**Manufacturers of Lumber Tools**
**Pembroke Ontario**



*Look on Drawings for*

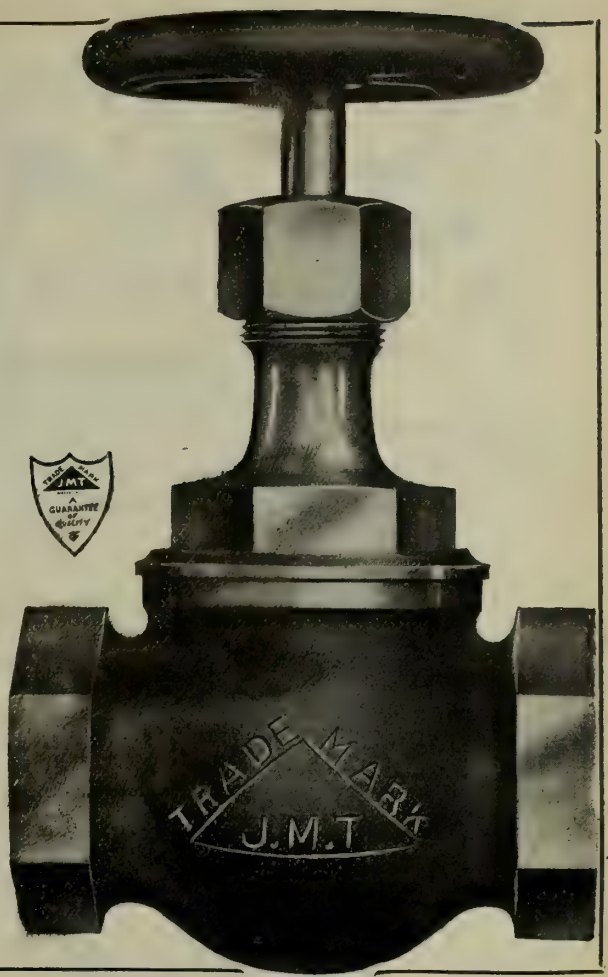
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*It's on most specifications*

**Morrison Valves** are so well known to men in the mechanical field that they seldom think of specifying others.

Engineers, draughtsmen and designers are responsible and answerable for the work they plan, so their action infers perfect confidence in Morrison Products. Customers buy them readily for the same reason.

**James Morrison Brass Mfg. Co.**
LIMITED
**93-97 Adelaide Street West - Toronto**



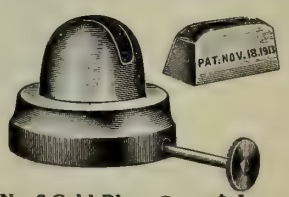




A and B Size Correct Lamp Burner

# Correct Lamp and Lantern Burners

**(Flame Spreader Type)**




No. 2 Cold Blast Correct Lamp Burner

## 25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.



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**The Schultz Manufacturing Company**
LIMITED
**HAMILTON, CANADA**

***Give us your Wholesaler's name and we will send you a sample***



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# 4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

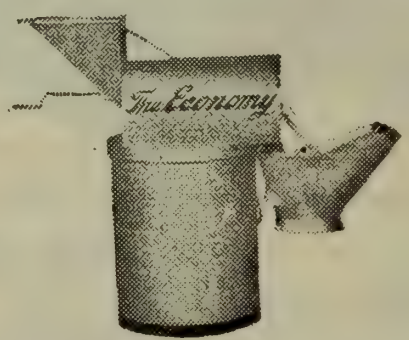
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

# REED'S
## ECONOMY ROTARY
# ASH SIFTER

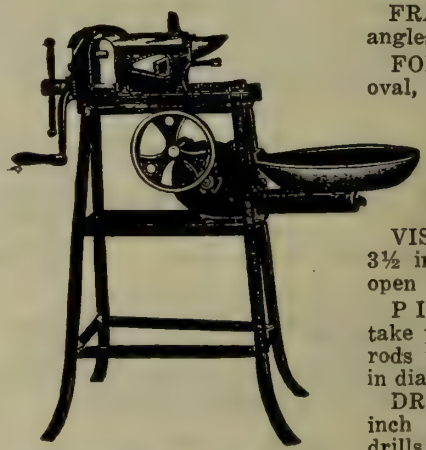
**Made Better so as to Sell Better**




DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

**Geo. W. Reed & Co., Limited**
37 St. Antoine Street, Montreal

# Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws ars 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

**Factory and Office:**

**Rock Island Manufacturing Company**
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**VISES** *A Type and Size for Every Service*



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**Quality Hardware made STAPLE by Years of Satisfaction to the User.**

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**Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps**

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Our line of Wrenches are admirably adapted for premium purposes—we imprint them, too.

ASK FOR CATALOG NO. 25HM.

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# VOL-PEEK

## A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

**Order through your jobber or direct to**

## N. NAGLE & Co.

**(Owning and operating Vol-Peek Mfg. Co.)**
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COSTS ONLY ½c FOR EACH MEND




## More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

**Iron, Copper and Brass Rivets,**
**Small Washers and Burrs**
**Wire Nails**
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**Escutcheon Pins (Brass and Steel)**
**Tubular and Bifurcated Rivets**
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# Carry the Files that Sell best

A standard tool with a reputation for reliability means profit to dealer as well as to manufacturer. That is why it is in your interest to stock Famous Five Files.

Their merits are known to workman and employer; and their reputation rests on half a century of leadership in their line.

Accurate grinding and cutting, scientific hardening, and rigid testing go into every one of the Famous Five Files.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
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Made in Canada by

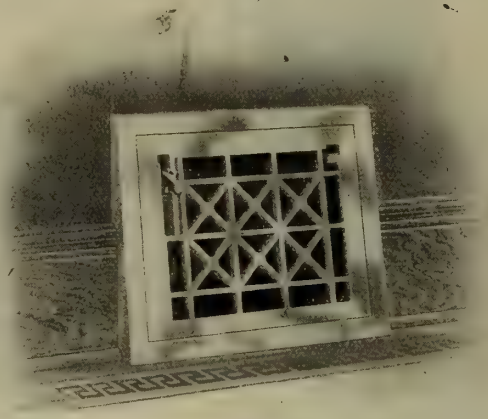


Registers **TUTTLE & BAILEY MFG. Co.** Registers

**We Devote Our Entire Efforts to Perfecting These Complete Lines Which are Standard**

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Cast Iron, Semi-Steel and all Steel.

REGISTERS
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In all sizes designs and finishes.

Quickset Register

IF YOU ARE NOT HANDLING OUR GOODS, DECIDE TO DO SO AT ONCE. WRITE FOR CATALOGUE AND PRICES.

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**UNIMECO WROUGHT WASHERS**

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

**THE UNION IRON & METAL CO.**
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

**An Axe is as Strong as its Handle**

**STILL'S**

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

**STILL'S HANDLES**

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

**J. H. Still Mfg. Company**
ST. THOMAS -:- ONTARIO

# *Make Your Store Headquarters For* IMPERIAL BRAND PRODUCTS.

The dealer that is well stocked with Imperial Brand Products need never fear trade becoming slack, because there is a constant demand in all seasons of the year for Imperial Brand Harness, Partridge Tires and Trees' Automobile Accessories.

These products are backed by a house that has been established for 50 years, always giving the best that is possible to be manufactured. No article leaves the factory without a guarantee that it is perfect in every detail of workmanship and material. Always display Imperial Brand Products. It means your old customers will return, bringing new ones with them. Please place your orders early.

## SAMUEL TREES & CO., LIMITED

**Specialists in Harness for 50 years.**

**42 Wellington St., E.** **Toronto**



# Ready for Immediate Shipment

## *Sterling Pipe and Empire Elbows*

**"Nestable," "Sterling"** stove pipe is made of best quality Canada plate. The lock is extremely simple —anyone can put it together. Well packed for shipment in round cartons with steel ends.
**"Empire"** corrugated elbows are made of the very finest blued steel by expert workmen. Strongly wired in bundles of one dozen for shipping. If you have not already done so, try some of our **"Empire"** Elbows next time.

## The Thos. Davidson Mfg. Co. Ltd.

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# COLONIAL WIRE MFG. CO., LIMITED

**WORKS: LACHINE CANAL, MONTREAL**

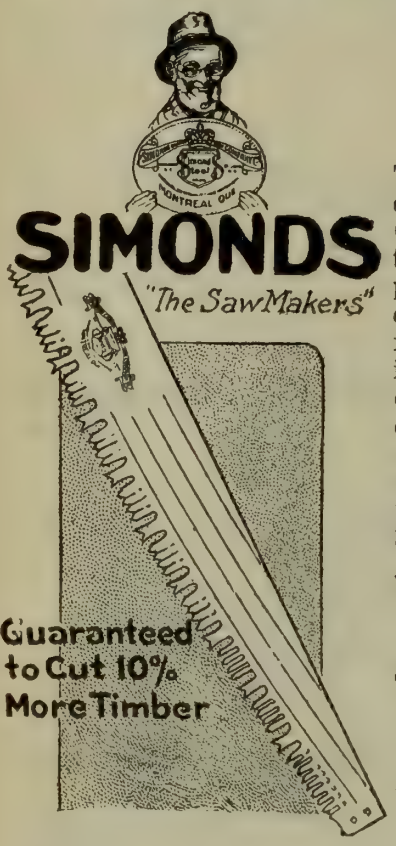
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**SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.**
**Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.**
**FENCE STAPLES—WIRE NAILS—WOOD SCREWS**
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# CRESCENT-GROUND SAW LEADERS




The Simonds Crescent-Ground Cross-Cut Saw has a trade-pulling power which dealers everywhere recognize. There is no cross-cut saw on the market that can equal a Simonds for efficient and easy cutting unless it is another Simonds.

**Write for catalog and prices.**

**Simonds Canada Saw Co., Ltd.**
St. Remi St. Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C., St. John, N.B.

# TRADE MARK Red Devil Tools

## Increase Your Sales

The more "Red Devil" Tools you buy the more tools you will sell. Experts know their true superiority—everyone knows their reputation.

**"RED DEVIL" Glass Cutters**




No. 363, Circular Glass Cutter, indispensable in all garages for cutting head-light glass, has a metal base, a non-slipping rubber cloth mat, a steel rod graduating into 16ths inches to cut circles 2 to 12½ inches, and a renewable hand-made, hand-honed steel wheel that will not flake nor break glass.

*Remember "Red Devil" Glass Cutters are the biggest sellers in the world. Write to-day for proces and Complete Catalogues.*

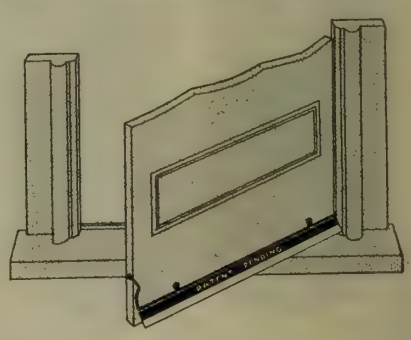
**Smith & Hemenway Co., Inc.** 89 Coit Street, Irvington, N.J.

# TO SAVE COAL
## Is a Duty

This **AUTOMATIC DOOR STRIP** really works and effectually shuts out the icy drafts. Lifts up instantly as soon as door is opened. Easy to instal. Write for prices to

**COLEMAN FARE BOX CO., LTD.**
**1191 Bathurst St., Toronto, Ont.**

**WE GUARANTEE THEM**





Type No. 3005 Adjustable Tension

TRADE
# CHICAGO
MARK
## SPRING HINGES

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

**Chicago Spring Butt Company,**
CHICAGO NEW YORK
*Send for Catalogue M-36*

# GILSON GARDEN TOOLS

We specialize in improved Garden Tools. The **Liberty Adjustable Cultivator-Weeder** here illustrated is an all-around Garden Cultivator. Does the work better than any hoe. Be the first in your district to introduce this serviceable line. There are good profits in it. The design and efficiency of **Gilson Garden Tools** are fully guaranteed.

**Order from any of these jobbers**

F. R. Murray Co., Ltd., Vancouver, B.C.; Brown, Fraser & Co., Ltd., Vancouver, B.C.: The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; J. H. Ashdown Hdwe Co., Ltd., Winnipeg; Wood, Vallance, Ltd., Winnipeg, Man.

*Manufactured by*
**GILSON MFG. COMPANY**
**Guelph, Ont., Canada**







# Again in Demand

**The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.**

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

**Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue**

**The Wm. Cane & Sons Company, Ltd**
**Manufacturers** NEWMARKET, ONTARIO

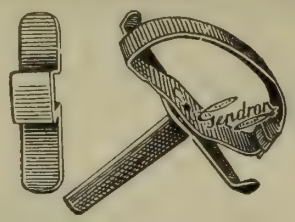
*Quick Sales*
*Big Profit*
*Satisfaction*

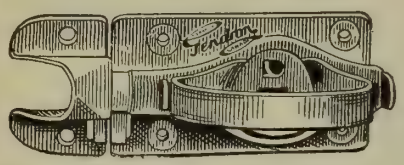



*Occupy But Little Space*
*Sell Easy*

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

**Collette Mfg. Company, Collingwood, Ont.**




*Fills the existing demand for a*

## Garage and Barn Door Latch

*that's just right for Dealer and Consumer*

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.
We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

**The Gendron Manufacturing Company, Limited**
Duchess and Ontario Streets, Toronto, Ontario

## W. HARRIS & CO., Limited

MANUFACTURERS OF

# GLUES

Flake, Ground or Sheet

*Importers of*

## POTATO STARCH
## CORN DEXTRINE

*Your inquires solicited, giving name of your wholesale dealer*

**W. HARRIS & CO., Limited**
994 Danforth Ave. TORONTO, Can.

Manufacturers
OF

# WIRE

HEADQUARTERS FOR
**WIRE BALE TIES**
Largest Capacity and Stock in Canada
*PROMPT SHIPMENT*

## LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

Satisfaction to Gentlemen




Only One Quality Made. Fully Warranted

Beautifully etched and finished. The most favored of our Razors. Perfect concaved and set ready for use.
TRY THE RAZORS AND BE CONVINCED.

**GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.**
Canada Office: 140 McGill Street, Montreal

CANADA
FOUNDRIES & FORGINGS
LIMITED

# A Heating Announcement

## Furnaces Season 1920

**Kelsey Warm Air Generator**

**Canadian Air Warmer**

**Tropic Furnace**

**Emperor Furnace**

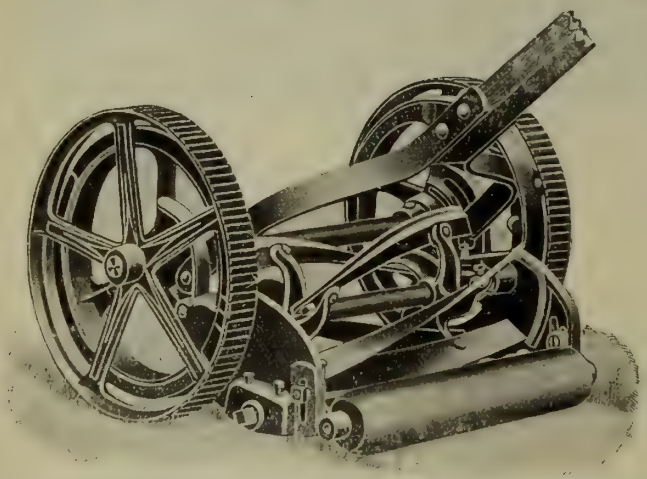
We are doubling the production of 1919.
Why not secure an agency?

PRODUCED AT

**JAMES SMART PLANT**

BROCKVILLE, CANADA

# Wise Buyers Are Ordering Their Spring Stock of Mowers—NOW



With labor and raw material conditions as they are to-day, it looks quite safe to assume that the scarcity of the past will be quite as marked next year as heretofore.

With this knowledge at hand it is quite reasonable and in order that your next season's stock in lawn mowers should be decided upon without further delay. Therefore, we ask those interested in the best that's made to place their order with us—now—so that we may anticipate and fill orders to the satisfaction of all concerned.

**Write us for prices and other details.**

## Taylor-Forbes Company, Limited

*The Largest Manufacturers of Hardware in Canada*

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
**Guelph, Ont.**

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

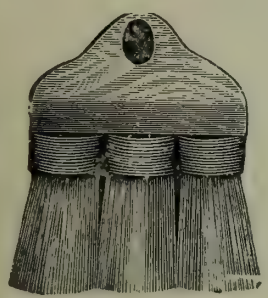
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

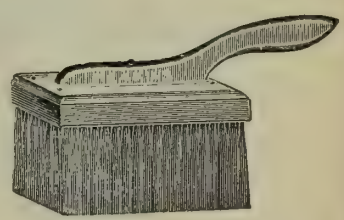
# MEAKINS BRUSHES

## A Brush to Suit Any Customer



and each the best of its kind. Meakins Brushes are made with extraordinary care, of perfect material by skilled Canadian labor.

You can confidently back Meakins Quality, and the customer's satisfaction is reflected in your repeat sales. It's a profitable line to sell.



**Meakins & Sons, Limited, Hamilton, Ont.**

**Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.**

# BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.




INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

**Copy of Catalogue will be sent free to any interested File User upon application.**

**G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.**

**Owned and Operated by Nicholson File Co.**

HAVE A

## Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

**W. R. JAMES & CO.**

**74 Henry Avenue East - WINNIPEG**

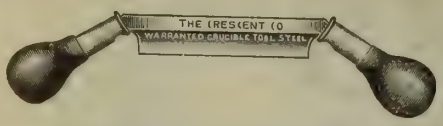


## O-Rib-O Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

**O-Rib-O Manufacturing Co.**

WINNIPEG, MANITOBA




# Crescent Line

*Small Tools and*
*Hardware Specialties*
*Hack Saws and Frames*

A reliable, salable line of goods that are made up to a standard of quality that holds your customers and builds future sales.

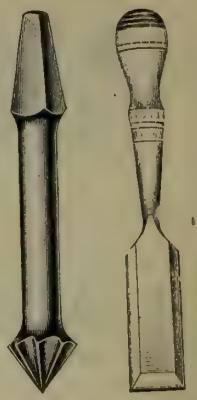



*At Your Jobbers.*

## Campbell Agencies

Toronto, Canada

The Crescent Company
Mer den, Conn.



MADE IN CANADA

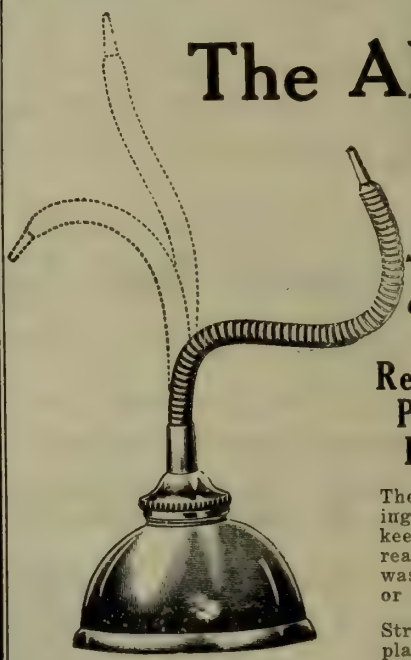
## Blacksmith's
## Boiler Makers'
## Machinists'
AND
## Pipe Fitters'
## Tools

Write for Catalogue

## A B. Jardine & Co.
LIMITED
HESPELER, ONT.

# The All-Way Oiler

*Saves 50% on Oil Bills*



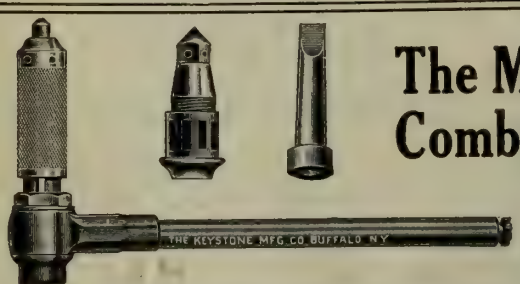
**General Purpose Oiler**
Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½-pint, and No. 3, 1 pint. A 7" spout to each.

### Reaches Difficult Places With a Flexible Spout

The spout is self cleaning. A special device keeps it clear and always ready for instant use. No waste of oil by dripping or missing the oil-hole.

Strongly made of copper-plated Steel in various sizes with a spring bottom. See the R.R. Oiler Funnel and Filler, the Oil Guns also.

**The All-Way Oiler Mfg. Company**
**196 King St. West Toronto, Ont.**




# The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

**The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.**

**"KEYSTONE" Drilling Post or "OLD MAN"**



Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

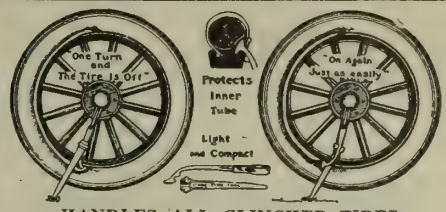
"KEEN" RAZORS



JAMES BUTLER. Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861






HANDLES ALL CLINCHER TIRES

**THE CASE TIRE TOOL**

is a new wonderful time and clothes saver. The fastest selling auto accessory on the market. Order a large stock from your jobber because they sell fast.

DEALERS.—The Case Tire Tool offers you a wonderful sales opportunity. Write for our attractive demonstration proposition. To delay may mean someone else will get ahead of you. Mention name of your jobber.

**MOTOR NECESSITIES COMPANY OF CANADA**

231 Somerset Bldg. WINNIPEG, MAN. Phone M. 2916



HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.



# KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

# LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

## FOR QUALITY THAT SATISFIES

**Send In Your Order Now**

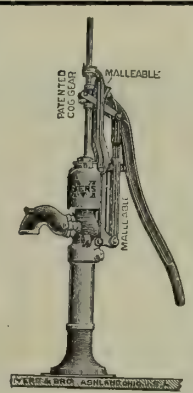
## London Rolling Mills Co.

LIMITED

LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.






**MYERS**

**"HONOR-BILT"**

**Hand and Power PUMPS**

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.

The aggressive dealer handles the MYERS — Ask your jobber or write us.

**F. E. MYERS & BRO.**

No. 65 Orange St. ASHLAND, OHIO



**NOVA SCOTIA STEEL & COAL CO., Limited**

**NEW GLASGOW, N.S.**

*Manufacturers of*

## FERRONA PIG IRON

**and SIEMENS-MARTIN**

## OPEN HEARTH STEEL

# EGGS:—$1.25 PER DOZEN

## THIS IS NOT A GROCERY AD.

## The Collins Metal Hens Solve the Egg Problem



CYCLE HATCHER



BROODER HATCHER

Our incubators cost so little and do the hatching so easily that many town and city people now use them as well as people on the farm. It is the "Universal" machine because it is simple to operate and economical, using one gallon of oil to bring out 50 chicks. The growing demand by the hardware trade has enabled us to make a very attractive price for 1920.

*START NOW—ENQUIRE OF YOUR JOBBER*
*OR*

## The Collins Manufacturing Company

**331 Symington Ave., Toronto**



# Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

# Ash Sifting Season



**Every Part a Selling Point**

sure to impress customers. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band round bottom, and general superiority of design. Convenient, clean and dustless.

**J. Samuels**

275 Queen St., W. Toronto

# Arrowhead Saws

Vanadium Steel

*The Standard of Canada*

"Arrowheads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

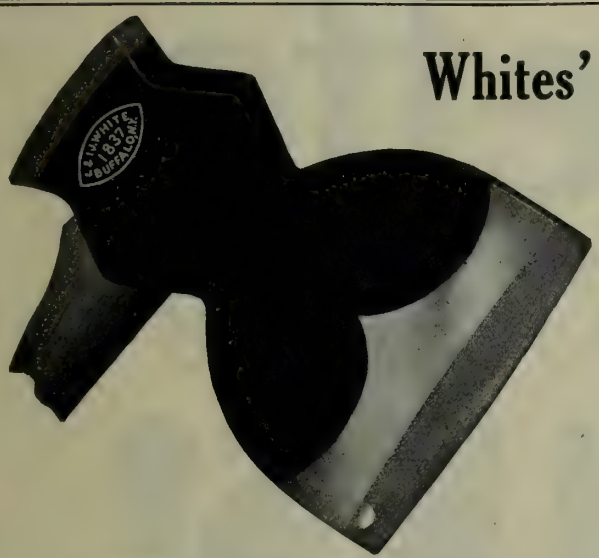
Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company

Limited

St. Catharines, Ontario

# Whites'




## Why Different?

Because they have a tool steel cutting edge. You know the difference between open hearth steel and tool steel, and how different a temper the tool steel will take. Cost a little more, but your customers will pay it if they wear twice as long—and they will. Get our catalogue.

**The L. & I. J. White Co.**

55 Columbia Street - Buffalo, N.Y.

# LIBERTY WASHER

**Liberty Washers Are**




**Efficient and Simple**

Stores selling the Liberty Washers report big increases. The strong construction, simple principles, and good workmanship appeal to all, and make Liberty Washers SELL QUICKLY. If you are not handling the "Liberty" now, a two-cent stamp will bring you full information as to this profitable washing machine.

**A. R. LUNDY**

257 King St. W. TORONTO

CHRISTMAS
1919
PROVED THE
BIGGEST
Gillette
SEASON YET
THANKS!

*"Member Audit Bureau Circulation."*

# HARDWARE AND METAL

*CANADA'S NATIONAL HARDWARE WEEKLY*

VOL. XXXI. TORONTO, DECEMBER 27, 1919 No. 52

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## THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
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## HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.




## Mr. Stanley Worker Says—

ANOTHER year has gone around—a year which marks in history vital advances in civilization, in methods of governing and in methods of dealing with each other. It is our hope that the new year that approaches will deal with you generously, profitably and will find you in good spirits and help to increase your success in your business.

We look upon the coming year as one which will be of phenomenal progress to all of us in the building and builders' supply field. You can see it yourself.

There are not nearly enough buildings for people to live in and the prosperity of your community has brought more automobiles than there ever were there before. And all this means more garages, more garage hardware and more hardware of all kinds to be sold by you.

We thank all of the many friends who have made possible our steady growth during the seventy-six years in which we have specialized on making Wrought Steel Butts, Garage Hardware and Wrought Steel Specialties as good as we possibly can make them.

# The Stanley Works

**New Britain, Conn.**

**Canadian Representatives: A. Macfarlane & Company, Coristine Building, Montreal**

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, DECEMBER 27, 1919 No. 52

# Now for the Annual Reckoning

## Inventory Season is the Time to be Honest With Yourself—It is Vital That You Should Know Just Where You Stand—Points to Watch in Pricing Your Stock—Taking the Inventory

THE time for inventory taking is at hand and rapid changes in prices, and a record demand for merchandise and general business conditions make it imperative that hardware merchants should give special attention to this matter. It is of vital importance for merchants to know just where they stand, what merchandise is making profits, and what is "warming shelves." It is obvious that shelf warmers do not make money, and if any are in stock they should be gotten rid of and replaced with goods that will bring in money.

While stock taking is not an easy job, it is essential that it should be done with accuracy and thoroughness. From a business standpoint, 1919 has been one of the best years on record, especially for hardware merchants. Unless the ppredictions of some of the best men in the commercial world are very far astray 1920 will be even better. It is then up to every merchant to get away to a good start and to know just exactly what he has on hand, what his requirements are going to be, and what is equally important perhaps, what he is not going to need.

### Planning Ahead

"In my own case," said one merchant to HARDWARE AND METAL, "I always fix the actual date on which the inventory is to be written up. I begin by marking out the work fully a month before hand, and we make a start by grouping everything together in our cellar and store-room, keeping a sharp eye on the actual conditions of the various goods, so that if it should happen that anything is out of order when the day of writing up the stock arrives, the real value of the goods will be noted. In this way one is in a position of knowing clearly and correctly the actual value of the stock.

At this time, or rather just before it, I take care to buy as little as possible from the wholesaler, so that it makes it easier for my assistants to carry out their part of the work properly.

All containers should have a label placed on them showing the contents of the receptacle in each case, and marginal space left, so that in the interval, if anything is taken from stock, it may be noted accordingly. Thus, by the time stock-taking day arrives, everything outside and within the store is in good shape in the writing up of stock.

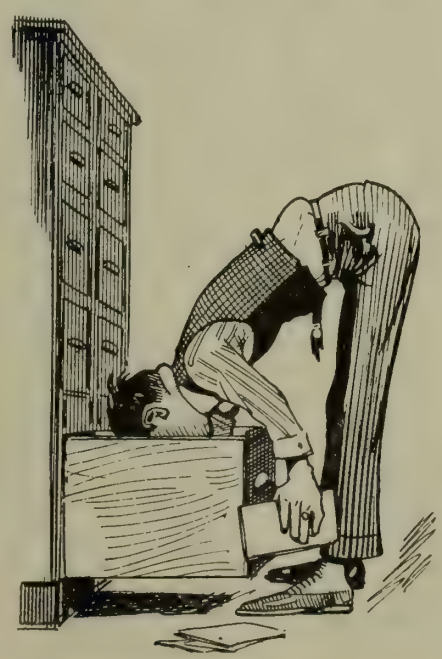
### Exercising Care

In the evening, after the store is closed we proceed in earnest at writing down everything in the store, great care and system being taken so that no small corners are being missed. This might mean quite a considerable loss in the final total, if not carefully checked up.

I always begin right in one corner of the store, close to the front, and go over the stock shelf by shelf, beginning at the top shelf and coming right down to the floor.

### Slip in Each Drawer

It is very necessary to have a slip in each drawer with a sufficient margin to mark off any goods sold in the interval. In the case of shelving, where there are no boxes, it is well to decide on either the left or right hand end of the shelf, for placing the sheet containing the list and carry out this system throughout the store and thus eliminate counting some stock twice and in other cases missing it entirely.



It often happens that several cases of the same article have been opened and some of the goods removed. It is well to go over all such cases and fill as many as possible to standard count, leaving as few as possible to count at the last minute.

Stock taking is almost invariably done during the quiet seasons, and it should be a house cleaning time as well. A good suggestion is to house clean first, starting a few weeks in advance, to clean out shelves, bins and drawers, etc., laying aside any articles that are slow sellers, shop-worn, or the tail end of a line of goods, etc.

### May Be Surprised

If this policy is adopted the merchant will often be surprised at the amount of cash he has tied up in dead stock. A very successful idea has been to put this line of accumulated stock out on display and advertise it, either in the local paper or by table or window display, using cards with attractive slogans, advising the public of the chance to buy these goods. It will be found that it is not always necessary to greatly reduce the price, especially at the present time, when goods are so scarce. It is stated by some of the most experienced merchants, that if this plan is carried out before starting to count the stock that the clerks and even the "boss" himself will take more interest in trying to push the sales of these odd lines, with the final result that the new fiscal year will be started off on a paying basis with all clean and up-to-date stock.

### Making the Entries

In entering goods in the stock book, it is a good idea to have sections of each portion of the store recorded separately, for the convenience of reference later, or, in case of fire or burglary. It might be necessary to check up for any one of the foregoing reasons at any time, and this separate recording of various parts of the stock would thus be of value.

The work of actual stocktaking does not mean, by any means, that the work is over. There remains much office

work to be done, and this should be tackled right away. Of course, it is always assumed that books are posted right up to date, or as nearly as possible. All work of finding the amount of ledger accounts will have been done and these recorded.

Great care ought to be taken with regard to the exact amount of cash on hand and in the bank, it being fully verified right away, so as to avoid any error.

Once all the data of the wholesale and retail ledgers is ascertained, the work of making extensions of the stock can be proceeded with, a little more leisurely, and all the work leading up to your final balance is done at one's own convenience. Naturally, one wishes to get through with the various work as rapidly as possible, as there is a natural anxiety to ascertain the result.

The aim is, of course, that every article should be priced at the amount it would cost to purchase at time of stock-taking, and always allowing for discounts where they are allowed.

### How to Take the Inventory

Accuracy always is the keynote of inventorying. The object is to ascertain, beyond the slightest doubt or reasonable question, just what merchandise and other things you have. The count must be right. Nothing else will do. Where it is necessary to estimate, like when we have a barrel of oil partly used, the estimate must be conservative. If it looks like somewhere between 15 and 20 gallons, put it down at 15. Get on the inside always where there is doubt. Otherwise, where it is possible to weigh or count, get down the exact amount of saleable goods. If there are damaged items, put them in below the sound ones, indicating, as nearly as you can, what they are worth.

These are rules always to be observed; but if ever there was a time when one should be extra conservative, that time is right now. Things have been advancing rather steadily for a long time. Men have become a little liberal, sometime reckless, about ordering. They have felt that everything was "a safe buy" until some are loaded up heavily. Nothing is "good property" which does not turn normally. Some lines have the disadvantage that they deteriorate steadily.

Now, I am not going to prophesy that things are due for a slump. It is always foolish to prophesy and right now it is absolutely superfluous, for one mighty cogent reason—this:

### Loss and Shrinkage There Already!

That on such goods as you have in excess of normal current requirements, you have sustained the loss already, regardless of the market! Get that? Every day you keep goods on hand costs money. Therefore, any goods you hold beyond the normal time of turnover have piled up against them an abnormal expense. When this extends beyond a certain very narrow limit, your loss is just bound to exceed any advantage that can possibly accrue from what you like to call "good buying."

There is, as a matter of fact, just ONE kind of good buying. That is underbuying. That makes for the quick turn, and the quick turn is the whole law and profits in retailing.

So there is no use trying to sidestep the fact that excess stocks stand you a loss; that the loss is there now, whether you admit it or not. So we need not speculate on what the market is going to do in that connection.

### How Shall We Price Our Stocks

All these factors influence the value of your stock on hand. If you have goods enough to cover your normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value, and 75 per cent. would be better. Such facing of plain facts may cause you to slow up on liberal buying for a long time. If you slow up as a permanent habit you will make more real money out of your business!

These are hints at how to price your goods. How far you will go on other lines depends on your own circumstances and environment; but a hint or two from some very successful people always must be of value.

### Here's One Plan

In one big jobbing house the practice is this way: In case of goods which have advanced since they were purchased, the value is put in on original cost. Where goods have declined since they were bought they are priced on the basis of replacement costs. This, you see, is working against the stock with a vengeance, but this is done by a very successful concern.

Remember, too, that whatever value you put into your inventory you will not change the actual value of the merchandise. If, therefore, you value it too high, the stock will not pan out and you will be badly fooled. If you undervalue it the stock will come up better than you calculated. That is the only kind of self-fooling that you can afford to have around your shop.

What will you do when you have the lists completed? Obviously, you yourself must work nights and at every odd moment pricing and totalling the sheets so you can balance your books. This work always is most valuable to every thoughtful merchant, for it will show him precisely where he has too much stock—and practically all of us are subject to this weakness.

This is the finest time of the year to see just how much more than you should have is in stock. As a preliminary, you might figure out what you should have, based on your sales.

### Keep It Normal

Having set down that kind of figure for your own business, you will be astonished to find how much you have in excess of what you should have. Then, when you have found this out you will begin to reduce stocks. It is not so desirable that you make cut price sale, though you may have to reduce some items to clean them out, as it is that you stop buying. Cut every order down to just what you must have. When you have reduced stock to normal, keep it there. That is perhaps as valuable a result as you can expect to get out of the habit of taking an inventory.

But take the inventory anyway. Know where you stand at least once annually.

## Says Auto Designs Changed Too Often

Harrison Watson, chief trade commisioner for Canada in Great Britain, stated to HARDWARE AND METAL that standardization of output to the minutest degree is necessary before Canada can hope to turn out manufactured products cheap enough to get in on world trade. Does standardization mean cutting out the frills that each manufacturer likes to put on his own product to distinguish it from the other fellow's? If it does many designers of automobiles are due to lose their jobs, for there are few industries where little changes of design introduced yearly are not costing more money.

One Canadian automobile manufacturer estimates that millions of dollars are spent every year by motor car makers in making trivial changes in design, merely to enable the advertising departments to call one car a 1919 or 1920 model in contra-distinction to another in all essential details the same car, known as a 1918 or 1919 model. "These little changes involve changes in machinery, and also a lessening of efficiency on the part of the workers until they are accustomed to the new models," said this auto maker, pointing out that the world's cheapest car is the same year after year, and still gives the same service under present-day conditions that it gave a few years back.

## SUBSTITUTING NICKEL

According to a London, England cable the question of substituting nickel coins or reducing the quantity of silver in the present coinage is under consideration by the British Government, and it is reported that the Mond Nickel Company of Canada will be given a contract for the provision of a reserve supply of nickel coins. It is understood that the company already has such a contract for French nickel coinage.

The British Government's action was taken after the council of the London Chamber of Commerce recommended that in view of the present price of silver and the possible disappearance of the silver currency, the Government should prepare and have ready for issue, when required, a nickel coinage of the lower denominations instead of issuing notes of a lower value than 5s. It has taken this position, first, because the Government loses on every piece coined when it buys silver and melts it; secondly, because of the incentive to unscrupulous persons to melt the coin, and, finally, because of the probability of hoarding.



*Keeping seasonable lines well displayed is the best way of speeding turnover, says J. G. Steele of London, Ont. His silent salesmen have proven such good business getters that he is planning to put in more of them.*

# Holds Two "Special" Sales Weekly

## J. G. Steele of London, Ont., Says He Has Obtained Excellent Results From Them and That in Dull Seasons They Keep the Volume of Sales Well Up—Attractive Window Display and Seasonable Advertising Very Important

Based on an interview by C. E. PARSONS, of Hardware and Metal, with J. G. Steele, of London, Ont.

TWO special sales each week are held by J. G. Steele, hardware merchant, at London, Ont., with excellent results, he says. The success of the sales depends to a large extent upon the weather, but given any kind of a reasonably fair day, proper advertising and backed by a window and store display, the sales are profit getters.

"We hold sales on Wednesdays and on Saturdays," said Mr. Steele in discussing the matter with HARDWARE AND METAL. "Those held on Wednesday are aimed especially to attract people from the city, while on Saturdays we get both city and country trade."

### Come in to Market

It might be explained that Saturday is the main market day in London, Ont., and that while markets are held on Tuesdays, Thursdays and Saturdays, the end of the week is the big day. On that occasion farmers frequently come in by train and by auto from points as far out as forty miles. These farmers are prosperous, their farms being located in some of the finest farming territory in the Dominion. They find a ready market for everything they have to sell and at prices they have never realized before. As a result they are good buyers and in the great majority of cases have the cash and are willing to pay for what they buy.

### Advertises Regularly

In order to reach these people Mr. Steele advertises regularly in the local papers, which have a big circulation on all the rural routes through the townships.

"I find that I get excellent results from advertising," he said. "I am planning in 1920 to use larger space than ever before. People read the papers closely, and I can tell from the things they ask for and in other ways that we get direct results from our copy. We find that it is a good plan to use illustrations in our copy and always to give prices. People like to see a picture of what is offered and they are always interested in knowing how much it is going to cost. We find that the farmers' wives are buying a great deal of merchandise of one kind and another. This may be due to the fact that the men are very often too busy to do the buying.

### Women Buy Paints

Mr. Steele states that women are buying more paint than ever before and are much interested in such lines as floor finishes and varnishes for all kinds of indoor work.

He has frequent inquiries for information about floor finishes, stains, etc., and always makes it a point to give the purchaser all the advice he can about the best ways of preparing the work, finishing it, etc., and he always inquires if brushes are required.

"People appreciate any information we can give them that will help them do a better job," he said. "Comparatively few persons know what they should know about painting or the right brushes to use. If left to their own devices the chances are they would get a paint entirely unsuitable for the work they intend doing, and then when they did not get satisfactory results they would blame us. By advising them we make satisfied customers, and this means that when they have any other work to look after later they come back to us for information and buy their paints here.

### Buying Good Things

"My experience indicates that all classes of buyers are demanding better merchandise than ever," said Mr. Steele. "People seem to have plenty of money and are willing to pay fair prices for things. This tendency to demand quality

articles is very marked sometimes. For instance I simply cannot sell the workmen in a certain part of the town a razor that I ask less than $2 for. They will not buy it because they think they will not get the quality they want for less than that price. If I ask them $5 they will buy without question as a rule. The same things applies to other merchandise. People look on any cheap article with decided suspicion and in the majority of cases, will pass it by and willingly pay a higher price if they can get a better article."

### Six Times a Year

Many of the "specials" put on by Mr. Steele are in tinware, enamelware and graniteware, and these prove big drawing cards with the women.

"We figure on turning our stock in these lines at least six times a year," said Mr. Steele. "I find that 'specials' are excellent for boosting turnover and also for keeping up the volume of trade during periods of the year, when otherwise, trade would be a little quiet."

Just inside the front door of the Steele hardware is a wall display cabinet filled with bathroom fixtures of the best quality.

"That has proved an excellent business getter," said Mr. Steele. "People come in for some other lines and see the display of fixtures and are at once interested. We find our sales in bathroom fixtures greatly increased since we arranged the display cabinet. It is an all-year-round business with us now. People who are building new homes are interested as well as those who have homes. Many people who have homes will buy perhaps a piece at a time until they get a complete set. We find that it pays well to handle only the high-grade fixtures. Occasionally we advertise them and always get good results."




*The illustration is half the size of the original. Seasonable copy with prices given, and illustrations, bring excellent results, says Mr. Steele.*

### Features Cut Glass

As may be seen from the illustration, Mr. Steele keeps a silent salesmen filled with cut glass right up at the front of the store. Women are keenly interested in these goods, he says, and besides increasing sales, the display is very attractive and creates a favorable impression on all entering the store.

"Our sales of cut glass have grown steadily," said Mr. Steele. "It is an all-year-round business with us now. During the Christmas season business was particularly heavy, but people buy it for gift purposes, for wedding presents and for other purposes throughout the year."

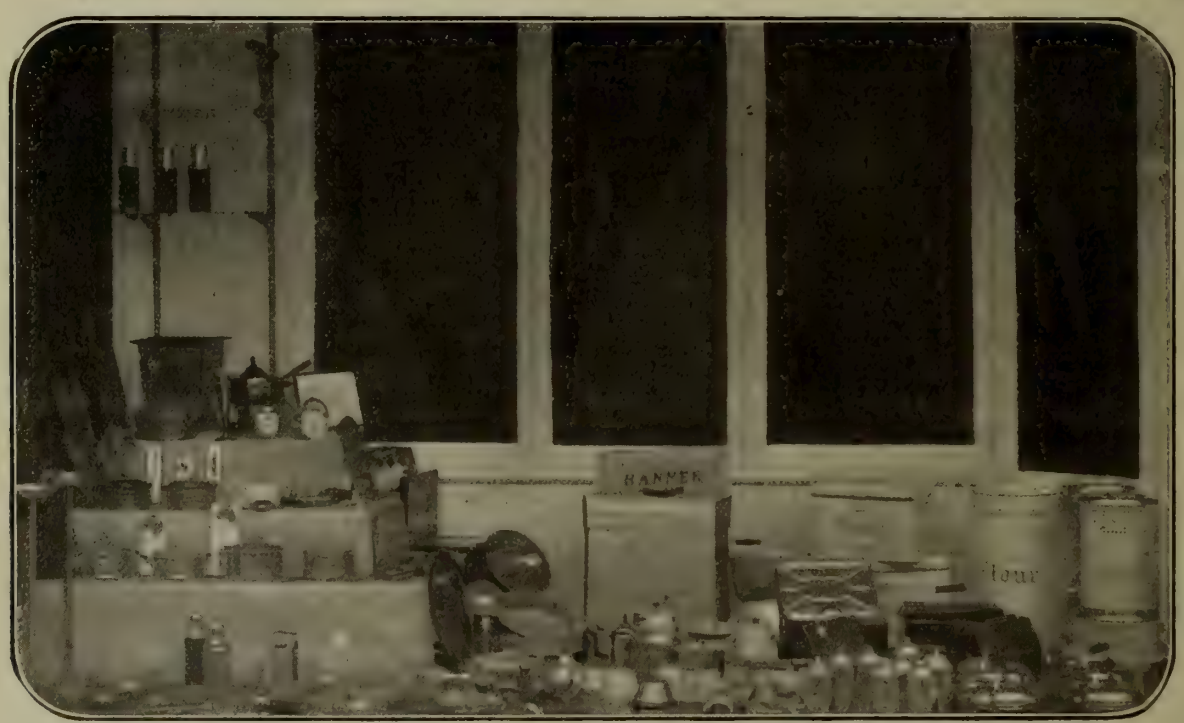
### On Cash Basis

Except for the business that is done with contractors and similar accounts, the firm's trade is on cash basis, and Mr. Steele figures that in following this plan, he is saving himself a good deal of time and worry, besides having the money he needs for carrying on his business and replenishing his stock.

"If you buy right you can sell right," he says, "and to buy right you need money. If I had a lot of money on my books I could not use it for keeping up my stock, and in addition I would have a lot of real work collecting it and chasing up those who owed me."

### Location Important

Mr. Steele regards location as one of the most important matters in connection with the successful carrying on of business. He moved from a location on the main street to his present location, farther down on the same street, because the first building was sold. He plans to move again in the spring to a new and larger store which will be within a couple of hundred feet of the junction of the city's two main thoroughfares




*Window displays never stop working. The arrangement shown above of using steps to display small articles has produced splendid results, says J. G. Steele of London, Ont. Note also the glass shelves just above the steps. Mr. Steele uses price cards freely.*



*Wall displays and store display are big factors in helping sales, says J. G. Steele of London, Ont. People, he says, are always interested in them. Note the attractive show cards. A number of these are kept on display at vantage points in the store all the time and have produced most satisfactory results.*

and right in the heart of the business section.

"It pays to have a good location," he said. "It pays also to keep one's store bright and attractive. It pays well to advertise and let the people know about your store and your stock, and it pays to arrange attractive window displays. I think our window displays are perhaps one of the best advertisements the store has. We change them regularly every week and aim always to keep seasonable goods before the buying public."

### Dressing of Windows

As may be seen from the illustration, Mr. Steele uses methods that are a little different from many merchants in arranging his window. By using the step plan at the back, he is enabled to show a much larger number of small articles and display them to greater advantage than if they were placed on the floor of the window. The floor is used for the larger articles, which will, to a considerable extent, display themselves and not get lost. At the rear of the window and against the wall, Mr. Steele has arranged an adjustable shelf which enables him to display a number of articles in addition to those on the "steps."

Particular attention is given to lighting effects and the window is kept brilliantly illuminated by seven large globes arranged in the ceiling.

### Lighted Every Night

The lights are kept burning until 11 o'clock every night. Mr. Steele says this works out well, as a great many people who come down to the theatres or other places are interested in "window shopping," and either call in and ask for things they have seen or telephone to have them delivered.

"I believe thoroughly in the value of display tables," said Mr. Steele, "and in the new store, where we will have more space, I am planning to have a number of them. They are excellent for keeping various articles turning over and also save the salesman's time."

### Sells Many Trays

The serving trays, which may be seen in the illustration, have proven good sellers. Mr. Steele says there is a demand for them throughout the year.

"Our sales for the past twelve months in this line will run well over the 300 mark," he said. "We get this business by keeping the trays out where people can see them, by advertising them, and by putting them in the windows."

Washing machines is another line that Mr. Steele has found are profitable.

"We have sold more than fifty hand and water power machines during the year," he said. "We find this a steady business and the more machines we get out the more we expect to sell, as women who are satisfied with the washer they have purchased tell their friends about it."

### More Auto Accessories

Mr. Steele is just started in the selling of auto accessories. He finds the business so satisfactory and growing so steadily that in his new store in the spring, he plans to put in a much larger stock than he has at present.

"I think there is some splendid business to be had in auto accessories," he said, "and I expect our accessory department to develop steadily. Our sales of auto finishes have shown a splendid growth."

One of the first things a visitor to the store notices is the number and the quality of the display cards. They are to be seen all about the store. Not ordinary hand-printed cards, but neatly printed display cards about 9 x 12 inches, many of them in an attractive little frame.

### Helps Get Business

Such messages as "Sift and Save With One of Our Ash Sifters," "It Pays to Get a Good Coal Hod," "Keep Your Furniture Shining With Our Furniture Polish," and so on may be seen everywhere one looks. In many instances the cards are in two colors with the feature of the message in large red letters.

"People are much interested in these," sad Mr. Steele, "and they are a real help in suggesting seasonable purchases. We keep the cards changed frequently so that they are always carrying a seasonable message and have had excellent results from them."

As an evidence of the value of displaying merchandise, no matter how small it may be, Mr. Steele instanced his sales of shaving brushes. He keeps these dis

played up near the front of the store in a silent salesman with razors and cutlery, and frequently puts them in the window.

"Shaving brush sales," he said, "have increased steadily and we are now selling more than 300 every year."

Another instance of the same kind is the increase in the sale of children's waggons.

"By keeping them out where they can be seen," said Mr. Steele, "we have boosted our sales over fifty mark each season."

# Toymakers at Annual Meeting Claim German Goods Are Being Sold

SERVING warning upon the buying public that a lot of German toys are being surreptitiously foisted upon them under the guise that they are manufactured in France, the members of the Toy Manufacturers' Association, at their annual meeting in New York on Tuesday announced that they would take legal or other necessary steps through their tariff committee, to prevent the sale of imported toys that are misrepresented by false markings as to their place of origin.

### Buyer Should Know

They claim that they have no intention to boycott or to interfere with German trade but that the buyer should know, by true markings, where the toys offered to him are made. They point out that a test made in the purchase of certain toys has shown on investigation that the markings "Made in Germany" have been changed. In one instance a toy railway train market and lettered in French was found on close examination to be marked "Made in Bavaria."

### From Rotterdam

Some of these German toys, it was stated at the meeting, had come from Rotterdam this year, where they had been stored in warehouses since the beginning of the war.

The bulk of toys on sale in the stores this Christmas are made at home. A few of them came from Japan. Department stores generally agreed this year to pledge themselves they would not knowingly sell German toys. The general impression was that before the war 90 per cent. of the dolls came from Germany. As a matter of fact, only 44 per cent. came from Germany and other parts of the world; the rest were made in America. German dolls, it was asserted, are being offered as French dolls, and legislative action would be sought to prevent this imposition on the public.

### Developing Rapidly

As showing the development of toy manufacturing, it was mentioned that the toys manufactured at home in 1913 were valued at $13,000,000, whereas the last report shows a value of $21,000,000. There are 330 toy manufacturers in the country, and of these 128 are members of the association. A firm must be two years in business before it can become a member of the association.

### Want Higher Tariff

The manufacturers closed their meeting with a discussion of the tariff question as affecting their industry. The present duty is 35 per cent., but some members of the association would like to see this raised to 50 per cent., and a suggestion has been made that the matter be laid before the proper committees in Congress, so that when revision comes up, as it may do this coming year, due regard will be paid to giving ample protection to the infant toy industry here. The future of tariff legislation is, however, regarded by other manufacturers with a great deal of doubt and misgiving, the belief being that not much is likely to be done this coming year to raise the tariff.

# Sees Splendid Roofing Trade in 1920

## Nearly 400 Attend Function Held at Montreal—Lt.-Col. Robert Starke Makes Address of Welcome

IN an interview with D. J. Munn, president of Alex. McArthur & Co., Ltd., wholesale paper and roofing manufacturers, Montreal, HARDWARE AND METAL was informed that the outlook for roofings and papers for a great many months to come was very excellent. Mr. Munn states that the indications are most encouraging from all sections of the country, both east and west. Not only in the city are the indications good, but from all rural centres as well. A survey of the situation is such as to promise for 1920 one of the biggest seasons on record.

### Prices and Material

"People have come to realize that they must build regardless of the price of material, and they also realize that there is not likely to be very much change. Prices cannot be lower than they are at present and with raw material so scarce and difficult to procure, and with prices for these commodities so high, there can be no low prices on the manufactured goods.

Continuing, Mr. Munn stated that there was no surplus of material on hand to speak of. The demands of the past season have been very heavy, and it has not been possible to secure deliveries of raw material to such an extent to lay aside any considerable stock. This means that anyone wanting material will require to buy it according to his probable needs, and it is those who so provide for their wants who will have a stock when it is called for.

### Exchange Situation

One of the big factors entering into the cost of the manufactured product to-day is that of the high rate of exchange which has existed for some time. For considerable length of time manufacturers have been absorbing this, but now with the rate so high it is necessary to readjust prices to take care of this increase. Then there is the matter of heavy freight cost, and added to this, of course, there are heavier charges for labor and for raw material. With regard to the matter it is just a question of getting supplies, and Mr. Munn pointed out that the cost of those rags, and which are so extensively used in the preparation of felt roofing and other felt material, was now selling as high as $75.00 per ton, and which is a record price. The demand for this product is so great that it is unlikely to be any lower in price than at present, and it may be much higher.

### Architects Busy

Mr. Munn referred to the fact that at the present time architects are very busy with actual work of getting out plans for new buildings. This was for work which is contemplated, and it will be simply a matter of going ahead with the work as soon as weather conditions permit. Mr. Munn thinks that labor troubles are practically at an end and that there will not be any necessary delay from this cause. This is a factor which has entered very seriously into any plans which were laid by those wishing to build during the past season. With the settling down of this difficulty there should be great activity in the immediate future. It was pointed out for the first six or eight months of 1920 and perhaps for the whole twelve months there would be a decidedly active movement of all these materials.

# British Iron and Steel Prices Show Advances

LONDON, Dec. 24.—The Birmingham iron and steel busines is limited. Producers are declining orders and freight congestion is causing a shortage of fuel supplies making distribution of output difficult.

Some Midland pig iron quotations have been withdrawn and in consequence nut and bolt bars show an advance of 10 shillings in price.

Glasgow reports the ship plates demand abnormal and steel sheets demanded by India, Australia and South America, with good orders noted.

Malleable bar iron has advanced to an export price of £23 per ton f. o. b. Glasgow.

# Boosting Winter Accessory Sales

## Educate the Customer and Sales Will Follow—Montreal Accessory Man Says There Is Big Opportunity and Room For All

Based on an interview by A. H. ILLSEY with Alex. Renaud, of The Renaud Motor Supply Company

"CAN the sale of winter automobile accessories be made successful on the part of the dealer?"

"The dealer must tell the customer what he needs, for he usually does not know."

The question of the writer, answered by Mr. Renaud in the second, brief, and definite sentence, suggests an important consideration, and at a season when it is very "timely."

Mr. Renaud has been selling accessories on his own account for the past six years. Each year has recorded an increase of turnover. And this year's records, already, in those lines that may be styled as "Winter Accessories," prove that the business is increasing. And this, let it be emphasized, when there are more dealers handling the lines than ever there have been, since automobiles became so numerous as to demand that many dealers handle repairs and supplies for the upkeep of these cars. "We are all getting good business," continued Mr. Renaud, "and there is a big future ahead."

### To Make a Beginning

"Some dealers have hesitated to put in a stock of accessories, feeling that the cost would be too great, and that this might get beyond reasonable bounds. Is that the case, and what investment would you say is necessary to put in a stock?"

"For two thousand, or twenty-five hundred dollars," replied Mr. Renaud, a good stock of accessories can be bought. And the best way, if the dealer has confidence in the salesman, is to let him select a stock that will suit his needs. Of course this depends upon the salesman being fair with his customer."

There is much soundness in this suggestion. For the dealer who has not handled accessories will not know just what he requires, while the travelling man, having sold others along the line for several seasons, and being conversant with their sales, is in the very best position to help the dealer in his selections. Such a plan, if adopted, would quite probably overcome a stocking of unsaleable lines which would only keep good money tied up. Therefore, even a somewhat more modest beginning could be made than that suggested, and the extent of stock will be determined, quite naturally, by the district in which one is located.

### Will The Trade Last?

The modern hardware merchant has had to cultivate more shrewdness in many ways (and that is using the term in its most proper sense), than was found necessary in past years. He must, to be right to the point, be presented with "show me" argument that holds water, if he is to stock new lines and which he hopes to sell the consumer. Therefore, it is pertinent to this article that a little survey of the field be taken.

"The sale of automobiles is increasing all the time," said Mr. Renaud, "and next year will be a bigger one than ever, and perhaps for the next two years."

### Steadily Increasing

The use, and quite naturally the sale of automobiles is increasing every year. "Oversold." What a distasteful word that has come to be for the man who wants stock; for the man who has the orders either in hand or to be had for the going after; for the live-wire merchant, who has, indeed, had few quiet months during the past two or three years. And, from the best authenticated sources, the demand will not only continue; it will increase, that is, if the capacity of the motor car makers can be so increased as to meet the seeming, unceasing demand.

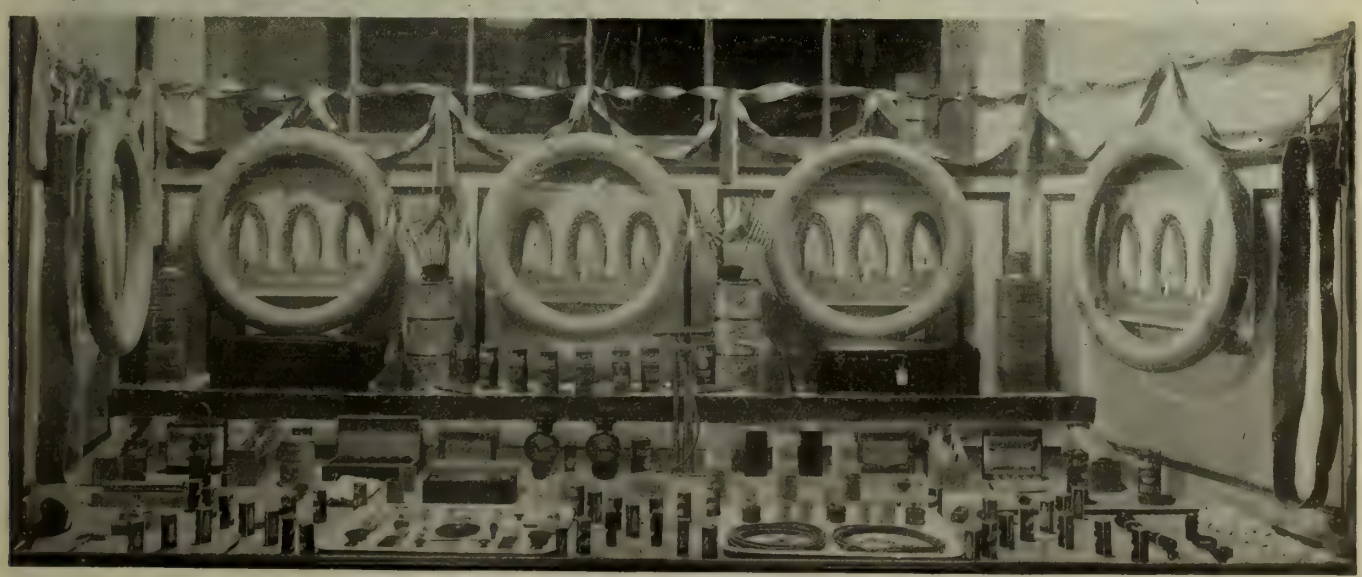
### Increase of 100,000

Up to the end of December, 1918, the number of cars in use throughout Canada was over a quarter of a million; in exact numbers, 269,727. It is estimated that not less than 100,000 cars were added during the present year 1919. With even a fair increase added to this in 1920, it will be no length of time before Canadians are the owners of half a million cars. Think of it! What does this mean to the hardware merchants? It means, in a sentence, that there will be an enormous and increasing demand for accessories, and it is the man who goes after this business strongly who will acquire the profits.

### Concentrate On These

Mr. Renaud, in developing his business for automobile accessories, has issued what he calls a "Winter Catalogue." This contains illustrations of such lines as are required by the auto owner. Mr. Renaud stated that, with three or four exceptions, the lines shown were real necessities.

Aside from tires, which are always seasonable, there will be a big sale for warm robes, as in the Canadian climate



*A window display of auto accessories carries a real interest for every car owner. Do you know that there are 9,000 cars being turned out every day and that the auto factories are still away behind with orders?*

these are indispensable. Non-skid chains will be a big seller, also lifting jacks. An extensive demand is bound to develop for trouble lamps and bulbs for these, and for headlights, tail-lights, etc.

A line of radiator covers, the extent of which will depend upon the probable trade to which one may cater, will prove to be good profit-yielders. Then follow windshield wipers, side, rear, and front curtains, celluloid for windows, electric radiators and foot warmers, charcoal heaters, driving gauntlets, packings, oilers, etc.

One of the best sources of turnover is that afforded by oils. The hardware merchant can easily secure a reliable line of oil which will prove good advertising, that is, if he can offer his customers a brand of oil which will be non-varying and of uniform good quality. Graphites, non-freeze radiator compounds, etc., all come under this head. And there are, in addition, the many kinds and grades of tools, including pliers and wrenches. Added to these, packings and various nuts, washers, copper gaskets, and many other staple, as well as some special lines, will be in regular and steady demand.

In getting out after winter accessory business, two things are very important. Mr. Renaud, himself, realizes the importance and value of good window display, and he spends a considerable amount of money in this way. If you have the prospects passing your window, that's the time to seek their interest; the window is an excellent medium, and as you must pay rent for the store, make its "face" so attractive that the buyer will have the very best excuse in the world for entering your store and making the purchase.

Then there is advertising. This must be made as effective as is possible, and the plan of hitching up to this "Winter Accessories" caption will appeal to many. To use the words of Mr. Renaud again: "Some think that we ought to create a demand on the part of the consumer, and then they—the dealers will buy, instead of the dealer getting out and showing the car owner what he needs. There are many things that can be sold and which will readily meet the wishes of the car owner if he be shown them. Through pointed, effective advertising, great improvement of sales can be effected, and it is now the eleventh hour, so to speak, if the hardware dealer has not already mapped out his campaign.

Mr. Renaud is one of those who is convinced that, in the immediate future, lies an opportunity for the aggressive dealer to exert his initiative, and to secure business for the going after which will yield excellent profits. There has been great growth in Quebec and Eastern Ontario, Mr. Renaud says; and there should be a growth in every part of Canada. The hardware merchant has a mine-field before him which only needs consistent, relentless mining, to reveal the hidden profit nuggets.

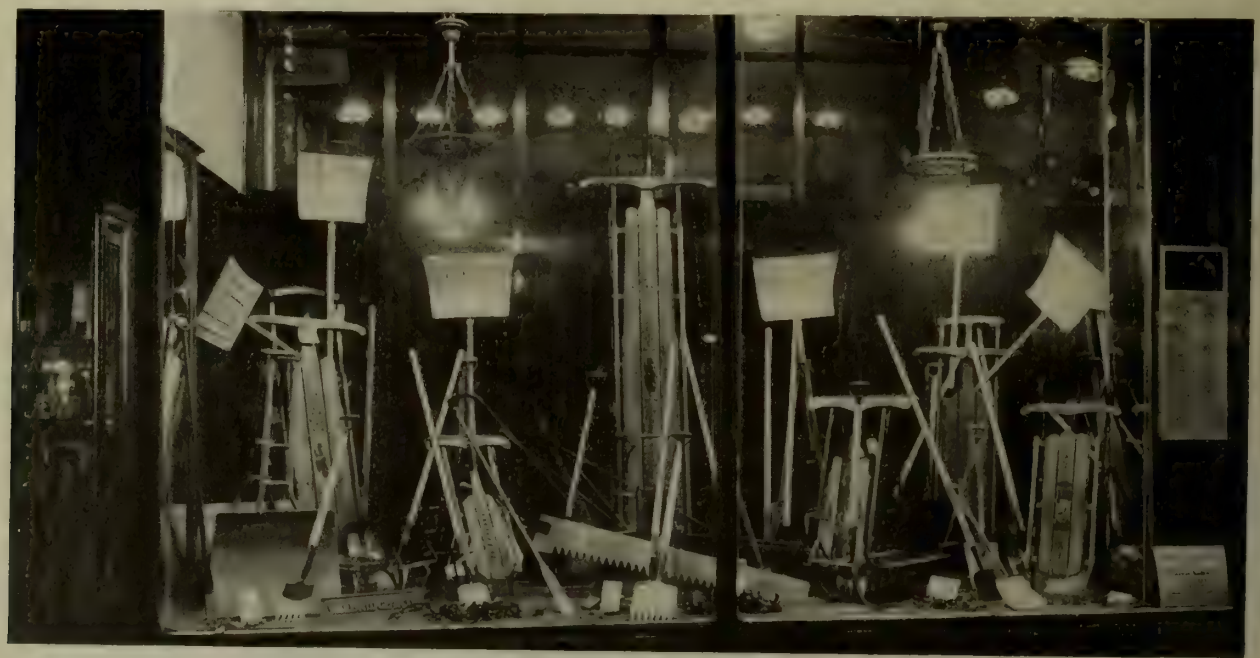
# Little Chance of Important Tariff Changes in Near Future

OTTAWA.—That there is very little real danger of the tariff being seriosly interfered with just now is plainly intimated in Sir Henry Drayton's recent statement on the subject of revision. To assure the public that the work of inquiry would be started by inviting it to send in written opinions as to what should be done certainly did not indicate that strenuous action was in prospect.

Sir Henry's statement shows that he sees just as many obstacles in the way of reduction as Sir Thomas White did last June. Indeed, as far as the exchange situation goes, matters are much worse than they then were. In addition the Minister of Finance has been in office long enough to realize that the problem of raising the necessary revenue is becoming more difficult. It is so if for no other reason than that expenditure took quite a leap after Sir Thomas White delivered his budget speech.

In the meantime the much-assailed tariff is gathering in revenue at a much more rapid rate than it did last year, and that, in spite of the fact that considerable reductions were made in the duties last session. During the first eight months of the present fiscal year $7,000,000 more were collected in customs' duties than was the case during the same period last year.

Being comparatively prosperous, people are buying far more heavily of dutiable goods than they were a year ago. During the last eight months the importations of free goods have fallen $57,000,000 below those for the same period last year, while the importations of dutiable goods have gone up nearly $60,000,000. Sir Thomas White estimated that this year's customs revenue would come in at the rate of $12,000,000 a month, but, so far the receipts have been at the rate of over $14,000,000 monthly. Such a showing is unlikely to make the tariff unpopular with a Finance Minister hard pressed for revenue.



*Keeping seasonable window displays before the public is one of the very best methods of advertising and also of increasing turnover. The setting in of winter means a demand for merchandise such as shown in illustration.*

# 100 per cent. Increase in Building

## Figures for 1919 Are Remarkable When Labor Troubles, Difficulty in Obtaining Materials and Other Troubles Are Considered—Indications Are That 1920 Will Smash All Previous Records

THERE is little doubt that when the building figures for 1919 are in that the total will exceed $75,000,000. This will be an increase of more than 100 per cent. over the totals for 1918, when the figures were approximately $34,944,212.

November, owing to weather conditions, is usually an unfavorable month for building, but this year the total was $6,889,000, an increase of no less than $4,690,000 over the same period a year ago.

### Making New Records

All this activity means just one thing in the opinion of those who are in touch with the situation and that is that 1920 is going to see all previous construction records shattered.

This means opportunity for the hardware merchants, not only in the sale of tools and materials required for the new homes and other structures, but in supplying the needs of those who are going to occupy the homes.

Architects have never been busier and plans now being prepared run into many millions. A feature of the work in hand is the large number of residences that are planned. Hundreds of these are for people who are tired of paying excessive rents. They would rather put up with the high cost of building and have a home out of which they cannot be ordered by landlords, than to continue paying huge rents and at the end of a few years have nothing to show for their expenditure.

### Many Small Homes

The coming year will see the erection of a large number of homes of the smaller type also, especially those suitable to the requirements of the workingman. This is one of the big problems in connection with the whole acute housing situation. Scores of manufacturers are at their wits' end to find accommodation for their employees. Some firms are erecting dwellings for their employees. Others are working through the municipal councils and the Housing Commission and, in many cases, the workers themselves are planning to build.

### Many Private Garages

A feature of this year's building that has exceptional interest for hardware merchants in the large number of private garages being built. In the city of Toronto alone more than $1,000,000 has been spent in eleven months for garages alone. To the hardware merchant who is handling auto accessories this means only one thing, more and still more business, as every auto which is sold requires supplies and accessories. What has happened in Toronto in regard to the building of private garages is happening in proportion all over the country and even greater expenditures are expected in 1920.

### Activity Is General

The building activity and prospective building activity for 1920 is not confined to any particular areas. It is general and from all parts of Canada is reported a demand for more homes and more factory accommodation.

In view of the fact that Canadian builders have had exceptional problems to face this year in the way of labor troubles, difficulty in obtaining materials and similar conditions, this year's showing is a remarkable one.

With many of these matters adjusted and conditions improved, there seems little to prevent 1920 far outstripping this season.

### Are Working Together

The fact that the various organizations in connection with the building trades are working together to facilitate construction work is a most encouraging feature. During the past season in many cases the men in one trade made demands which resulted in large amounts of work being held up because people who planned to build were not sure where they were going to finish in case they started. This also affected men in other trades. It is realized apparently that this is a situation that is not conducive to good business generally, and with a view of eliminating any such troubles discussions have taken place recently which are expected to result in a working agreement that will not hold up construction.

## BUILDING PERMITS ISSUED IN NOVEMBER, 1919

**EASTERN CITIES**

| | November 1919 | November 1918 | Change | 1919. 11 months | 1918. 11 months | Change. |
|---|---|---|---|---|---|---|
| **Maritimes—** | | | | | | |
| Halifax | $ 224,210 | $ 326,907 | —$ 102,697 | $ 4,880,666 | $ 2,783,465 | + $ 2,097,201 |
| St. John | 226,500 | 2,500 | + 224,000 | 506,540 | 351,325 | + 155,215 |
| Sydney | 20,585 | 18,690 | + 1,895 | 665,663 | 404,416 | + 261,247 |
| **Quebec—** | | | | | | |
| Montreal | 890,864 | 339,475 | + 551,389 | 9,375,500 | 4,707,638 | + 4,667,862 |
| Quebec | 171,378 | 69,050 | + 102,328 | 2,043,069 | 898,800 | + 1,144,269 |
| Westmount | 26,290 | 7,250 | + 19,040 | 805,605 | 270,061 | + 535,544 |
| **Ontario—** | | | | | | |
| Brantford | 194,945 | 128,445 | + 66,500 | 1,095,255 | 758,435 | + 336,820 |
| Fort William | 46,500 | 525 | + 45,975 | 627,080 | 481,250 | + 145,830 |
| Hamilton | 525,940 | 374,285 | + 151,655 | 4,906,712 | 2,162,004 | + 2,744,708 |
| Kitchener | 86,690 | 1,265 | + 85,425 | 1,159,282 | 235,662 | + 923,620 |
| Kingston | 12,798 | 18,355 | — 5,562 | 513,795 | 310,395 | + 203,400 |
| London | 109,960 | 110,690 | — 730 | 2,023,970 | 848,680 | + 1,175,290 |
| Ottawa | 264,550 | 41,600 | + 222,950 | 3,108,767 | 2,561,554 | + 547,213 |
| Port Arthur | 10,968 | 3,240 | + 7,728 | 1,707,131 | 605,806 | + 1,101,325 |
| Stratford | 10,805 | 1,125 | + 9,680 | 367,396 | 89,751 | + 277,645 |
| St. Catharines | 44,035 | 13,319 | + 30,716 | 834,511 | 450,322 | + 384,189 |
| Toronto | 2,536,045 | 396,385 | + 2,139,660 | 17,779,811 | 7,924,880 | + 9,854,931 |
| Welland | 36,314 | 9,300 | + 27,014 | 378,885 | 427,304 | — 48,419 |
| Windsor | 291,285 | 42,800 | + 248,485 | 2,528,310 | 533,470 | + 1,994,840 |
| Woodstock | 15,890 | 640 | + 15,250 | 123,997 | 115,938 | + 8,059 |
| St. Thomas | 6,810 | 9,025 | — 2,215 | 221,475 | 54,310 | + 167,165 |
| Total 21 East. Cities | $5,753,357 | $1,914,871 | +$3,838,486 | $55,653,420 | $26,975,466 | +$28,677,954 |
| York Township | 419,550 | ..... | + 419,550 | 4,097,200 | ..... | + 4,097,200 |

**WESTERN CITIES**

| | | | | | | |
|---|---|---|---|---|---|---|
| **Manitoba—** | | | | | | |
| Brandon | $ 7,000 | $ 17,046 | —$ 10,046 | $ 91,381 | $ 98,722 | — $ 7,341 |
| St. Boniface | 1,450 | 11,000 | — 9,550 | 358,435 | 264,115 | + 94,320 |
| Winnipeg | 309,400 | 53,050 | + 256,350 | 2,798,550 | 2,040,800 | + 757,750 |
| **Alberta—** | | | | | | |
| Calgary | 56,000 | 42,500 | + 13,500 | 2,177,160 | 1,169,500 | + 1,007,600 |
| Edmonton | 83,205 | 19,400 | + 63,805 | 921,746 | 341,710 | + 580,036 |
| Lethbridge | 12,890 | 4,620 | + 8,270 | 162,110 | 135,550 | + 26,560 |
| **Saskatchewan—** | | | | | | |
| Moose Jaw | 8,200 | 3,200 | + 5,000 | 541,995 | 519,695 | + 22,300 |
| North Battleford | ..... | 535 | — 535 | 52,565 | 13,270 | + 39,295 |
| Prince Albert | 10,050 | 5,000 | + 5,050 | 195,611 | 85,548 | + 110,063 |
| Regina | 173,350 | 32,950 | + 140,400 | 1,686,620 | 986,690 | + 699,930 |
| Saskatoon | 20,445 | 8,350 | + 12,095 | 1,375,035 | 595,665 | + 779,370 |
| Yorkton | 41,425 | 1,700 | + 39,725 | 337,800 | 26,700 | + 311,100 |
| **British Columbia—** | | | | | | |
| Vancouver | 387,530 | 70,798 | + 316,732 | 2,152,958 | 1,358,731 | + 794,227 |
| Victoria | 15,185 | 11,165 | + 4,020 | 406,791 | 229,290 | + 177,501 |
| New Westminster | 10,200 | 3,800 | + 6,400 | 156,282 | 102,760 | + 53,522 |
| Total 15 West. Cities | $1,136,330 | $ 285,114 | +$ 851,216 | $13,414,979 | $ 7,968,746 | + $ 5,446,233 |
| Grand total, 36 cities | $6,889,687 | $2,199,985 | +$4,689,702 | $69,068,399 | $34,944,212 | + $34,124,187 |

# EDITORIAL COMMENT

### *THE OLD AND THE NEW*

HARDWARE merchants, at least many of them, are going to remember 1919 as a year of changes and surprises. Twelve months ago many merchants, hardware merchants along with the others, were looking with a good deal of uncertainty into the future. The things that troubled them most were the future of prices and also the ability of the public at large to continue buying. There were those who freely stated that prices were due to slump and that the bottom was going to drop out of the markets.

Just the contrary has happened. Price changes have been very, very numerous, but in the great majority of instances they have been higher instead of lower. Any quotations that are lower have not been materially reduced, that is reduced sufficiently to cause any merchant carrying the stock to sustain any serious loss. Any loss in this direction has been more than made up by increased business and higher prices on other lines.

Throughout the whole year merchants, hardware merchants especially, have found it difficult to get anything like the shipments of merchandise they have required. As for the bottom dropping out of markets, the markets were never stronger. There is a world-wide demand for hardware products and manufacturers have been building extensions to their factories and increasing their staffs and doing everything they could to take care of the orders that have been coming in.

And what of the future? No year in Canada's history is opening more auspiciously than 1920. From a trade standpoint it seems certain that new records are to be made. No merchants are looking forward more optimistically than the hardware merchants and with good reason. The demand for the merchandise handled in hardware stores simply cannot be met. Indications are that this condition will obtain for a long time. The buying public generally was never so prosperous, especially the farming communitites and the farmer is one of the greatest purchasing forces in the Dominion to-day and will be even more so. While the farmer may be the backbone of the country from a business sense, the hundreds of thousands of workers, who to-day are making higher wages than they ever thought possible a few years ago, are a big factor. These people are buying and will continue to buy. Added to these very important considerations is the fact that Canada's vast resources are only beginning to be developed. Mining is having an impetus it never had before. There is a demand for lumber that cannot be met and pulpwood exports are running away over the $100,000,000 mark. These are merely a few of the outstanding features of a development that seems to be gathering momentum every day and all make for one very important thing, from the merchants' standpoint—PROSPERITY.

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### *THE HALF-MILLION MARK*

THE half-million mark for automobiles in Canada is now in sight and there is every indication that it will be passed in 1920. While complete figures are not yet available as to the number of new cars in use during the present year, there is little doubt that more than 100,000 were turned out. And still the factories are a long, long way behind with their orders. Up to the end of last year the auto licenses in Canada numbered 269,727. This year's licenses will bring the total close to 400,000 and at the present rate of growth there is little doubt that the 500,000 mark will be passed in 1920.

The growth of the automobile business is one of the commercial wonders of the last decade and yet the explanation is very simple. The automobile has won popularity because it fills a real place in the lives of a very large percentage of the people. The farmer as well as the city dweller can use it with economy and advantage. This accounts for the figures showing that the number of licenses in Ontario have doubled every two years. Ontario leads in the number of cars in use, but the other provinces have a proportionate quota.

There is little doubt that the automobile business is going to grow and keep on growing. The demand is ever for a better or more complete car. This means enormous opportunities in the sale of accessories and supplies and in this field the hardware merchants of Canada are now one of the most important factors. The story of the auto accessory departments in most hardware stores bears a striking similarity in that it is one of steady growth from small beginnings. It developed itself as the number of cars in the district increased and the number of cars has been increasing very, very rapidly. In

last week's issue of HARDWARE AND METAL figures were presented, showing that at the present time no less than 9,000 autos are being turned out every day in Canada and the United States. And many factories are months behind with their orders.

Added to this immense and steadily growing field is the tractor accessory business. True, it is small yet. But ten years ago the auto accessory business was small. Those in the trade say that the tractor business is going to develop a great deal faster than the auto business did, for the simple reason that the auto has made good and the farmers are "sold" on it. This means that the campaigns of education that were necessary to bring them to a realization of the value of the automobile will be unnecessary with the tractor. Many hardware merchants are already experiencing steadily increasing calls for oils, spark plugs and other supplies required for tractors. As stated, this trade is merely in its infancy, but it is one of the lustiest youngsters in sight to-day and well worth watching.

### *A COMPLICATED SITUATION*

"THE business world at the beginning of 1920 finds itself confronted with fifty new political divisions with newly defined areas, new ethnic groupings of population, and therefore with new industrial and commercial activities, new forms of Government, new political managers and law makers, new forms of currency, and new relations to world commerce, industry and finance.

"Thirty of these new political divisions have declared themselves as republics; certain others as kingdoms or under the direct control of local rulers; others, classified as 'colonies, protectorates, and dependencies,' have passed under new political control; and still others are awaiting anxiously the determination as to the political power which is to exercise the 'mandate' under which their political and industrial future is to be developed.

"Of these fifty new divisions, thirty occupy that formerly great industrial and commercial area, Central Europe, and the remainder are scattered over Africa, Asia and the islands of the Pacific. They aggregate one-fifth of the land area and have one-fifth of the population of the globe, and their imports and exports formed one-fifth of the total international trade immediately preceding the war.

"Twenty of these new republics have been established upon a territory formerly that of a single empire, Russia; a dozen others have been created from sections of three other empires, Germany, Austria-Hungary and Turkey; and the remainder, which is practically a score in number, represents pre-war colonies, protectorates or dependencies of Germany and Turkey respectively.

"Most of these new political divisions lie within the interior of Europe, separated by long distances from the ocean; their railroads disorganized; their currency in a state of extreme disorder; their population unaccustomed to the new form of Government; their legislators inexperienced in national and international affairs of Government.

"What will the world, the industrial, the financial, and the commercial world, do with them and for them?

"It is easier to ask this question than to answer it. It cannot now be answered, in fact, with anything like accuracy or even a safe prediction."

### *MAY MAKE IRON AT THE COAST*

CONSIDERABLE interest is being shown at the present time in the possibility of iron and steel industry being developed in British Columbia. At the recent meeting of the Canadian Mining Institute the question was discussed at length and particular attention was given to remarks of Dean Roberts, of the University of Washington, who gave it as his opinion that it is only a question of a very short time before iron will be produced on the coast. No less than one-third of the exports of British Columbia this year, he pointed out, are minerals. He strongly urged merchants and business men to co-operate in every way in the development of the Province's resources, as it has an abundance of fuel, a large amount of potential cheap hydro-electric power and inexhaustible supplies of minerals. Lead and copper, he stated, are being produced in ever-increasing quantities and conditions are fast developing which point to iron smelting being engaged in. In connection with Dean Roberts' remarks, it is interesting to note that a representative of one of the largest British firms has been on the coast for some weeks and is reported to be investigating closely ore supplies and conditions generally.

### *A WORD OF ENCOURAGEMENT*

DISCUSSING the problem of apprentices in the hardware business a writer in a contemporary says: "My work invariably drew a comment from my employer which was a stimulant for me to try and do better all the time. To all employers I would say: 'Don't forget the word of encouragement.'" There is a great deal of truth in this. Very often the busy merchant immersed in the thousand and one details of carrying on his business loses sight altogether of the juniors of the firm and the work they are doing. If a boy or young man is trying his best to make good, a word of appreciation, even if it only comes occasionally, is a tremendous incentive. He not only knows that what he had done has been noted and appreciated, but it will spur him on to do better work. The few seconds that it will take to make a kindly comment on the young man's work and to say a few words of commendation are, if the head only realized it, worth more to him than any other time in his whole busy day.

# EVENTS IN THE TRADE

## Business Changes

Airdrie, Alberta. — Wilson and Stewart have purchased the hardware of R. B. Wilkinson.

Odessa, Saskatchewan. — Fitch & Schroeder, hardware and implement dealers, have dissolved partnership, the business being continued by Mr. Schroeder.

## New Firms

B. W. McClennan has opened a hardware store at 232 Charlotte Street, Peterboro, Ont., under the name of the McClennan Hardware.

## Personals

Among the officers elected by the Empire Club of Canada, at its annual meeting in Toronto, were the following: 1st Vice-president, A. E. Gilverton, president of Rice Lewis & Son, hardware; executive committee, S. R. Parsons, president of the British American Oil Co., Ltd., and A. S. Crighton, secretary of the Canadian Credit Men's Association.

## Trade Notes

Foundries Building & Supply Co. has been registered at Three Rivers, Quebec.

The Congoleum Co. of Canada, Limited, has been registered at Montreal .

H. R. St. Michel & Co., brush manufacturers, Montreal, have dissolved partnership.

The Breakeyville Steel Co., Ltd., of Breakeyville, Quebec, has been registered.

The Westmount Hardware (Reg.), Montreal, has assigned to Vinet & Dufresne.

The eighth annual meeting of the Provincial Builders and Supply Association will be held at London, Ont., on February 10, 11 and 12.

The Kipawa Fibre Company, of Lake Temiskaming, New Ontario, plans important extensions to its plant.

Scythes & Co., Ltd., of Toronto, manufacturers of twines and waste, have presented each of their employees with a life insurance policy. The plan adopted is such that the policy will increase automatically with each year of service.

Frank O. Wells, president of the Greenfield Tap and Die Corporation and one of the prominent figures in the screw thread industry in the United States, has sold his entire holdings to Frederick H. Payne, vice-president. Mr. Wells retires as president and member of the board of directors and Mr. Payne has been elected president in his place. F. G. Echols, vice-president and general manager, has been elected a director of the Corporation to fill the vacancy caused by the resignation of Mr. Wells, but Mr. Wells will remain with the Corporation in an advisory capacity.

## Obituary

The death occurred at his home, 904 Yonge street, Toronto, following a stroke, of John Hewitson, for more than fifty years in the hardware business in Toronto. He was 78 years old and came to Canada from Carlisle, England.

James E. Anderson, J. P., of Port Dover, died very suddenly at his home, from the effects of heart weakness. He was 82 years old and was in the hardware business at Port Dover for many years. He took an active part in municipal matters. Besides his wife he leaves one son, Arthur G., of Port Dover, and one daughter, Louise, of Hamilton.

The death occurred at Forest, Ont., on Thursday, of William Scott, Sr., aged 86, the pioneer hardware merchant of the district. He came from Scotland as a young man and until a few years ago, conducted both a hardware and tinsmithing business. Mr. Scott took an active interest in public and fraternal vce-president, A. E. Gilverson, president of the Forest Liberal Association, and was a member of Royal Oak Lodge I.O.O.F. His wife died some years ago. He is survived by two sons and three daughters, William and Lorne of Forest, Mrs. D. Cooke and Mrs. Bruce Thompson of Edmonton, and Mrs. John Cooper of Toronto.

## Western News

F. Manley has recently opened new quarters in the Sylvester-Wilson Bldg., Winnipeg.

C. A. Pratt, Western manager of Lamontagne, Winnipeg, has been visiting the head office of the firm in Montreal.

H. F. Moulden, who represents several Eastern manufacturers in Western Canada, is now on a return journey from Halifax, Nova Scotia. He has been visiting factories and principals in Eastern Canada.

J. H. Breadner will handle sales of the Glidden Co. paints, varnishes, etc., in the Saskatoon district. Dave Corbett will cover the Moose Jaw territory. A. Gregg has been appointed assistant sales manager to R. S. Grant. These appointments have been announced by W. J. Bland, manager of the Glidden Co. business in the West.

R. S. Grant has been appointed sales manager for Western Canada, of the International Division of the Glidden Co. He will have charge of the territory from Fort William to the Pacific Coast with office and warehouse in Winnipeg. Mr. Grant formerly represented the Canada Paint Co. in the West.

C. C. Craig of C. C. Craig & Co., Winnipeg, has returned from a trip through the Western Provinces, including British Columbia, and brings back very encouraging reports of trade conditions in practically all sections of that country. Business is reported better than could be anticipated at such points as Saskatoon and Calgary, where the past year's crops were very poor.

## Montreal News

The annual convention of Lewis Bros., Limited, of Montreal, is scheduled to begin on Monday, January 5. Salesmen are expected in from the various territories served by the company for the conference of several days.

The meeting of the council of the Montreal Board of Trade was held on Monday, when the Minister of Finance, Sir Henry Drayton addressed its members on the exchange rates, as it refers to customs valuation for duty purposes. The matter was discussed quite extensively, but any definite action was deferred until further consideration was given.

Archie MacFarlane, of A. MacFarlane and Co., has returned from a trip to Winnipeg. Mr. MacFarlane states that the Western metropolis is particularly busy, and that all classes of goods are selling extensively.

## Hardware Merchant Wins $5,000 Action

J. A. Brownlee, hardware merchant, London, Ont., has won an action for damages against that municipality and the public utilities commission of London. He sued for $5,000 damages for flooding of his premises by the bursting of a water main. Chief Justice Falconbridge gave judgment in his favor, and directed a referee to determine the amount of damages.

## Sales Force Guests Of A. C. Leslie & Co.

The firm of A. C. Leslie and Co., Ltd., Montreal, entertained the sales force to dinner at the Canada Club, Board of Trade Building, on Friday evening last, President W. S. Leslie being the host.

After dinner, short addresses were delivered by Mr. Leslie, and by George B. Ball, the Toronto manager, and by W. T. Cox, the Winnipeg manager.

A feature of the evening was that of a series of unique jokes, which were framed to apply, particularly, to the heads of various departments. All this was taken with the best of good humor, and the result was that of a better acquaintance, and a more genial comradeship was established. In enlarging upon this feature, various brands of goods for which the company are Canadian representatives, were referred to, and formed the basis for a pleasurable exchange of repartee.

## Annual Gathering of McClary Salesmen

The annual gathering of the salesmen of the McClary Mfg. Co., held at London, Ont., for four days last week, was attended by representatives from Montreal, Toronto, Hamilton, St. John, N.B., and other points. During the sessions a school of instruction was held at which the salesmen saw how articles are made in both the shops and foundry. On Thursday evening a reception and dance was held. The firm's representatives were warmly welcomed by J. K. H. Pope, secretary. An address was made also by Col. W. M. Gartshore, manager. Presentations were made by the salesmen of a set of pipes to A. M. Smith, the general sales manager, and of a parasol to Miss Malloch, nurse of the Welfare Department.

## Judge Rules That Charges Must Be Paid

An important point was decided in Montreal by Mr. Justice McLennan of the Superior Court, regarding the entering by a clerk of a charge for freight.

This case was one of an action by Lee, Kee, Yick and Company, trading in Montreal as Yick, Ling & Co. against the Canadian Pacific Ocean Services, Limited. It appears that ocean transportation had been taken on a quantity of goods for the complainant and the charge made for these was $55.60; on the other hand the amount should have been $551.60, but a clerical error explained the deficiency between the proper amount and the amount charged.

The parties to the action claimed that the goods were sold much cheaper than they would have sold them, had the freight been charged the full amount. The Judge, in considering the whole matter, however, found that owing to the fact that the plaintiffs were accustomed to importing goods from the Orient and also had a good idea of freight values, that the company must pay to the carrier, the C.P.O.S. Company, the difference in freight charges due to the clerical error and also the cost of the suit.

# Semi-Annual Convention of Salesmen of Wood, Vallance Limited, Held at Winnipeg

THE semi-annual convention of the salesmen of Wood Vallance, Ltd., Winnipeg, was brought to a conclusion on Friday evening by a banquet at the Royal Alexandra Hotel, tendered by the firm to the salesmen and the heads of departments. Regret was expressed at the inability of Messrs. J. C. Falls and David Wood to be in attendance. In their absence, J. C. Gillespie acted as chairman and occupied that position most acceptably.

The toast list included the following: "The King"; "Our Country," responded to by J. C. Gillespie, "Our Travellers," responded to by R. P. Buchanan, George Herity, J. A. Jack, F. J. O'Neill, F. B. Stott and M. P. Barnes; "Our Staff," responded to by H. B. Carbray, F. W. McGuire, F. W. Lynde and Don Ferguson; "The Ladies," proposed by A. T. Wood and responded to by Harry Bestall, A. V. Redmond, Frank O'Neill and D. A. Wood.

During the evening, a trombone selection by "Rag" Grant and addresses by G. M. McBride and a recitation by W. M. Claffy were much enjoyed.

The presentation of prizes and trophies was made by W. A. Watt.

The feeling was general that the esprit de corps created by such get-together affairs is bound to bring splendid results in the New Year. The convention in itself proved most interesting. The salesmen were given a thorough drilling in each department and during the sessions the genial sales manager, James Feir, gave the firm's representatives a heart-to-heart talk.

Four new men have been added to the travelling staff, Messrs. H. H. Hughes, R. M. Pritchard, A. H. Davidson and Bert Grant. Those who attended the banquet were: G. M. Watson, W. M. Claffy, M. P. Barnes, J. A. Jack, A. F. McDermid, R. P. Buchanan, G. H. Herity, J. P. Wing, F. J. O'Neill, H. A. Bostall, F. B. Stott, H. L. Huyck, R. G. Consterdine, H. S. Spencer, F. Perry, H. S. Martin, A. T. Redmond, W. H. Wilson, A. Gordon, B. E. Dalzell, A. H. Davidson, R. A. Grant, H. H. Hughes, R. M. Pritchard, A. H. Davidson, C. A. Pile; Jas. Feir, sales manager.

## How Shippers May Obtain Exemption From 3% Tax on Consignments From the United States

OF interest to all retailers is the following circular being sent out by S. B. Brown, assistant manager of the Transportation Department of the Canadian Manufacturers' Association:

(Circular No. 227)

**Supplementing Circular No. 221**
**United States Government Tax on Freight Charges.**

Dear Sirs,—You will no doubt be interested to learn that we have been able to suggest a simple procedure to be followed in order to obtain exemption from collection of the 3% tax on shipments from the United States, which has the approval of the Commissioner of Internal Revenue.

Owing to the diverse views expressed by transportation men in interpreting the regulations, we submitted our circular of November 8th to the Treasury Department of the United States Government, for an official ruling, and we are now advised by the Acting Deputy Commissioner that our digest of the regulations is substantially in accord with the requirements of treasury decisions 2889, 2917, and 2928.

Please refer to the fifth paragraph of circular No. 221, in which we say that the consignee in Canada (provided he is paying the freight charges) may authorize an agent or the shipper to execute the temporary exemption certificate in his behalf and file with the agent of the carrier at the point of origin.

It is impracticable for the Canadian importer to fill out this certificate, and in order to simplify the procedure as much as possible would suggest that our members forward to the shippers in the United States a simple power of attorney as authority to execute this document in their behalf. Would also suggest that the power of attorney include authority to execute and file certificate of exportation.

In our former letter we stated that this certificate may now be executed by the person entitled to exemption, providing the person so entitled to exemption has in his possession a memorandum from a customs official showing that the goods have been exported.

We are now advised that this memorandum may be executed by the delivering agent of the domestic carrier, the agent of the Canadian carrier, or the foreign consignee, as well as by the customs official. However, in order that permanent exemption from the tax may be assured, consignees in Canada are urged to furnish the shipper with the memorandum required, immediately on receipt of the goods, and not to rely on railroad or customs officials. The memorandum may be in the form of a letter reading substantially as follows:

"We hereby certify that consignment of 150 drums caustic soda, car G. T. 9567 ex Bay City, Mich., December 2nd, 1919, G. T. Western Lines way bill 1654, arrived Toronto, December 8th, entry made and duty paid December 9th and is being unloaded at our warehouse to-day (the 10th inst.)."

Should you encounter any difficulties, or if the information contained in this letter is not entirely clear to you, do not hesitate to take the matter up with us by correspondence.

# Starke, Seybold Limited Honor Returned Men

ON Friday evening last, at the 3rd Victoria Rifles Armoury, the wholesale hardware firm of Starke-Seybold, Limited, gave a unique entertainment to mark the return to civil life of those who had enlisted from among their staff. The entertainment took the form of a card and dancing party, and employees and guests numbered about four hundred.

Under the direction of Lieut.-Col. Robt. Starke, president of the company, the evening's entertainment was carried out without a hitch, and the whole evening was a most enjoyable one.

In addition to other guests and visitors, various members of other hardware houses attended, and altogether the gathering was representative of the wholesale and retail hardware trades.

Guests were received at the Armoury by Lieut.-Col. Robt. Starke and Mrs. Starke, Mr. J. P. Seybold, Mr. and Mrs. Herbert Seybold, and Mr. Gordon and Miss Seybold.

### Address to Returned Men

In addressing the returned men after a midnight supper had been served, Lieut.-Col. Robt. Starke made an appropriate address, and in which he said: "While welcoming these gallant soldiers, several of whom were wounded in action, I must add a word to express my own sorrow, and that of my colleagues, that there are others we cannot welcome back to-night. They paid the cost of victory, fell in action like brave soldiers, and we shall see them no more. But while they died on service, their memory is with many of us here this evening."

### Presentation Is Made

Lieut.-Col. Starke then introduced Brig.-General J. D. Ross, asking him to present to the returned soldiers of the firm a handsome scarf pin, each, as a slight recognition from the Starke-Seybold Company, and to remind them of services which they had rendered during the war. Those receiving this recognition were:

Lieut. G. Russell Starke, Lieut.-Col. Robt. G. Miller, McGill Co., First Canadian Tank Battalion; Lieut. Alex. E. Williamson, McGill Co., First Canadian Tank Battalion; Private Henry Dunette, 305th Infantry, A.E.F., and who was wounded in action; Private Albert Hancock, 3rd Development Battalion, A.E.F.; Private Albert Moore, Canadian Ammunition Column; Walter Wilkinson, 24th Battalion Victoria Rifles, wounded in action; Willie Labarge, 10th Reserve Battalion; Private O. R. Penny, P.P.C. L.I.; Private W. Mowat, C.F.A.

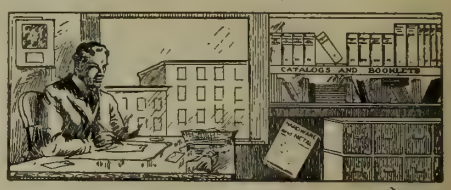
Much applause greeted the returned men as they stepped forward to receive the mementos. Immediately following this function Col. Starke came forward and referred to the fact that Major Chas. D. Smith, 13th Royal Highlanders of Canada, and Private J. McBride, 24th Victoria Rifles, had made the supreme sacrifice. There was general silence during the brief eulogy made by the speaker.

The variety of entertainment afforded the guests was rather unique, in that those who wished might dance, while billiards, bowling, and cards were other attractions which provided variety for any who desired to enjoy these various pastimes.

# Revised Shipping Rates Will Affect Many Hardware Lines

AN important revision of shipping rates of particular interest to hardware merchants has just been announced by the United States Shipping Board. New rates authorized on miscellaneous cargoes from North Atlantic ports to the United Kingdom, which will affect Canadian shippers. Cement, hemp, iron and steel, leather, wire and other goods, are contained in the list of revisions, as shown in the following table. Rates are per 100 pounds, except where otherwise stated:

Cement, in bags and barrels, 2,240 pounds, $15.00; cereals and all other breakfast foods, in bags or cases, $1.00; flour (except ground Tripoli), $1.00; hemp, up to 100 cu. ft. per ton, $1.50; hemp, over 100 cu. ft. per ton, $2.00. Iron and steel articles, viz.: Rates per ton of 2,240 pounds: Billets, iron or steel, $10.00; blooms, iron or steel, $10.00; brass bars and sheets, $15.00; car wheels, $11.00; copper ingots, pigs and bars, $13.00; hoops, iron or steel, $12.00; copper wire, rods and coils, $15.00; iron, pig, $10.00; lead, pig, $12.00; nails, wire, $11.00; pig iron, $10.00; pig lead, $12.00; piling, $11.00; pipe, cast, up to 4 in. outside measurement, $11.00; pipe fittings, $11.00. Pipe, nested, to take rate of smallest diameter of pipe in nesting: Pipe, wrought, up to 4 in. outside measurement, $11.00; plate, tin, $12.00; plates, iron or steel, not over 30 feet, $10.00; rails, up to 33 feet, $10.00; rivets, $12.00; scrap iron, $11.00; shafting, unfinished, $12.00; steel, cold rolled, in boxes, $13.00; steel, tool, $13.00; structural material, up to 30 ft. in length and 2 tons in weight, including angles, beams, channels, girders and T's, not fabricated, $11.00; tin plate, $12.00; tires, steel, $12.00; wheels, car, $11.00; wire, barbed, $14.00; wire, galvanized, $12.00; wire, plain, in coils, $12.00; zinc, $13.00; wire netting, per 100 pounds, $1.00; wire, piano, per 100 pounds, $1.00; leather, in rolls, bales, bags, bundles and counters and rands, per 100 pounds, $2.50; leather, in cases or barrels, except counters and rands, per cu. ft., $1.00; leather belting, $1.00; oakub, up to 100 cu. ft. per ton, per 100 pounds, $1.50; oakum, over 100 cu. ft. per ton, per 100 pounds, $2.00; rice, in bags, per 100 pounds, $1.00.




### ALUMINUM WARE MFG. CO., LTD.

The Aluminum Ware Manufacturing Co., Limited, of Oakville, Ont., has issued a forty-six-page catalogue listing the various lines of cooking utensils manufactured by the firm. The catalogue is attractively printed and illustrated. Readers of HARDWARE AND METAL may obtain copies upon request.

### JONES AND SHIPMAN

"Better Tools," is the title of a catalogue just issued by Messrs. Jones & Shipman, of East Park Road, Leicester, England. The list contains twenty-four pages, in which are shown tool holders, boring bars, lathe carriers, both light and heavy duty, steel sleeves, taper sockets, drifts, gauges and chucks. The catalogue is most attractively printed and illustrated. Readers of HARDWARE AND METAL may obtain copies upon request.

Continued from page 59

### DON'T WORK UNDER POOR BOSS

unfair, which of course is not true. Not one man in ten thousand wants you to sell him anything at a loss to yourself, be it services or goods. It is never necessary to sell at a loss. There is always value waiting to be paid, and when I hear the contrary notion advanced I wonder whether it is not the seller's estimate of value rather than the buyer's which is askew. When I find a man who complains that his services are not properly rewarded, that he is obliged to sell for less than full value, then I expect to find that he is off in his own values, that if he gave diligent attention to delivering more for the money he would not have any cause to complain about the money.

#### Get Full Return

It is quite the same way with advancement in a corporation. You will usually get full return for what you give, and you cannot expect more than that. And that full return will grow with the years. Our company is eighty-eight years old, and we have never discharged anyone because he was too old to work; yet the average age of our executives is only thirty-four. We have grown so steadily and have taken in so many young men that our average age keeps pretty constantly in the youngster class.

Having the older executives about is mighty necessary. A young man associating only with young men may get an "ism" or two that he will think is new. But if he is in daily contact with older men he will discover that they, too, have had their "isms" just as they had the measles and the chickenpox, and that what he thinks is new is really something very old. And so the office becomes the place where the younger men can get their best advice. It is good for them and it is good for the business.

# Dominion Commercial Travellers' Association Now Has 10,706 Members

At its annual meeting held in Montreal, Saturday, the Dominion Commercial Traveller's Association elected officers for the coming year. J. C. Shea, the first vice-president, was elected and installed as president, and made a brief address in thanking the members for this election. Other officers were returned by acclamation.

### Has Seen Big Growth

During the past year the growth of the organization has been particularly large. The actual figures show that 1,085 new members have been received and this makes the present total of 10,706, and which, it is understood, is the largest number ever recorded. The amount of balance in the mortuary benefit is given as $5,239,650.

### Attribute Growth to Conditions

In seeking reasons for the great growth of the association during the past year, the main reason was attributed to that of after-war development of trade in nearly every branch of business. It was expected that this growth would continue during 1920, and when a continued expansion in various trade directions is anticipated.

In referring to the growth during 1919, Maxwell Murdock, treasurer, also referred to the healthy condition of finances, and pointed out that the surplus of $47,067 brought the reserve fund up to $682,205, this being a record amount. This report, as well as others, was unanimously adopted.

### To Honor Returned Members

It was decided to set aside sum of $2,000 which will provide testimonials for members of the Association who served overseas. The form of this testimonial was left with the executive, and while it was not definitely decided, it is possible that a pair of suitably engraved gold cuff-links will be given to those still living.

A motion which elicited quite a discussion was that referring to the limitation of mortuary benefits to $1,000 instead of $1,200 as it is at present. The motion was strongly supported by the mover and seconder, but it was very strongly opposed by other members. The proposal was defeated by a majority of 18, leaving the by-laws unchanged with regard to this important matter.

The Association held its annual banquet on Monday night in the Windsor Hotel with the president-elect, Mr. J. C. Shea, in the chair. Various speakers included the Minister of Justice, Hon. C. J. Doherty; Hon. Walter T. Mitchell, Quebec Provincial Treasurer; Hon. F. D. Carvell, chairman of the Railway Commission; Mayor Martin of Montreal, and others.

# Commercial Travellers' Association Will Recommend Formation of a Federal Board

At the annual meeting of the Western Ontario Commercial Travellers' Association, held at London, Ont., the association went on record as favoring the forming of a Federal Board of Commercial Travelers' Association of Canada, to consist of three members from each association, with the headquarters at Montreal.

The federal board would discuss matters of interest to all commercial travelers throughout the Dominion. Steps would also be taken to have a representative of the federal board on the Canada Railway Board.

The travellers recently put on a campaign to raise $20,000 for homeless children. Their efforts were so successful that $25,000 has been secured. The campaign was in charge of Charles H. McGuire, manager of the Imperial Oil Co., at London, Ont., and a hearty vote of thanks was passed to him for his work.

Officers for the year were elected as follows:

President—G. Morley Adams, London; 1st vice-president—E. N. Hannah, London; 2nd vice-president—F. E. Harley, London; 3rd vice-president—M. E. Sherwood, Woodstock; directors—A. E. Cowley, London; J. H. Laughton, London; Geo. T. Hair, London; A. W. Howe, London; C. G. Secord, Brantford; Geo. W. Sulman, Chatham; W. G. Milne, Galt; H. B. Callander, Guelph; J. G. Murphy, Hamilton; Harry Tolton, Kitchener; I. W. Kingswood, London; Geo. C. English, London; H. Vance Kennedy, London; W. D. Martin, Stratford; L. W. Hambly, St. Thomas; W. T. Goodison, Sarnia; J. K. Bell, Toronto; Jas. H. McGuire, Windsor; H. Lang, Woodstock.

G. Morley Adams, president of the association, is confined to his bed through sickness and Vice-President E. N. Hannah presided at the meeting.

# Muskrat Skins Are Fetching High Prices

As pointed out in recent issues of HARDWARE AND METAL, there is a record demand for furs at the present time. This offers great opportunities for the sale of traps and supplies for trappers by hardware merchants.

The tremendous demand for the skin of the humble muskrat, "Hudson seal," when it appears as milady's coat or muff, has won it a high rank in the indictment against the high cost of living, according to a statement issued by the New York Fur Auction Sales Corporation.

The statement says that Michigan and Eastern rats are now being sold at $3.75 apiece, as compared with 55 to 60 cents in 1915, and that the Western Canadian variety brings $2.60, as against thirty cents in pre-war days.

# Incorporations

Ivey Storage Batteries, Limited, head office Toronto, capital $500,000, plans to manufacture and deal in storage batteries.

Canadian Fireclay Products, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in fireclay products.

Bird Machinery Company of Canada, Limited, head office Hamilton, Ont., plans to manufacture and deal in machinery and parts.

Canadian Hart Products, Limited, head office Hamilton, Ont., capital $500,000, plans to manufacture and deal in abrasive products.

Browns Hardware Company, Limited, Hamilton, Ont., capital $30,000, plans to carry on a general hardware business and also deal in mantels.

The Mitchell Dossert Company, Limited, capital $50,000, head office Montreal, plans to manufacture and deal in electrical appliances and equipment.

Vlit Manufacturing Company, Limited, capital $150,000, head office Montreal, plans to manufacture and deal in polishes, paints, lead, varnish and colors.

The Weed Harvester Machine Company, Limited, head office Belleville, Ont., capital $50,000, plans to manufacture and deal in weed harvesters.

Foundries, Limited, head office Ottawa, Ont., capital $24,000, plans to manufacture and deal in iron, steel, tin plate, malleable iron, castings, etc.

Specialties, Limited, head office Montreal, capital $50,000, plans to manufacture and deal in wood and metal goods and to carry on a general foundry business.

Canadian Foamite Firefoam Company, Limited, capital $50,000, head office Hamilton, Ont., plans to manufacture and deal in fire protective devices.

Manitoba Clays and Building Supplies, Limited, capital $300,000, head office Winnipeg, plans to manufacture and deal in sewer pipes, brick, terra cotta, tile, etc.

The Goodyear Tire & Rubber Company of Canada, Limited, head office New Toronto, capital $30,000,000, plans to manufacture and deal in rubber goods of all kinds.

Republic Flow Meters Company of Canada, Limited, head office Toronto, capital $50,000, plans to manufacture and deal in devices for controlling the flow of vapors, liquids and gases.

Eriez Stove and Manufacturing Company of Canada, Limited, capital $200,000, head office Montreal, plans to manufacture and deal in stoves, furnaces, ranges, baths, lavatories and plumbing equipment.

# THE CLERKS DEPARTMENT

## Don't Work for a Poor Boss, Says Samuel M. Vauclain

### "But Make Sure You Know a Poor Boss When You See Him," Adds President of the Baldwin Locomotive Works in Talk to Young Men

"IN deciding whether it is better to be out entirely for yourself, or with a corporation, not a little of the decision will depend upon whom you are working for. If you find that you are under a poor boss you ought to get out as soon as you can, for half a dozen years of work under an inferior or incompetent boss will so change a young man's outlook that, more than likely, he will be worth very little thereafter. I do not mean by this that it is well for a youngster to be choosy and particular about whom he works for at the first, and to decide right offhand that if the boss doesn't do things after his manner he is a poor boss. The incompetent boy or man never has a good boss—that is, he never thinks he has. An incompetent, lazy individual could never like a first-rate boss."

This is the view of Samuel M. Vauclain, president of the Baldwin Locomotive Works. His views on the subject of "Why I Did Not Go Into Business for Myself" are given in the "American Magazine as follows:

Why did I not go in business for myself? Why did I choose always to work for a corporation rather than for myself?

My answer is: "I have never worked for anyone but myself."

#### Just as Much

A man is working just as much for himself when he is with a large corporation as when he has his own name over the door and is called the proprietor of the establishment. There is only one way to work—you cannot work for anyone and you cannot work for money, that is, if you want to have any fun or get anywhere. You must work for the work.

Let me explain: When I say that I have worked for myself and that everyone with a vision always works for himself, I mean that it is the work which must control. If your whole thought it to do in the best possible way the work that you start out to do, and you find it interesting, then every other question will solve itself—including that of the money return. Events rather than intentions will do the career molding.

#### Takes Care of Itself

The money return always takes care of itself and is the least important side to be considered. I have never bothered about it. I happen to know my own salary right now because the Board of Directors of the company fixed it the other day in meeting. But until that meeting I had never quite known my annual income for perhaps twenty years past. That sounds "unbusinesslike." Is it? Why should one bother counting money if there are more interesting things at hand to do? My salary was bound to be large enough for all proper purposes, because I was doing my work as best I knew how, and that is the world voucher for a salary. The details could be handled by a trust company, for they have men more interested and more skilled in handling money than I am.

#### Personal Finance

Some of my friends say that I would be wealthier to-day did I give more attention to personal finance. But I doubt it. I do not know what I am worth, but I am quite sure that I have been paid enough, and that it would have been stealing from my life to give thought to money, in which I was not interested, when that same thought might have been given to mechanics, in which I was interested. Then I should have suffered a loss which no amount of money could compensate.

#### The Really Hard Job

The really hard job in this world is not to make money—that is the easiest thing in the world, that is, money enough to support one comfortably. The really hard job is to discover that which you like to do. If you find it with a corporation then that is your job; if you cannot find it with a corporation, or if you happen to hit upon something interesting which you can do wholly for yourself, then you should go into business for yourself.

There is no rule; it is a matter of cases. And, when you get down to the individual case, the choice is not very difficult, providing always that you like to work and want to work. I have noticed that the young men who go from one place to another and seem never to be able to stay anywhere are usually those who are hunting for a "snap" or who imagine that they ought to be advanced before they have taken the trouble to know all about what they are doing. A boy or man who has a real desire to work can have no trouble at all in finding a job and, if he keeps that desire to work and keeps both his head and his hands going, he will always find the exact job which suits him.

#### The Best Course

I do think, however, that the large corporation, with its modern methods and air of doing big things, is the best possible preparatory course for business, and that a few years should be spent with one before any kind of a decision is made.

I speak of making a decision, and yet I have made only one myself, because I have had only two jobs in my life. In a way, I have never made a change, but rather just came into the new job more or less as a matter of course. As a boy of sixteen we were living in Altoona, Pennsylvania. The big thing in Altoona is the shops of the Pennsylvania Railroad; everything else is more or less built around them.

#### Were Sought After

Apprenticeships were largely sought after in those days, for an apprentice who learned the machinist's trade in the railway shops was certain to turn out as a good machinist. I was promised an indenture when I became seventeen; but when I was a little over sixteen I found that I could get into the shop as a helper, and, therefore, I quit school and took the job at fifty cents a day. I did not have to take this job. My parents did not need the money. But it seemed to me that, if I were going to be apprenticed in the following year, it might be well to be on hand early so that if there were any difficulty about an indenture, I would at least be in the shop and perhaps have an advantage. It is better to be on the inside looking out than on the outside looking in.

#### Had No Ideas

I had no particularly definite ideas as to the future, except that, first of all, I wanted to be a good machinist. The indenture came in due course, and until I was twenty-one I worked as hard as I knew how, because there were so many things to find out about in that place, and so many interesting operations to learn, that it took every moment of every day just to try to catch up with the things that I wanted to do. During the last year or so of my indenture, although still an apprentice and drawing an apprentice's pay, I was appointed a kind of under foreman.

#### Made Him Foreman

When I got my papers and was a full-fledged workman, they made me a foreman, which rather interfered with my plans. I had thought of working for several years in order to get enough money together to take an engineering course somewhere. I thought that by working summers and at odd times I could get myself through. But being made a foreman made me wonder whether or not it would be quite wise to take out three or four years wholly for study. Should I not then have to start all over again with a handicap to overcome? And, so, instead of trying for college, I took up mechanical drawing at night and, although some might think that, after a hard day's work, the night could not well be given up to study without injury to the health, I did not find it so. I have never found it so.

In fact, I have never taken a vacation. I have never needed one, and no place ever offered as many different kinds of amusement as could be found in the day's work. Although I usually reach the office about seven in the morning and leave anywhere from six to nine in the evening, and have often been in the office eighteen hours at a stretch, I do not consider that I have ever really worked. It has simply been fun, and I have always been doing the work or thing that I best liked to do. Why call that which you like to do "work"?

#### Enjoys Designing

I thoroughly enjoy designing a locomotive and helping to build it. In a way, I never had a better time in my life than during the war—first in getting the locomotives out to Russia and France; and then later, when we got into the war, in organizing and getting under way the rifle plant at Eddystone, which reached a capacity of six thousand rifles per day and, I am proud to say, supplied nearly two-thirds of all the rifles used by the American army in combat. At the same time we

built other plants which contributed some seven million shells.

But, to go back: Having decided not to go to college, and being in receipt of the not extravagant wage of eight dollars and forty cents a week, at the age of twenty-three I married. We looked at it this way: I could never earn less than eight dollars and forty cents a week and, therefore, if my wife and I learned to live on that sum, we could never thereafter have any financial difficulty. Altoona was not then an expensive town. We had no particular trouble in managing on eight dollars and forty cents, and we even put something by. So we have had no financial difficulty since. This is one of the points which it is well for a young man to bear in mind during the years when his future is in the balance. The tendency is to increase expenses with each increase in salary. It is better to learn to live on the first salary, and then no step need be taken merely to get the nearest dollar.

### Wanted a Raise

One of our young men came to me not long ago to recommend a raise in his salary. I asked him how much he was getting. Then I asked him how much he was saving, and he replied:

"I cannot save anything. It is all I can do to make ends meet—and often they do not meet."

I had to tell him, and I told it to him for his own good and to make him a better man later, that I would vote against an increase in salary. I did not want to preach to him, but I had to tell him the plain facts out of my own observation and experience. I said something after this fashion:

"We have hundreds of men who do not make one-third as much as you are now making, and yet they save money. You will find that every one of them has an account in the savings fund. You have no savings account and, if I should recommend that your salary be doubled, you even then would not have an account, for you would increase your expenses, and again find it impossible to make ends meet. It is all due to the fact that you have no decision in your own affairs. Whenever you decide to save ten per cent. or twenty per cent. of your salary, and stick to the decision, I shall be more than glad to recommend a very substantial increase, but not until then."

### Heedless of Weather

Let me take another personal instance: Through all the years I have always gone to work day in and day out heedless of the weather. So now, when I get up in the morning, I never bother looking to see if it is clear, or raining, or snowing; if it is hot or if it is cold. The work is ahead to be done, it must be done, so why bother about the obstacles? Why stop to think that it is too wet or snowy to make going out pleasant, or that it is too hot to work or too cold to travel? When you are interested in what you are doing and have made up your mind to do it, the weather does not count.

And again, the man who has himself in full charge will never be pressed for time. Take one of our workmen. He has been with us many years and has accumulated at least forty thousand dollars, although he holds no high position. In addition, he owns and operates a farm on the White Horse Pike in New Jersey on which, in his spare time, he has built himself a very good home. That man works at the Eddystone plant, which is a good twenty miles from his farm. But he is at his work every day before seven in the morning and he often does not leave before nine in the evening. Yet he finds time to attend to all of these outside interests. How he does it I do not know. But the big point is that he does it; and the older I grow the more convinced I am that practically anyone can accomplish anything if only he has a mind to do it.

### How It Happened

Having a mind in the work in hand will probably do the deciding of a career without much help from you yourself. It did for me. I almost started into business, but circumstances came along and settled the matter. It happened this way:

After I had been serving as foreman for a year or two at Altoona, a great boom came on there in the sand business. I thought I would go into that business on my own account. The prospects looked good, and time has proved that they were good, for a great many people have done extremely well with sand in that district.

### BUSTING THINGS UP

There was a fellow got a hunch
That he was strictly "It,"
Just to get even with his boss
He quit.

The boss he bore it wondrous well,
He never wailed or moaned or swore;
But said, "As you go out don't slam
The door."

The other boys about the place
Did not go moping much that day,
They laughed and said good-bye, and drew
Their pay.

He thought: "They do not realize
That I have left them to their fate,
So much the better; let them laugh;
But wait!"

And then he ambled down the street,
And confidently told the town:
"Now, fellows, watch and see the boss
Fall down."

Somehow or other things went on,
The business did not go to smash,
The boss went smiling as he grabbed
The cash.

And every day the fellow met
Some friend who didn't know he'd quit,
And didn't care, and wasn't sore
A bit.

It rather stunned him that the world
Went booming on through day and night.
As well as when he used to keep
It right.

Somehow there isn't any man
For whom the whole creation squirms;
And good men cluster round a job
Like germs.

And when you up and leave your place,
And think the whole blame works will quit.
The joker hollers, 'Tag, old man,
You're it!"

The world goes pluggin', plodding on,
As unconcerned as it can be;
If you are mentioned someone asks,
"Who's he?"

But before I could quite make up my mind to quit being a machinist I got a promotion, and when I started again to think about sand I got another promotion. I have not yet had time to get around to that sand business, and so I suppose the question is still undecided. Like many momentous affairs, it got shelved.

### Sent as Inspector

In 1882—I was then twenty-six—we were having a number of locomotives built at Baldwin's Locomotive Works. The shop sent me down as a kind of inspector to watch the construction. It took a year to build the locomotives, and during that time I became very familiar with Baldwin's. I liked the work. New jobs were coming up all the time. The outlook seemed unlimited—the whole world needed locomotives. The outlook in the Altoona shops was not exactly limited, but I had noticed that the ordinary progression of the machinist usually took him out of the shops to become a superintendent in some faraway station, where the work developed into a routine.

When the locomotives had been built I had become almost a part of Baldwin's; they wanted me to stay, and I stayed. That was all there was to changing jobs. First, they made me superintendent of what is known as the Seventeenth Street Shop—one of the divisions of the works. About a year later they made me superintendent of construction, and by the time I was thirty they had promoted me to the mechanical supervision of the whole establishment. Since then I have never had any definite sort of a title until lately, when I became president.

### Better Get Out

In deciding whether it is better to be out entirely for yourself, or with a corporation, not a little of the decision will depend upon whom you are working for. If you find that you are under a poor boss you ought to get out as soon as you can, for half a dozen years of work under an inferior or incompetent boss will so change a young man's outlook that, more than likely, he will be worth very little thereafter. I do not mean by this that it is well for a youngster to be "choosy" and particular about whom he works for at first, and to decide right offhand that if the boss doesn't do things after his manner he is a poor boss. The incompetent boy or man never has a good boss—that is, he never thinks he has. An incompetent, lazy individual could never like a first-rate boss.

### Many False Ideas

So many false ideas not only exist but are actually fostered about everything connected with work; they start with the mere getting of the job and then ramify through every phase and angle. There seems to be a notion that it is hard to get a job. Not long ago, a young man brought in a letter of introduction from one of my friends. The letter was long and the young man was nervous. Evidently, somebody had been telling him that he could not get a job for himself but needed a little pull somewhere. Possibly he had read the letter, for it besought me to try to find a place for the youth and so on, and so on. In fact I think it used the expression "to give the boy a job."

This youngster had what I call a good "mug"; he was bright and active-looking and was not very much afraid of me, although he had never worked anywhere. I sent him over to another department with a note, and at the end of an hour the head of that department called up to say that if I had a hundred more like him to send them over just as fast as I could get them there.

There is no difficulty about getting a job. You may not, and probably will not, get the one that you like best at the first trial, but you are sure to get something; and it does not require, in any place that is worth working, in a letter of introduction or a pull.

### On His Own Merits

I made up my own mind very early, in fact before I began as an apprentice in the Pennsylvania shops, that I was not going to be advanced by "influence." For that reason I never joined any social organization—any lodge, society, or church; I did not want to be advanced for any reasons originating outside of myself. Later, as I came into authority, I did not want to be asked to advance anybody for similar reasons.

### Are Not True

I do not know how or where these delusions arise. Perhaps they grow out of the belief that people generally desire to be

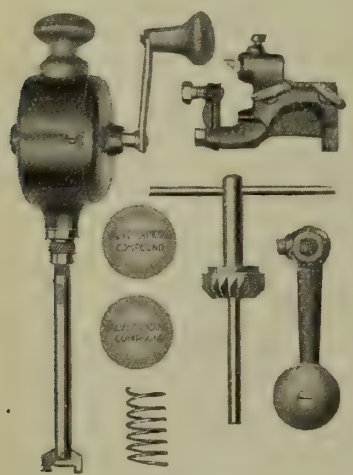
Continued on page 56.

# NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

### VALVE TOOL SET

The Little Sioux Valve Tool Set manufactured by Albertson & Company, of Sioux City, Iowa, is, the manufacturers claim, one of the most useful outfits for car owners yet put on the market. It is



*Tool Set*

stated that with these appliances, work may be quickly and thoroughly accomplished by the owner, which would cost many dollars if done in a garage or repair shop. The various tools, it is stated, are strongly made and built for service.

### CHAINOLENE

"Chainolene," a new preservative and lubricant, is being put on the market by the Chainolene Mfg. Company of Chicago. The claim is made that it is the correct lubricant for "roller type" chains as its distinctive adhesive qualities keep the rollers revolving continually in a film of oil, thus minimizing frictional resistance. "Chainolene," it is stated, is




*Chainolene*

not graphite, but a specially prepared compound that works its way in under the rollers, is free from any foreign substance and will not dry up. For bicyclists and motorcyclists, it is said to be invaluable.

### SPARK PLUG

A new half-inch extra long spark plug is being manufactured by A. R. Mosler & Co., Box 292, Mount Vernon, N. Y. Mosler plugs are of two-piece construction, and the manufacturers claim that this greatly facilitates clear-



*Spark Plug*

ing when plugs become fouled with carbon. Heat resisting electrodes with good electrical conductivity, nickel manganese wire being used, perfect contact between the cylinder wall and the shell of the plug, mica insulation and general all-round service and adaptability are also claimed for these plugs.

### SEAMLESS REFRIGERATOR

"Paris" Seamless Refrigerators, manufactured by the Sanderson-Harold Co., Ltd., of Paris, Ont., are made in two types. A top icer with ice chamber door opening on face of refrigerator and a side icer with either three or four doors. The manufacturers make the following claims; that special attention has been given to the wall construction, mineral wool being used as an insulator and proper air spaces allowed to insure perfect insulation. The principal feature is the new one-piece seamless porcelain lining. The provision chamber is a seamless tank, without crack or crevice, and it is stated, can be kept much cooler than refrigerators lined with sheets. It also can be kept clean much easier, as there are no cracks to harbor germs.




#### Fire Sets

Summer & Company, Moncton, N.B.—Can you tell me where to procure fire sets in Canada?

You can procure these from the following: Barton Netting Co., Windsor, Ont.; Enterprise Foundry Co., Sackville, Ont.; T. G. Rice Wire Mfg. Co., Toronto, Ont.; Toronto Lock Mfg. Company, Toronto.—Ed.

#### Beaver Board Tape

R. T. Holman, Ltd., Summerside, P.E.I.—Can you tell me where to procure tape for covering seams of beaver board?

You can procure this tape from: National Jobbing & Tailors Supply Co., Ltd., John Street, Toronto; Kay Cutting Co., 734 St. Paul Street W., Montreal, Que.; Walter Williams & Co., 508 Read Building, 45 St. Alexander St., Montreal, P.Q.; Whitby Braid & Edging Co., 70 Teraulay Street, Toronto, Ont.—Ed.

#### Restaurant Stools

Sommerville Hardware Co., Edmonton, Alta.—Can you tell me where to procure names of manufacturers of restaurant stools and chairs?

You can procure these from: Stratford Chair Company, Stratford, Ont.; Canada Foundries and Forgings, Ltd., Brockville, Ont.; Grimsby Steel Furniture Co., Grimsby, Ont.—Ed.

#### Pipeless Furnace

J. E. Casson, Esq., Victoria, B. C.—Can you tell me where to procure pipeless warm air furnace?

You can procure these from the following: McClary Mfg. Co., London, Ont.; Gurney Foundry Co., Ltd., Toronto; The Beach Foundry Co., Ltd., Ottawa, Ont.; The Hamilton Stove & Heater Co., Ltd., Hamilton, Ont.; Clare Bros. & Co., Ltd., Preston, Ont.; Findlay Bros. & Co., Ltd., Carleton Place, Ont.—Ed.

# WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

## THE MARKETS AT A GLANCE

VERY important higher prices have taken effect this week, many of the basic hardware lines being affected. Amongst the numerous changes noted are: Wire nails and staples advanced 25 cents per 100 pounds. Flat, round and oval head iron wood screws are also higher. Builders' inside lock sets of the cheaper variety are up 10 per cent.

Tin, lead, spelter and antimony ingots are all firmer and a full steam ahead demand for 1920 is already noted.

Jute twine, fuel oil, window glass, hasps, Japanned shelf brackets, shoe tacks, pipe fittings, Colts' revolvers and pistols, Savage rifles, barb, coil spring and other wire goods, axe, pick and sledge handles, lumbering tools, measuring tapes, butts, cabinet desk and drawer locks, tire tape, wax, solder, sad irons and door bells, all are included in the list of advances.

Lower prices seem to have been forgotten, in the effort to procure goods, due to lack of production, which more and more has become the dominating factor of the present situation. It is stated that, generally, makers are squaring themselves to attack this problem with great vigor once the holiday period is past. Many are preparing for one of the greatest years of expansion in their history, it is stated.

## MONTREAL MARKETS

MONTREAL, Dec. 24—A whole list of increased prices is effective this week and follows the strong tendencies outlined in HARDWARE AND METAL for the past two or three weeks. The important item for the week is that of nails, standard wire being advanced to $5.25 per keg, and cut to $5.35. Wire of various kinds, including barbed, coil spring and plain, are also firmer. Axe, pick and sledge handles are marked higher. Flat and round head bright wood screws are marked higher. Vacuum bottles are likely to advance. Lumbering tools are higher. Steel tapes are up ten per cent. and various butts of the ordinary special grades and also plated fancy butts and screw and strap hinges are marked up. Various locks, including cabinet, desk, drawer, chest, trunk, pad, etc., are higher. Tire tape has increased in price and sad irons, door bells, wax, lead products, solder, sheet lead, lead wool and pig lead are all higher. Coal oil is firm and an advance would not be a surprise. Galvanized sheets are marked higher and zinc sheets are also quoted up half a cent per pound. Stoves are due for an early advance. New discounts are out on various wares. Iron and steel are very firm, but unchanged. Cotton and jute twines and ropes are soaring. Tin and spelter, antimony and pig lead, all are marked up this week and the general ingot undertone is firm. There seems little promise of relief in the way of lower prices on most hardware commodities.

### *Various Handles Up; Zinc Sheets Stronger*

**Montreal.**

HANDLES, SHEET ZINC. — Advances are effective for various handles, axe, pick, and sledge being affected. These three styles are up about 12½ per cent.

Sheet zinc, under the influence of spelter firmness, has advanced half a cent per pound.

### *Lumbering Tools Up; Steel Tapes* 10%

**Montreal.**

LUMBERING TOOLS, TAPES.—The discount on Pink's lumbering tools has been changed, recording an increase in the price.

Steel tapes of Lufkin manufacture have advanced about 10 per cent.

### *Bright Screws Higher; Handles; "Vac" Bottles*

**Montreal.**

SCREWS, VACUUM BOTTLES.—Flat head bright wood screws are





marked higher through a change of the discount to 75 per cent., and to 72½ per cent. for the round head, bright. Brass are unchanged.

An advance is imminent for vacuum bottles, it is reported, and this may come immediately after, or before the first of the year.

## *Ordinary Butts, Hinges Are Higher*

**Montreal.**

BUTTS, HINGES.—Ordinary styles of butts are higher this week through a revision of the discounts. This applies to the "800" series, and average increases are from 10 to 15 per cent.

Light strap and tee hinges are also higher, the present discount being 12½ per cent. Screw and strap hinges are also advanced, the present discount being 15 per cent.

## *Padlocks and Tape, Sad Irons Higher*

**Montreal.**

LOCKS, TAPE, SAD IRONS.—Higher prices are effective for padlocks of Eagle make, and chest, cash box, cupboard, drawer, desk, suitcase, and trunk locks of the same make are also advanced. The increases are from 10 per cent. to 15 per cent.

Tire tape, too, is higher, the prices being as follows: 1 ounce size, lb., 75c; 2 oz., 70c; 8 oz., 66c; and in 50 lb. lots or over, 5c per lb. less.

Mrs. Potts' sad irons are advanced to $2.25 for the No. 50, and to $2.05 for the No. 55.

## *Door Bells; Hinges; Special Butts Up*

**Montreal.**

SHELF HARDWARE.—Prices are higher on shelf hardware, including door bells, fancy plated butts, and cabinet hardware, including bolts, hooks, door springs, drawer pulls, etc. The change brings with it an advance of about 10 per cent. In many instances the jobbers no sooner have their changes made than others follow, and the trend is strongly upward.

## *Nails and Wire Up; Staples; Barb Wire*

**Montreal.**

NAILS AND WIRE.—An advance of 25c per keg for wire nails has been effected, and this makes the base price $5.25. The base, now, for cut nails is $5.35, this meaning an advance of 35c per keg.

While this advance would seem to be ample to take care of the market for awhile, there are suggestions that there will be higher prices immediately after, if not before the turn of the year. The market is ruling strong.

Galvanized plain, barbed, and coil spring wire are also higher in some quarters. The present prices of barbed wire are: "Catch weights," per 100 lbs., $5.90; 80-rod reels, 2 x 5 pt., per spool, $4.71; 4 x 6, $5.10; and 4 x 4, $5.53.

Staples are also marked higher, galvanized being $6.35 per keg; bright, $5.60; and smaller lots of bright, $6.10.

## *Steadied Basis on Rope; Cotton Firm*

**Montreal.**

ROPE AND CORDAGE.—Sales of rope are seasonably limited, and the basis is unchanged. Prices for the various grades are as follows: Pure manila, per lb. base, 31c; Beaver and British manila, 26c; and sisal, 22½c.

The undertone on all jute and cotton products is still firm, advances not having ceased, and there being every prospect of higher markets.

## *Oil and Gasoline Firm; An Advance For Wax*

**Montreal.**

OILS, GASOLINE, WAX.—There has been no quotable change for coal oil, nor for gasoline, but the undertone is firm. With the "States" market higher, increased prices may become effective here. Gasoline of the motor grade is selling at 33c, while coal oil, as to grade, is quoted at 22-25c per gallon.

Wax, of the various grades, is half a cent higher. This change applies to grades known as 118-20, 123-25, 128-30, 133-36.

## *Advanced Are Lead Products' Prices*

**Montreal.**

LEAD PRODUCTS. — Another advance for some lead products, in addition to the increases made effective last week, are now announced. Lead wool is quoted up, at 15c per lb., and various grades of solder are much firmer, with mark-ups for most of them, guaranteed grade being quoted at 40c per pound. There is quite a satisfactory movement, season considered.

| | |
|---|---|
| Lead pipe | 0 13½ |
| Lead waste | 0 14½ |
| 8 in. and over | 0 15½ |
| **Note.—Lead pipe is subject to a discount of 10%.** | |
| Lead traps and bends | 5% |
| Lead wool, lb. | 0 15 |
| Lead sheets, 2½ lbs. | 0 12½ |
| Lead sheets, 3 to 3½ lbs., sq. ft., lb. | 0 12¼ |
| Lead sheets, 4 to 8 lbs., sq. ft | 0 11½ |
| Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra. | |
| Solder, guaranteed, lb. | 0 40 |
| Solder, strictly, lb. | 0 38 |
| Strictly, commercial, lb. | 0 35½ |
| Solder, wiping, lb. | 0 32½ |
| Solder wire (8 gauge)— | |
| 40-60 | 0 37 |
| 45-55 | 0 31½ |
| 50-50 | 0 42½ |
| Zinc sheets, casks | 0 16½ |
| Do., broken lots | 0 17 |

## *Scarcity Sheets is Manifest; Increases*

**Montreal.**

SHEETS AND PLATES.—No relief has come to the trade in the matter of steel sheet supplies, and the market is again higher this week. English sheets are expected to arrive in this market in a few weeks' time and many hundreds of tons have been ordered, and, HARDWARE AND METAL is informed, that these will arrive, the stock being available. This means winter rates of freight, and, as a consequence, prices will rule quite high. On English sheets, as quoted below, the prices are 25c higher this week.

| | | |
|---|---|---|
| **BLACK—** | | |
| 10 gauge | 5 90 | 6 20 |
| 12 gauge | 5 95 | 6 25 |
| 14 gauge | 6 00 | 6 30 |
| 16 gauge | 6 10 | 6 40 |
| 18-20 gauge | 6 55 | 6 70 |
| 22-24 gauge | 6 60 | 6 75 |
| 26 gauge | 6 70 | 6 80 |
| 28 gauge | 7 00 | 7 00 |
| **GALVANIZED SHEETS—** | | |
| U.S. Standard— | | |
| 10¾ gauge | .... | 9 00 |
| 28 gauge | .... | 8 85 |
| 26 gauge | .... | 8 75 |
| 22 and 24 gauge | .... | 8 40 |
| 20 gauge | .... | 8 25 |
| 18 gauge | .... | 8 25 |
| 16 gauge | .... | 8 00 |
| English Standard— | | |
| 28 gauge | .... | 10 25 |
| 26 gauge | .... | 10 00 |
| 24 gauge | .... | 9 40 |
| 22 gauge | .... | 9 05 |
| 18 and 20 gauge | .... | 8 85 |

**NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.**

## *Stoves Tend Higher; New Ware Discounts*

**Montreal.**

STOVES AND WARES. — Higher prices are bound to come for stoves and ranges, say the manufacturers. The market is very strong, and with difficulties in obtaining raw material, and higher labor outlay, increases cannot be long deferred.

New discounts are announced on various wares, and these were referred to, briefly, in HARDWARE AND METAL last week, the change being made just as the weekly reports went to press. The increases are varied, and run from 5 per cent. to about 15 per cent., enamelled, copper, sheet iron, tinned ware and tinner's trimmings, milk cans, cream cans, etc., being affected. This is a direct result of the recent advances for plates, and the scarcity and continued high prices of these wares, coupled with higher manufacturing costs, makes the undertone very strong at the advances. Revised discounts are to be found in the current list elsewhere.

## *Very Firm Iron and Steel Market*

**Montreal.**

IRON AND STEEL—In common with many basic commodities, iron and steel prices are ruling firm. The movement of supplies to the trade continues to be seasonably good, and there is a fair stock to meet the trade requirements.

IRON AND STEEL

| | |
|---|---|
| Iron finish machinery steel | 4 10 |
| Norway iron | 12 00 |
| Single reeled machinery steel | 5 25 |
| Spring steel | 5 00 |
| Sleigh shoe steel | 4 05 |
| Tire steel | 4 25 |
| Toe calk steel, per 100 lbs. | 4 95 |
| Band steel | 4 05 |
| Harrow tooth steel | 4 20 |
| Mining tool steel, per lb. | 0 22 |

| | |
|---|---|
| Black Diamond tool steel, per lb. | 0 22 |
| Black Diamond cast steel, per lb. | 0 22 |
| Common bar iron, per 100 lbs. | 3 90 |
| Refined iron, per 100 lbs. | 4 90 |
| Mild steel | 4 95 |

## *Most Ingot Metals Higher in Price*

**Montreal.**

INGOT METALS.—Strength in nearly all lines is manifest this week, and notably in lead, tin, and kindred products.

COPPER.—This metal is stronger, though there is no quotable change, prices remaining at 24c for casting, and at 24½c for electrolytic.

TIN.—London advances for tin have been constant and many. The price in this market would be materially higher were it not for the favorable exchange rates. An advance is made to 63½c in this market.

LEAD. — Steadily upward goes the price of lead, and quotations are advanced in most markets. Under good demand the local price is 8⅞ to 9c per lb.

SPELTER.—An active demand is reported and the prices have advanced this week to 10¾c per lb.

ANTIMONY.—Somewhat firmer, and with Chinese basis 11c per lb, and English grade 11½c.

ALUMINUM.—Some scarcity of this is said to exist. Price 32-33c per lb.

## *Holiday Quietness On Old Materials*

**Montreal.**

OLD MATERIALS—Prices have been without change, practically, and with the usual holiday lull manifest, there is little new to report. It is expected that there will be a continued demand from the manufacturer for various old scrap, particularly for heavy grades of cast iron and heavy stove plate.

| Dealers' Buying Prices— | | |
|---|---|---|
| Old rubbers, boots and shoes | 0 07 | 0 08 |
| Overshoes, lumbermen's rubber boots | .... | 0 05 |
| Overshoes, etc. (trimmed) | 0 05 | 0 06 |
| Bicycle tires | .... | 0 03½ |
| Automobile tires | 0 03¾ | 0 04 |
| Yellow brass | 0 10 | 0 11 |
| Red brass | 0 15 | 0 16 |
| Light brass | 0 07½ | 0 08½ |
| Scrap zinc | 0 05½ | 0 06 |
| Light copper | 0 16 | 0 17½ |
| Heavy copper | 0 17 | 0 18 |
| Wrought iron, No. 1, per gr. ton | .... | 16 50 |
| Malleable scrap (ton) | .... | 20 00 |
| Pipe scrap, ton | .... | 12 00 |
| Stove plate, ton | 20 00 | 21 00 |
| No. 2 busheling | 7 00 | 8 00 |
| Machinery, cast (ton) | 29 00 | 30 00 |

# TORONTO MARKETS

TORONTO, Dec. 24—Important changes continue to be the order. The goods marked up this week all have very important connections with the hardware business. Amongst the most important changes are: Wire nails, fence staples, flat, round and oval head wood screws. Lock sets of the cheaper variety are up 10 per cent.

Price tendencies for the first part of the New Year show indications of advancing. The general outlook for business during the coming year is excellent. Many are preparing for one of the largest years in their business career. Now that the different labor movements are settling down again, production will take on more of a steady stride, it is expected. This should have the effect of steadying the markets generally, which of late have been very unsettled and of a firm nature. It is stated that while increased labor will undoubtedly bring a decline in price, it is not expected any change will take place of a downward nature for some time to come, as it takes full capacity production for normal demands and at present neither full capacity nor normal stocks exist.

## *Perfection Oil Stoves to be Handled by Makers*

**Toronto.**

PERFECTION OIL STOVES.—In the near future, the Perfection Stove Co., Sarnia, Ont., intend marketing their stoves through their own organizations. HARDWARE AND METAL have it on good authority that the head sales office will be located in Toronto.

The sale of these stoves was formerly controlled by the Imperial Oil, Ltd. The reason given was that owing to increased business in both lines, it was decided that each could be more satisfactorily handled separate.

The new ruling will gradually take effect as follows: The Province of Ontario, starting on February 1st, 1920. The Province of Quebec, starting March 1st, 1920, and all other Provinces starting July 1st, 1920.

## *Measuring Tapes Have Advanced 10%*

**Toronto.**

MEASURING TAPES.—An advance of approximately 10 per cent. has been made in measuring tapes, and the new prices are quoted as follows: No. 263 Challenge, 50 ft. steel, $4.90 each; No. 103 Reliable Jr., 50 ft. steel, $4.95 each; No. 243 Rival, 50 ft. steel, $4.25 each; No. 1243 Rival Jr., 50 ft. steel, $3.95 each; No. 603 Metallic, 50 ft., $3.45 each; No. 604 Metallic, 66 ft., $3.35 each; No. 403 linen, 50 ft., $2 40 each; No. 713, ass skin, 50 ft., $6.60 per dozen.; No. 714, ass skin, $7.75 per doz.

## *Marbles Sportsmen's Specialties May Advance*

**Toronto.**

On January 1st, it is stated there will be an advance in the price of some of Marble's sportsmen's specialties. The increase is said to be small on most items affected and is about five per cent. on some, and on others ten per cent. The increasing cost of manufacturing makes this change necessary. A revised price list is being sent to dealers. There will be no change in the discounts.

## *Cut Nails F.O.B. Toronto, $5.75 Base Net*

**Toronto.**

CUT NAILS.—The new price, quoted in HARDWARE AND METAL last week, of $5.35 base per keg, f. o. b. Montreal, will sell from Toronto warehouses at $5.75 net.

## *Wire Nails Advance; New Base Price $5.20*

**Toronto.**

WIRE NAILS. — Higher prices are again quoted on wire nails and the new base price is $5.20 per keg. As will be noticed by this that the nail situation is not improving. It is stated that nails are very scarce and the demand is a heavy one and considerable inquiries are coming from the U.S.A.

Notwithstanding the advancing cost of nearly all building material, 1920 looks like a great year for expansion and growth, and some are advising stocking in larger proportion to the present year.

## *Wood Screws Advance; New Prices Herewith*

**Toronto.**

WOOD SCREWS. — An advance has taken place in wood screws, the new quotations being: Head iron, 75%; Round Head Iron, 72½%; Oval Head Iron, 72½%.

## *Stoves and Ranges Firm; May Soon be Advanced*

**Toronto.**

STOVES AND RANGES at present are very firm, and higher prices in the near future may be expected, if present conditions are any indication.

The stove business has been very brisk all season, and it is the belief of manufacturers that it will take several months in the first of the New Year to catch up with present orders, where otherwise this coming season is usually slack, it is stated.

Labor is high and will continue so, it is expected. Stove-making material is also said to be very hard to procure. Some have it that the cost in stoves is bound to increase owing to the increased cost and scarcity of stove plates and other indirect factors.

## Ready Roofing Advances 10c Roll

Toronto

ROOFING.—An advance of 10 cents per roll has taken place in some brands of roofing, and quotations are as follows: Panamoid, 1-ply, $1.80 roll; 2-ply, $2.15 per roll; 3-ply, $2.50 per roll. Everlastic, 1-ply, $2.10 per roll; 2-ply, $2.40 per roll; 3-ply, $2.75 per roll.

## Boiler Tubes Unchanged; May Soon Advance

Toronto.

BOILER TUBES.—An advance of 10 per cent. has been quoted in some markets. Local jobbers have as yet not made any change in price, and it is expected the present ruling will hold till probably the first of the New Year.

Boiler tubes have been moving well and a very good demand is noticed for this season of the year. Following are the quotations:

| BOILER TUBES— | Per 100 feet Seamless | Lapweld |
|---|---|---|
| 1 inch | $27 00 | ..... |
| 1¼ inch | 29 00 | ..... |
| 1½ inch | 29 50 | ..... |
| 1¾ inch | 32 00 | $27 00 |
| 2 inch | 31 00 | 26 00 |
| 2¼ inch | 35 00 | 28 00 |
| 2½ inch | 43 00 | 32 00 |
| 3 inch | 48 00 | 40 00 |
| 3¼ inch | ..... | 47 00 |
| 3½ inch | 60 00 | 44 00 |
| 4 inch | 75 00 | 56 00 |

## Stove Pipe Elbows Now Quoted, List Plus 33½%

Toronto.

STOVE PIPE ELBOWS have advanced as noted under the heading of Wares in these pages under Current Quotations. The new price is being quoted at list price plus 33½%.

## Scrap Metals Firm; All Scrap Materials Quiet

Toronto.

SCRAP MATERIALS.—Owing to the closing of the present year the market has been somewhat quiet and no recent changes have been noted. The following are the prevailing quotations:

| DEALERS' BUYING PRICES | | |
|---|---|---|
| Pipe scrap | .... | 11 00 |
| Stove plate, per ton | .... | 18 50 |
| No. 2 busheling | .... | 13 00 |
| Yellow brass | .... | 0 10 |
| Red brass | .... | 0 15¾ |
| Light brass | .... | 0 07 |
| Scrap zinc | .... | 0 06½ |
| Heavy copper | .... | 0 17 |
| No. 1 machinery cast | .... | 24 00 |
| Heavy melting steel | .... | 15 00 |
| Wrought iron, No. 1, per gr. ton | .... | 15 00 |
| Heavy lead pipe | .... | 0 06 |
| Old rubbers, boots and shoes | .... | 0 06 |
| Overseas, lumbermen's rubber boots | .... | 0 04 |
| Bicycle tires | .... | 0 01½ |
| Automobile tires | .... | 0 03 |
| Tea lead | .... | 0 04 |
| Heavy lead pipe | .... | 0 05¾ |

## Corrugated Sheets Firm; Stocks Exhausted

Toronto.

CORRUGATED SHEETS are still reported at unchanged prices and stocks of sheets are exhausted, say manufacturers. However, better deliveries are expected for the coming year, and merchants are ordering goods with more confidence. Many seem more interested in the securing of supplies than securing at any special prices. The following are the quotations:

| Corrukated Sheets— | Per 100 square feet Gal'zd | Painted |
|---|---|---|
| No. 28 gauge | $8 25 | $7 00 |
| No. 26 gauge | 9 00 | 8 00 |
| No. 24 gauge | 13 50 | 10 00 |
| No. 22 gauge | 16 00 | 12 50 |
| No. 20 gauge | 19 00 | 16 00 |
| No. 18 gauge | 24 00 | 19 50 |

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

## Iron and Steel Bar Prices Hold Unchanged

Toronto.

IRON AND STEEL BARS.—No advance prices have been noted this week, although the present price is very firm. The mills have been advancing their prices, but generally jobbers are not making any change till the New Year at least.

Some state that they hope to continue business at the present prices through the early part of 1920, but this depends entirely on prevailing conditions.

The high U.S.A. exchange rate is a serious factor with many who depend on this market for supplies. Some are not taking advantage of this rate for goods in stock, but say they are forced to charge extra for shipments coming.

The following are the quotations:

| | | |
|---|---|---|
| Common bar steel | .... | 4 25 |
| Common bar iron | .... | 4 25 |
| Angle base | .... | 4 50 |
| Horseshoe iron | .... | 4 75 |
| Tire steel | .... | 4 70 |
| Mild steel | .... | 4 50 |
| Norway iron | 11 50 | 15 00 |
| Toe caulk iron | .... | 5 45 |
| Sleigh shoe steel | 4 25 | 4 50 |
| Band steel | 4 25 | 4 50 |
| Spring steel | 9 50 | 11 50 |
| Mining drill steel | 21 00 | 30 00 |
| Sheet cast steel | 0 42 | 0 45 |

## Oakum Unsettled, Firm; May Show Change Soon

Toronto.

OAKUM.—At present oakum remains unchanged and is showing excellent results for this season of the year. The price is firm and unsettled, and a change in price in the near future would not be unexpected.

## Lead and Zinc Products Firm; Solder Advanced

Toronto.

LEAD AND ZINC PRODUCTS are holding firm at the new prices, quoted in last week's issue, of HARDWARE AND METAL. Solder has advanced this week. It is expected these prices will remain unchanged for some time to come unless important developments occur to the basic metals, which frequently are subject to sudden changes and fluctuations.

The following are the present quotations:

| | | |
|---|---|---|
| Lead pipe, list, per lb. | .... | 0 13½ |
| Lead waste pipe, list, per lb. | .... | 0 14½ |
| Do., over 8 inches, list, per lb. | .... | 0 15½ |
| Above subject to discount of 10%. | | |
| Lead traps and bends | .... | 5% |
| Lead wool, lb. | .... | 0 16 |
| Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb. | .... | 0 10½ |
| Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra. | | |
| Solder, guaranteed, lb. | 0 35½ | 0 36 |
| Solder, strictly, lb. | 0 34¼ | 0 34½ |
| Solder, commercial, lb. | 0 32½ | 0 33 |
| Solder, wiping, lb. | 0 31 | 0 31 |
| Solder, wire, lb. | 0 42 | 0 42¼ |
| Zinc sheets, per lb. | 0 17 | 0 19 |

## Bristle Brushes Unsettled; May Advance Again Soon

Toronto.

BRUSHES.—In spite of the recent advances, reported in HARDWARE AND METAL, indications point to a further advance in bristle brushes during the early part of the New Year. The brush market has been growing firmer for some time back and, it is stated, is due to the shortage of bristle.

Owing to so many European hogs being killed off during the war, white bristles are practically off the market, and, as it takes a hog practically five years to grow long bristles, the scarcity in this line may not soon be overcome.

## Jute Twine Advances; Prices Quoted 2c Higher

Toronto.

JUTE TWINE.—An advance of 2 cents per pound is now being quoted on jute twine. This is in order with recent advances in raw material, the chief cause, it is stated, being the shortage and higher costs of labor.

## Fuel Oil Advances; Now Quoted at 9 and 10c

Toronto.

FUEL OIL.—New and higher prices are in effect in this commodity and are now being quoted as follows: Fuel oil tank cars, net 9 cents per gallon; fuel oil, barrels, net, 10 cents per gallon. Since the cold weather a very good demand has been noted for fuel oil. The demand is also very good for coal oil. Other oils though have fallen off slightly owing to the cold weather, it is stated.

## Sheets and Plates Firm; Present Prices Hold

Toronto.

SHEETS AND PLATES.—The serious shortage of this commodity continues to be keenly felt, although some state that sheets are coming in better and that the size of shipments are stated to be even larger than was hoped for. Booked orders and future business seem out of the question. At least none of the mills are encouraging this class of business, it is stated, owing to the enormous booking still on hand of the 1919 variety. However, the demand for 1920 is expected to be of such a persistent nature, that manufacturers will find some way of catching up with their orders, it is stated, and all concerned are hoping the New Year will be one of industrial harmony and peace.

Owing to the scarcity and unsettled conditions of the markets locally it is almost impossible to quote accurate prices, as nearly all who have stocks have procured them under unusual con-

ditions, and sheets, galvanized, 10 oz., for instance, are quoted anywhere from $9.25 to $10 per 100 lbs.

The following are the prices:

**BLACK SHEETS—**

| | | |
|---|---|---|
| 14 gauge | 6 30 | 6 50 |
| 16 gauge | 6 65 | 6 95 |
| 18-20 gauge | 6 30 | 6 85 |
| 22-24 gauge | 7 25 | 6 90 |
| 26 gauge | 7 35 | 6 95 |
| 28 gauge | 7 50 | 7 05 |
| 3-16 inch plate | 5 95 | 5 55 |
| ¼-inch boiler plate | 5 45 | 6 10 |

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

**GALVANIZED SHEETS—**

| | Premier | | Apollo | |
|---|---|---|---|---|
| 10¾ oz. | $9 20 | $9 80 | $9 25 | $9 55 |
| U.S. 28 | 8 60 | 10 20 | 8 85 | 8 85 |
| U.S. 26 | 8 20 | 8 80 | 8 55 | 8 50 |
| 22 nad 24 | 8 00 | 8 20 | 8 40 | 7 30 |
| 18 and 20 | 7 80 | 8 00 | 8 25 | 8 10 |
| 16 | 7 55 | 7 80 | 8 10 | 7 90 |
| 12 and 14 | 7 35 | 7 55 | 7 95 | 7 65 |

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

## *Ingot Metals Continue Firm*

**Toronto.**

INGOT METALS.—The general price tendencies throughout all the list of ingots this week is a firm one. Indications point to a very good year for 1920 and many are preparing to handle the largest trade in their history.

TIN has advanced 3 cents per pound and the demand is said to be very good. The new quotation is 63 cents per pounds.

COPPER remains unchanged, and a fair demand is reported. There has been several recent advances in the primary markets, but these have as yet not made any effect on the local price which is quoted at 24 cents per pound.

LEAD continues to advance in foreign markets, although the local market shows no change. The present price is firm and is quoted at 9 cents per pound.

SPELTER has again recovered its weakness, and is now quoted from a firm basis, showing ¼ cent per pound advance over former prices. The new quotation is 11 cents per pound.

ANTIMONY is in better demand locally and is quoting at a firm price of 12 cents per pound.

ALUMINUM remains quiet with litt'e business offering. The quotation is 34 cents per pound.

# LONDON MARKETS

LONDON, Ont., Dec. 24—Advances continue to feature the markets again this week and higher quotations include a jump of sixty cents per hundred pounds in cut nails, new figures on safety hasps, sash hangers, wrought staples, wrought hooks, hasp hooks and staples, japanned shelf brackets, hinge hasps, shoe tacks in dozens, channel nails, hob and Hungarian nails, pipe fittings, cotton wrapping twine and wire nails.

The only reduction is shown in turpentine which is down ten cents per Imperial gallon.

Shortage of goods continues to be one of the annoying features of business all through the district. However, merchants have had an unusually fine Christmas trade and are looking forward to a continuance of good business in 1920.

## *Sixty-Cent Advance Made in Cut Nails*

**London, Ont.**

CUT NAILS.—An advance of sixty cents per hundred pounds has been made in cut nails and the new quotation is $5.60 base f.o.b. London.

## *Wire Nails Are Up 25 Cents Per 100 lbs.*

**London, Ont.**

WIRE NAILS.—New and higher quotations are in effect on wire nails, the new base price being $5.20, London. This is an advance of 25 cents per hundred pounds.

## *Higher Quotations on Safety Hasps*

**London, Ont.**

SAFETY HASPS. — An advance is shown in the prices of safety hasps, the new quotations being No. 815 x 3 ins., $1.50 per dozen; 4½ ins., $1.70 per dozen; 6 ins., $2.50 per dozen.

## *Sash Hangers and Fasteners Higher*

**London, Ont.**

SASH HANGERS, FASTENERS. — New and higher prices have been named on sash hangers, the quotations now being No. 1717, $1.65 per dozen. Sash fasteners are also higher, the quotations being No. 1719, $2.20 per dozen.

## *Wrought Staples, Hooks and Hasps Are Higher*

**London, Ont.**

WROUGHT HOOKS, HASPS, STAPLES.—Higher prices have gone into effect on all these lines. Quotations are as follows:

WROUGHT STAPLES—No. 155 x 1¼ in., 60c per gross; 1½ in., 63c; 2 in., 85c; 2¼ in., $1; 2½ in., $1.20; 3 in., $1.60; 3½ in., $1.85; 4 in., $2.65.

Wrought Hooks and Staples.—¼ in x 4 in., $6.25 per gross; 5 in., $6.65; 5-16 in. x 5 in., $8.20; 6 in., $10.20.

Hasps, Hooks and Staples. No. 30 x 6 in., 70c per dozen; 7 in., 80c; 8 in., 90c; No. 35 x 8 in., $1.65; 9 in., $1.85.

## *Shelf Brackets and Hinge Hasps Advance*

**London, Ont.**

JAPANNED SHELF BRACKETS, HINGE HASPS.—New quotations which show an advance have gone into effect on these lines. Prices now are:

Japanned Shelf Brockets.—No. 140 x 3 in. x 4 in., $1.10 per dozen pair; 4 in x 5 in., $1.45; 5 in. x 7 in., $2.25; 6 in. x 8 in., $2.70; 7 in. x 9 in., $3.25; 8 in. x 10 in., $3.80; 10 in. x 12 in., $5.40; 12 in. x 14 in., $8; 16 in. x 18 in., $18.

Hinge Hasps.—3 in., $2.20 per dozen pair; 4½ in., $2.4; 6 in., $2.70.

## *Higher Quotations Named on Shoe Tacks*

**London, Ont.**

SHOE TACKS.—Shoe tacks in dozens have been revised upwards, the new quotations being:

Shoe Tacks.—½ oz. to 1½ oz., 41c per dozen packages; 2 oz., 49c; 2½ oz., 55c; 3 oz., 63c; 3½ oz., 71c; 4 oz., 79c; 5 oz., 94; 6 oz., $1.08.

## *Channel Nails Are Revised Upwards*

**London, Ont.**

CHANNEL NAILS.—New and higher figures have been named on Channel nails, the quotations being: 3-8, $22.25 per 100 lbs.; 3½-8, $20.25; 4-8, $19.75; 4½-8, $19.25; 5-8, $18.75.

## *White Lead in Oil is Holding Unchanged*

**London, Ont.**

WHITE LEAD IN OIL.—Prices are holding steady, with a fair demand reported. Quotations are as follows: Pure, per ton, $17.45 per 100 lbs.; less tons, $17.80. Elephant, tons, $17.95 per 100 lbs.; less tons, $18.30.

## *Firm Prices Rule For Glass and Putty*

**London, Ont.**

GLASS, PUTTY. — Firm prices for both glass and putty prevail and a fairly active demand is noted. Quotations are as follows:

Glass.—Single diamond 25% off list; double diamond, 25%; cut lights, 10%.

Putty.—Standard, 100-lb. drums, $6.80 per cwt.; 25-lb. drums, $7.05; Pure, 100-lb. drums, $9.30; 25-lb. drums, $9.55.

## *Turpentine is Down Ten Cents Per Gallon*

**London, Ont.**

TURPENTINE.—New and lower quotations, which show a reduction of ten cents per Imperial gallon, are named on turpentine. Prices are as follows:

| TURPENTINE— | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 60 |
| 2 to 4 barrels | 2 59 |
| 5 gal. lots | 2 75 |

## *Linseed Oil Prices Show No Changes*

**London, Ont.**

LINSEED OIL.—Prices are holding steady and the demand is fair. Quotations are as follows:

| LINSEED OIL— | Raw | Boiled |
|---|---|---|
| 1 to 2 barrels, gal. | 2 67 | 2 70 |
| 3 to 5 barrels, gal. | 2 66 | 2 69 |
| 6 to 9 barrels, gal. | 2 61 | 2 67 |

## *Silver Flatware Scarce; Big Demand Continues*

**London, Ont.**

SILVER FLATWARE. — A decided shortage is noted on silverware and a very heavy demand continues. Many are of the opinion that they could have almost doubled their sales had they been fortunate enough to procure the stock.

## *Skates and Hand Sleighs Showing Good Demand*

**London, Ont.**

SKATES AND HAND SLEIGHS.—An extra heavy demand has been noted for skates and hand sleighs this season. It is hard to say whether it's the ideal skating weather or because the manufacturers are short of raw material and cannot keep up with the demand.

Hand sleighs are selling well, especially through the country where there has been heavier snow falls, and many merchants report the best sales in years.

## *Cotton Wrapping Twine Shows New Higher Prices*

**London, Ont.**

COTTON WRAPPING TWINE.—New and higher prices are noted on wrapping twine. The raw cotton market has been a very firm one and markets generally have been noted to advance. This has reflected in the higher prices of the products. The new prices are: Three-ply, 80 cents per pound; 4-ply, 84 cents per pound.

## *Pipe Fittings Higher; New Prices Herewith*

**London, Ont.**

PIPE FITTINGS are quoted at higher prices which are as follows: Black, Class C, 18c per lb.; Black, Class B, 26c per lb.; Galvanized, C, 26c per lb.; Galvanized, B, 36c per lb. Bushings, 17½% off list; Unions, 35%; Plugs, 12½%; Iron Stop Cocks, 10%.

## *Hungarian Hob Nails Advance 10%*

**London, Ont.**

SHOE FINDINGS.—Shoe tacks, Hungarian nails, and hob nails have advanced 10 per cent. This is not unexpected, as there are great scarcities reported in iron and steel, and nearly all manufacturers have suffered from the previous labor unrest.

The new prices are: 3/8 and shorter, $18.75 per 100 pounds; 3½-8 and longer, $18.25 per 100 pounds.

# WINNIPEG MARKETS

WINNIPEG, Dec. 24—For the past week the markets have shown marked activity in various lines, those affected chiefly being iron and steel products. In all cases, without exception, changes show decided and substantial advance on previous prices and existing conditions point to further advances on many of these lines at no distant date. Little surprise is felt at this general change as labor conditions in connection with the iron and steel trades have for a considerable time been of an unsettled and detrimental character to the interests of adequate production. Little change or relief from this order of things is anticipated, in fact greater difficulty in securing early shipment of goods from the manufacturer is expected as further production has been seriously retarded owing to the great coal strike that has deprived the steel and iron industries of the chief commodity necessary to their business.

It can therefore be clearly seen that no change is to be looked for and the securing of many lines to any appreciable extent will be for some time much more difficult than has heretofore been experienced. The conditions also indicate clearly, further possible substantial advances for the future. The chief lines affected by the week's changes are as follows: Metallic siding, metallic shingles, corrugated iron, galvanized conductor pipes, eavestrough, rifles, revolvers, lead pipe, cotton twine and sash cord.

## *Cotton Sash and Awning Cord Have Advanced*

**Winnipeg.**

SASH AND AWNING CORD shows further substantial advance. Little activity has been noticed in this line for some time, although all changes in the past have shown advance; a general change occurs this week. The prices given are greatly in advance of previous listings. The week's prices are: Sash Cord, white cotton, in hanks, size 3/16 inch, 86c per lb.; 7/32 inch, 85c per lb.; 1/4 inch, 84c per lb.; 4/32 inch, 84c per lb.

White cotton, in coils, size ¼ inch, 84c per lb.; 5/16 inch, 84c per lb.; 3/8 inch, 84c per lb.

Awning cord, white cotton, in hanks, size 1/8 inch, $4 per dozen; 5/32 inch, $15 per dozen.

Drab Cotton, in hanks, size 1/8 inch, $4.50 per dozen; 5/32 inch, $16 per dozen.

## *Cotton Twine Higher; New Prices Being Quoted*

**Winnipeg.**

COTTON TIWNES take an upward trend. As was expected, after last week's changes in ropes, tributary lines of this product have also advanced on a substantial scale on previous prices.

The latest quotations are: Cotton Twine, in cones, 3-ply, 86c per lb.; 4-ply, 90c per lb.; in balls, 3-ply, 90c per lb.; 4-ply, 95c per lb.

## *Lead Pipe and Waste Have Advanced Again*

**Winnipeg.**

LEAD PIPE AND LEAD WASTE PIPE again advance. Further advance has again occurred on these lines of a substantial nature. In the past, this line of goods has been steadily advancing, and further advances are anticipated at no distant date. The new prices are: Lead pipe, 13c per lb.; lead waste pipe, 14c per lb.

## *Colts' Revolvers and Pistols Much Higher*

**Winnipeg.**

COLTS' REVOLVERS AND PISTOLS are reported considerably higher than preceding prices. The market on this line has been quiet with little change for some time; this week's changes, however, show a decided and substantial advance on preceding prices. No further change is anticipated at present, although indications point to further advances for the future.

The new prices ruling are: Colts' revolvers, models 1382B, 1932B, 1838B and 1938B,, each, $37.50. New Service, models 2438B, 2544B and 28455B, each, $42.75. Automatic Pistols, models 2825B, $24.75; 2832B, $30.00; 2838B, $30.00. 2845B, $46.50. Automatic Target Pistols, 22-cal., $45.00.

## *Savage Rifles Higher; Show Marked Advance*

**Winnipeg.**

SAVAGE RIFLES show advance of marked degree. No change of much importance has occurred in this line for some little time. This week, however, shows a somewhat heavy advance on certain models, with little expectation of any change from this order. The new prices are: Savage Rifles, model 1914, $32.40 each; 22 h.p., $63.00 each; 250-3000, $68.40 each. Model 1899, regular solid frame, $55.80 each; regular takedown, $61.20 each; Featherweight takedown, $63.00 each

## *Galvanized Eavetrough, Conductor Pipe; Higher*

**Winnipeg.**

GALVANIZED CONDUCTOR PIPES AND EAVETROUGHS show marked advance on preceding prices. After a fairly long period of inactivity, these lines again show further advance of a substantial nature. It is not expected, however, that the new prices will rule

for any long period as further advances are expected.

The prices ruling are: Conductor Pipes, galvanized, 2 inch, $7.56 100 feet; 3 inch, $9.14 100 feet; 4 inch, $12.06 100 feet; 5 inch, $16.38 100 feet. Eavetroughs, O. G. Square Bead, galvanized, 8 inch, $6.48 100 feet; 10 inch, $7.20 100 feet; 12 inch, $8.46 100 feet; 15 inch, $11.61 100 feet. Half Round Gutter, 8 inch, $6.75 100 feet; 10 inch, $7.56 100 feet; 12 inch, $8.82 100 feet; 15 inch, $12.15 100 feet.

## *Corrugated Iron Higher; New Prices Are Quoted*

**Winnipeg.**

CORRUGATED IRON has shown a further substantial and marked advance. In the past, although the changes were not necessarily of an erratic nature, they have, nevertheless, continued to show strong tendencies for higher prices. This week again shows further advance of somewhat marked degree.

The latest quotations are: Corrugated Iron, galvanized, per 100 sq. feet, 28 gauge, $8.10; 26 gauge, $8.73; painted, 28 gauge, $6.30; 26 gauge, $7.43.

## *Metallic Siding and Shingles Have Advanced*

**Winnipeg.**

METALLIC SIDING AND SHINGLES again take a substantial upward turn. For some time these lines have shown little change, the market being quiet, yet firm. This week, however, shows decided advance on previous prices and present unsettled conditions do not hold much hope of any change for the better.

The prices now ruling are as follows: Metallic Siding, medium, galvanized, $8.33 100 square feet; medium, painted, $6.53 per 100 square feet. Metallic Shingles, medium, galvanized, $9.90 100 square feet; medium, painted, $7.88 100 square feet.

# PITTSBURGH MARKETS

PITTSBURGH, Dec. 25.—The view the average steel producer expresses as to the future of production seems altogether too gloomy. The common talk of the steel producers is of their having small tonnage outputs and of their having constantly to turn away customers because they cannot produce the tonnages the customers desire to place. The last thing any of the producers would even dream of, apparently, is of mills running at capacity, as they always did before the United States entered the war when they had orders enough, and by the way it was not so very often that they did have orders enough. There were spells of the mills being filled up, but frequently they did not last long. For instance, the statement, startling at first glance, is absolutely true that between 1906 and 1916 there was not a solitary calendar year in which during part of the year at least the mills did not run slack for lack of orders. The disinterested observer, in other words the market reporter, confesses to a slight feeling of irritation, not because the mills talk as if operating at capacity were out of the question, but because they seem, if not to enjoy the situation, at least to be contented with it. One would assume that their philosophy is that the less producers can produce the more money they can make. At the same time there is universal complaint and criticism that the average workman is no longer willing to do a full day's work. What is the difference, really, in the mental attitude?

The steel mills and departments that were closed from lack of coal—no large proportion of the total at any time—have made a rapid resumption since the coal strike was ended. The Indianapolis settlement was Wednesday, December 10, and on the following Monday there were many resumptions. There was, moreover, a large number of openings of mills in the Wheeling district, mills that had been closed since the beginning of the iron and steel strike September 22. In this category, for instance, are the two pipe mills in Wheeling, of the Wheeling Steel & Iron Company and the Steel Corporation, also the La Belle and Laughlin tinplate works of the Steel Corporation. The resumptions were not in full, of course, but full operation ought not to be long delayed. By this date all the capacity that was thrown idle by coal shortage is in operation again. The resumption came quickly because many of the mills did not have to wait on freshly mined coal, after the settlement of the labor difficulty, there being large quantities of coal on track held by the railroads under instructions of the Fuel Administration and when it was seen that coal mining at the union mines was to be resumed at once the coal available was released. Much of this coal was at destination, as originally consigned, and merely had to be released. Some estimates are that of all the coal held by the railroads on November 1, consigned to consumers, about one-third remained on December 10, the date of the settlement.

### Steel Scarce

The scarcity of steel grows from week to week, despite the fact that production has been increasing since October 1, or since just after the beginning of the strike. This is due, of course, to the exhaustion of stocks, and perhaps it is due in part also to fears of consumers that they will be short of steel in the early months of next year. There are no early deliveries, and practically no first quarter deliveries, except at premiums above the March 21 prices, the prices the Steel Corporation is rigidly adhering to, with a little company on the part of some of the large independents. Sellers at March 21 prices are dealing only with regular customers, not taking any orders from outsiders, and even at that they can only rarely promise any deliveries to begin as early as March.

The scarcest products are special grades of sheets, practically all pickled sheets, hot and cold rolled strips steel, wire nails, various descriptions of special wire including spring wire, and line pipe. There are no descriptions that are really plentiful. The situation as to scarcity is brought out by the fact that even in plates, expected to be a drug on the market on account of the great increase in capacity during the war, premiums are now the rule. A month or six weeks ago plates on attractive orders could be had at 2.50c, Pittsburgh, the March 21 price being 2.65c, but in the past ten days plates in larger than thousand ton lots have sold at 2.75c, and small lots might easily command still more. While very little car buying has been reported, the car shops are buying in a fair way, partly for repair work and partly against export orders for cars. In the circumstances, if plates are scarce no finished steel product can be plentiful.

Steel business in general has tapered off somewhat in the past few days and the usual holiday dullness will doubtless obtain until the fore part of January. Whether the excited market conditions of the past few weeks will promptly reassert themselves, however, is a question. There are some elements in the general business situation that are not favorable, but seem to have received attention by only a few in the trade. The impression that the market is altogether one-sided and will easily take care of itself, has been, perhaps, too universal.

### Pig Iron Advances

If the pig iron advance is over, it has stopped only now, for there have been advances to date. On fair-sized sales for extended delivery Bessemer has brought $36, valley, an advance of $1 over last quotations, while basic similarly has brought $35, valley, an advance of $2 over last quotations. Foundry iron remains at $38, valley, for prompt and first quarter, but there is a new development in that for second quarter alone foundry iron has brought $38, having previously sold, if at all for that delivery alone, at somewhat less. The pig iron advance now averages fully $11 a ton from the beginning of June, this $11 amounting to slightly over 40 per cent. on the basis of f.o.b. furnace prices,, and slightly under 40 per cent. on the basis of delivered prices.

Coke is still very scarce. By-product coke production began increasing immediately after the coal mining settlement, but is only now at approximately normal. Week before last beehive oven production was subject to restrictions and the Connellsville and Lower Connellsville region produced 27 per cent. less than in the preceding week. Last week the ovens were entirely free of Fuel Administration restriction, but after Monday car supplies were restricted by reason of the heavy movement of coal and there was little if any increase in production.




# Painting Never so Essential as Now

## It is Far Cheaper for Property Owners to Preserve the Buildings They Have Than to Make Repairs—Lumber Prices Highest in History of the Dominion—1920 Offers Unusual Opportunities

TWO features stand out with unusual prominence for the merchant who is selling paints and varnishes in connection with the 1920 trade. One is the acute demand all over the country for more housing accommodation. The other is the high cost of materials, especially lumber. Around both of these unusual opportunities for selling more paints centre.

The men who are going to build new homes and there are thousands of them, should be carefully checked, as every one of them will be a prospect for materials of one kind or another.

In the other class are the thousands of people who have not only residences, but factories, farm buildings or other structures. It will amaze the average merchant if he goes into the situation carefully to find out just how many of these places are out of repair, especially from a paint standpoint.

### Have Put It Off

The owners either because help was scarce, or they were busy, or because they thought prices of paints too high, or for some other reason have put off work that should have been done. Apparently they have not always realized the truth of a proverb that is current among the people of Holland, the most thrifty people in the world, that "Painting Costs Nothing."

Now with lumber at the price it is, these people are beginning to have it forced upon them that painting means saving money. If they can prevent the buildings they already have from deteriorating they are not going to have to make repairs and, therefore, they are going to save real money and applying paint is one of the most economical methods ever discovered for preserving wood and other materials.

### Education Needed

While these facts are being forced home every day to property owners, the hardware merchant can do good work along educational lines in this connection by snappy advertising.

If you find a customer showing any inclination towards painting, yet who seems inclined to delay the matter for superficial and trivial reasons, ask him to examine his buildings closely.

Many property owners look over their property and say: "Oh, I guess it looks good enough, I'll let it go for a while." When he takes this attitude, you lose money in paint sales and he loses money in depreciation.

### Make Close Examination

A careless examination will fail to show the little beginnings of rot and decay. He cannot see the many little places where moisture creeps in and loss starts.

Advertise to your customers the necessity of examining their buildings closely. The closer they can get their noses to the surface, the more they will see the need for care, for repairs, and for paint.

Tell them to rub their hands over the surface to feel the condition of the wood. Get them to examine the property in this way at least once a year, better still twice a year or still better, every four months.

The general condition of his property may look good to a man who sits inside and talks about the price of coal or the high cost of living. But to reveal the high cost of doing without paint let him get right up against it with his fingers and his eyes.

When paint is applied for appearance a man can stand off and be pretty well satisfied with his home, but when it is used for protection then he must get as close as possible in his examination to find the tiny weak spots where the insidious, constantly working, destroying forces of nature get in their fine work.

### How Soon May—Not How Soon Must

Close examination of property will soon get a man into the habit, of asking himself, "How soon **may** I paint?" instead of the stand off question of "How soon **must** I paint?"

Keeping constant scrutiny on his buildings will get a man painting his property a long time before the fellow that paints because he feels he must, purely from the decorative standpoint.

### Get After These

Get after the chap who has not acquired the painting habit. Also the fellow who doesn't paint for preservation and protection. And the fellow, too, who only paints for shame's sake to keep up appearances in the community.

Encourage these people to examine their buildings and tell them why they should examine them.

By anticipating the ravages of moisture in property and preventing its inroads with a timely coat of paint, a man will be money in pocket. No better example of saving at the bung and losing at the spigot can be furnished than the man who argues that he saves money by not painting.

Continued on page 70




"Save the surface and you save all" *Paint & Varnish*

# MOORE'S
GUARANTEED
# PAINTS

"Absolutely Satisfactory or Money Refunded"










## *The Moore Policy:*

To put our goods in the hands of our Dealers at the lowest possible prices, to enable them to make Bigger Profits.

***Prices and Descriptive Matter gladly furnished on request.***










## Benjamin Moore & Co., Limited

Toronto Winnipeg

### PAINTING NEVER SO ESSENTIAL AS NOW

(Continued from page 68)

A great many property owners realize this and paint regularly. The paint dealer can forget these people. They come to him anyway. It's the fellow who doesn't realize it that the merchant is concerned about, and with whom the chances for increased sales lies. He is the fellow that is responsible for the tremendous losses that are taking place on property every year as well as the fact that the paint business of every paint dealer in the country is by no means what it ought to be.

**Follow These Up**

It should be one of the settled policies of the hardware merchant who deals in paint to see that all these building prospects are followed closely with a view to securing the paint trade. Any building operations that he can in any way be instrumental in getting under way open up prospective paint buyers which he should follow up. When the building permits are issued or permits to renovate are granted it is good policy to canvass those prospects with advertising material or with a personal call.

When there are any sign of building activity that should be a clue to paint trade. It often does not pay to wait until the paint trade comes of its own accord. The other fellow may slip around and get it in the meantime. The year 1920 should be a painting year, primarily because it is necessary to preserve existing buildings and secondly because new dwellings are urgently required in many sections.

## DuPonts Cited By Trade Commission

WASHINGTON. — Upon application for the issuance of complaint, the Federal Trade Commission cited E. I. DuPont De Nemours & Company, Wilmington, Delaware, a corporation engaged in the business of producing and selling various explosives, including blasting powder, in a formal complaint alleging the use of unfair methods of competition and the use of "tying contracts."

The complaint alleges that the respondents have forty days in which to file answer after which the case will be tried on its merits before final settlement.

The complaint alleges that the respondents in the course of their business contracted with various producers of bituminous coal in the Springfield, Ill., district for the sale of blasting powder for a period of five years at a price fixed upon on condition that the coal producers would not use powder manufactured by any competitor of the respondent company but would purchase their entire requirements for the period of five years from the respondent; that the effect of this agreement has been to exclude competitors of the respondent from participation in the sale of powders to said coal producers and has substantially lessened competition in this district to the extent that the respondent has acquired a virtual monopoly in the sale of blasting powder.

# The Brush Department

## Opportunities for Hardware Merchants in Selling Bath Brushes, Shaving Brushes and Mirrors

### These Goods Go Well Together and Will Make a Fine Display Both in Store and Window—How Some Merchants Go After Business

BATH brushes, shaving brushes, hair brushes, nail scrubs, mirrors. These are all goods which offer splendid opportunities for the hardware merchant and many hardware merchants are pushing sales with most satisfactory results.

Concentrating on women's trade is now a feature of the policy of many stores and the lines mentioned have a strong sales "pull" from the feminine viewpoint. They also make a most attractive showing in the store and in window displays.

The druggists have realized the possibilities i these goods and feature them constantly, and there is no reason why the hardware merchants should not cash in on the prfits to be made.

**Chance For Salesmanship**

There are splendid chances for salesmanship in presenting these articles. A good plan is to show the higher-priced goods.

"We always show the higher-priced lines first," said one hardware dealer. "If people want something cheaper, we have it, but we find that once they see the higher-priced goods, they seldom buy the other. We find that women are especially interested in a fine showing of brushes. It brings them to the store and they talk about our display. The men are equally interested. We make a point of keeping goods together that are required. For instance, in displaying razors, strops, etc., we always include shaving brushes and soaps. Our plan is to sell the man everything he needs for shaving, and we find that it works well."

**Obtained Results**

One hardware merchant who put in $100 worth of hair brushes, mirrors, bath brushes and similar lines during the holiday season did so well that from now on he will keep a silent salesman of them in a prominent place in his store. He says he found it easy to interest Christmas shoppers in them. In addition to his store display, he sent out circulars, telling people about the goods he had in stock. This brought many of them in and quite a few articles were selected and held for Christmas presents. This dealer is enlarging his stock and laying plans for developing this department as an all-year-round one.

### GLASS WASHBOARDS ARE VERY SCARCE

HARDWARE AND METAL is informed that there is, at present a great difficulty in obtaining glass washboards. This is due, it is pointed out, to the difficulty of getting glass. Jobbers are unable, in some instances, to obtain required stock to fill immediate orders, and it would seem that the promise of early improvement in the situation is remote. Manufacturers are not making any promises of delivery, and in one instance coming to the attention of HARDWARE AND METAL, a manufacturer is said to have paid, in advance, for several carloads of material, and without definite assurance of when delivery to his plant would be made. There seems to be a great shortage of glass all around, as the same condition materially applies to window glass.

### A NEW FLAT WALL PAINT

The Beaverboard Companies, Buffalo, N.Y., are putting on the market a flat wall tone to be known as Beavertone. This will be marketed through dealers handling beaver board.

Stauffer Dobbie, Limited, capital $1,000,000, has been formed at Galt, Ont., to take over as a going concern, the Galt Robe Company, and manufacture hammocks, robes, etc.








# How to Make Paint Brush Sales

Suggest to your customers that now, while they have their fires going, is an ideal time for interior painting.

Those dirty window frames, wainscotings, floors, mouldings, etc., can be freshened by a coat of paint and made to greatly brighten the appearance of their rooms.

If they paint now—there are no flies to stick, nor dust to collect on the fresh paint surfaces and the consistent heat from furnace or stove dries the paint quickly.

Recommend painting now! And recommend

## BOECKH'S
## RUBBER SET
## PAINT BRUSHES

Boeckh's are the ideal brushes for all paint and varnish jobs. Their reputation is so well known to you and all other Canadians that we do not have to say more.

With the very best selected bristles, which cannot possibly come out—Boeckh's are the most satisfactory paint brushes on the market to-day.

If you should be one of the few dealers who are not handling Boeckh's brushes, don't wait any longer. Write for particulars. We co-operate with all our dealers in the most practical ways.

**THE BOECKH COMPANY LTD.**

TORONTO, CANADA

ESTABLISHED 1856

BOECKH TRADE MARK EST 1856 TORONTO

# Shortage of Plate Glass is the Most Acute in the History of the Trade

## "I Can See No Relief in Sight For a Year at Least," Says A. G. Hays, in Discussing the Situation—Prices Now and Four Years Ago

ANOTHER advance in insurance rates in plate glass, which has just been put into effect affords a striking illustration of the manner in which commodity prices have advanced.

"In 1915, we could buy our supplies of plate glass at approximately fifteen cents per square foot," said A. G. Hayes, sales manager of the Consolidated Plate Glass Co. of Canada, Limited, Toronto, in discussing the situation with HARDWARE AND METAL. "To-day we cannot get the glass, but a nominal price on the same goods would be seventy cents per square foot."

### An Acute Shortage

"There is an acute shortage," continued Mr. Hays, "perhaps the most acute the trade has ever experienced. I can see no relief in sight for at least a year. Demands have enormously increased and production has diminished."

Early in the war plate glass prices began to rise as a result of a number of causes. One of these was the shutting off of the supply from Belgium and northern France. Others were local, such as the general rise in wages, difficulty in securing transportation and the like. It was when the United States entered the war, however, that various factors became more active in causing prices to advance.

### Where It Started

The workmen in the quarries from which glass sand is obtained were low-paid, and they began to quit and go into munitions factories or other war work. To hold their help the producers of sand had to advance wages so that a car of glass sand now costs the glass factories nearly or quite five times as much as it did at the beginning of the war. Other materials going into the manufacture of plate glass also rose in price. When the railroads became congested in the carrying of food, fuel and war supplies it became increasingly difficult to ship plate glass, and in some parts of the country where large supplies had not been accumulated a scarcity, especially in large plates, arose and prices naturally went up.

### Reduced Output

In 1918, when all energy was being devoted to war work, the plate glass manufacturers reduced their output about one-half. This resulted in a reduction of their organizations of trained workmen, and when, of late, they sought to increase production they could not build up trained organizations at once. One result has been the turning out of much imperfect glass by men who were wanting in skill. This had to be cut into small plates to get rid of the imperfections, and a big plate of glass, like a big diamond, loses much of its value if it has to be cut into small pieces. This has entailed a heavy loss on factories and has caused prices to advance.

### Unusual Demand

With the supply on hand below the normal and with the manufacturers unable to turn out glass up to pre-war capacity, there has suddenly come an unusual demand for plate glass. The feverish activity in the manufacture of pleasure automobiles has created a great demand for glass for windshields and for sides of closed cars. Prices of glass are said to be higher in Detroit now than in any other large city. In some parts of the country there has been great building activity. A large amount of new glass has been used to replace plates which were only slightly cracked and had been allowed to stand in that condition for some time. Dealers have taken full advantage of the conditions and advanced prices also. The wages of glaziers have been greatly increased. Country dealers, with limited facilities for setting large plates, have increased their charges greatly on the ground that they would suffer severe losses if they broke glass in setting. All these things are factors in producing the present conditions.

# German Competition Still a Big Factor

LONDON, ENGLAND.—That the Allies did well in appointing a commission to keep a close watch on all German exports is shown by what is happening in Switzerland. Germany's ability to compete with production in other countries is in a dispatch indicated from Consul Stewart at Berne, Switzerland.

He says that the general level of prices on goods offered for sale in Switzerland by German manufacturers is less than 50 per cent. below Swiss prices. The variance is so great that business men are discussing the policy of closing the frontiers of Switzerland against German goods that are sent in to be sold at such extreme competitive prices.

The low value of the mark is not considered a complete reason for the difference in prices between German and Swiss products. It is said Germany delivers paper to Switzerland at 20 francs a pound; local paper costs from 59 to 70 francs a pound; it ships chairs at 13 francs each, whereas Swiss chairs cost 40 francs; it sells a set of bedroom furniture for 450 francs, whereas a Swiss set costs 1,600 francs. Should Germany double or treble its prices it would still be able to sell merchandise at prices the Swiss manufacturers cannot meet. It is feared the average industry will suffer particularly. Representatives of the furniture industry, which employs 30,000 workmen, speak of the danger which faces that industry. Representatives of the paper, bicycle, automobile, baby carriages, brewing and other industries make the same compliant.

# "Bob" Cotton Leaves Brandram-Henderson, Ltd.

R. B. H. Cotton, for the past nine years on the Toronto staff of Brandram-Henderson, Limited, has severed his connection with the firm and from now on will be associated with A. Ramsay &



*"BOB" COTTON*

*Who has left Brandram-Henderson, Ltd., to take a position with A. Ramsay & Son Company, with headquarters in Toronto.*

Son Co., Ltd., with headquarters at the Toronto branch.

Mr. Cotton will call on the wholesale trade in Toronto, and on the retail trade in Central and Eastern Ontario. Previous to joining the staff of Brandram-Henderson, Ltd., he was with a construction company in Montreal. On the eve of his departure from Brandram-Henderson, Ltd., he was tendered a banquet at the Carlsrite Hotel. During the evening Mr. Cotton was made the recipient of a very handsome easy chair. The presentation was made on behalf of Mr. Cotton's associates by S. W. Smith, manager of the Toronto branch, who also read an address. Mr. Cotton made a suitable reply.

# The Luxeberry Painter says:




"Everywhere I go I get a double smile of greeting——one for myself and one for the Berry Brothers' label on the finishes I use. Seems as though everybody looked on that label as an old friend."

Generations of home-builders and home-lovers have learned that the most artistic and harmonious interiors are produced with Berry Brothers' Varnishes, Enamels and Stains. This is why the "Berry" label is the only selling argument the dealer needs in marketing Berry Brothers' Finishes.

## Partial List of Distributors of Berry Brothers' Products:

| | |
|---|---|
| Hunter-Henderson Paint Co., Ltd. | Vancouver, B.C. |
| Wood, Vallance Hardware Co., Ltd. | Nelson, B.C. |
| Frank A. Gillis Co. | Halifax, N.S. |
| Marks, Clavett, Dobie Co., Ltd. | Port Arthur, Ont. |
| Whites, Ltd. | Collingwood, Ont. |
| Sanderson Pearcy & Co., Ltd. | Toronto, Ont. |
| A. M. Bell & Co., Ltd. | Halifax, N.S. |
| Lariviere, Inc. | Montreal, Que. |
| L H. Gaudry & Co. | Quebec, P.Q. |
| Wood, Vallance, Ltd. | Winnipeg, Man. |
| Wood, Vallance & Adams, Ltd. | Calgary, Alta. |
| Revillon Wholesale, Ltd. | Edmonton, Alta. |
| Townsend Paint Mfg. Co. | Montreal, Que. |

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
**Walkerville, Ont.**

# WEEKLY PAINT MARKETS

## MONTREAL

MONTREAL, Dec. 24.—A slight advance of price has been made for linseed oil, and there has been no improvement in the supply. Whether seed will arrive from the Argentine soon is impossible to say. Some English oil has been received, and this has been readily picked up by the manufacturers, who now need larger stocks of oil for winter paint making. Turpentine is still very firm, and there is difficulty in getting requisite amounts for manufacturing. Putty and white lead in oil are firm, and there has been heavy spot selling of the former and extensive bookings for the latter.

Glass advanced this week, the discount on box glass being decreased to 15 per cent. Plate glass is now net list. Varnishes are firming under the heavy costs for gums and china wood oil. Prepared paints are also very firm. There is some talk of an advance in the near future for flat wall paints. Shellacs are firm.

### *Some English Oil To Hand; Slight Advances*

**Montreal.**

LINSEED OIL.—Were it not for the fact that English oil—to some extent—is now available, prices would rule higher for oil crushed here, it is stated. As it is $2.50 per gallon is the low basis for raw, in single barrels, and manufacturers' needs are particularly heavy owing to an influx of orders from the trade for mixed paint, to be shipped at future dates. Argentine seed is said to be moving this way, but when it will arrive no one can say. The undertone is therefore quite as firm as it has been right along, and no reduction of price is probable in the Montreal market.

| | Imp. Gal. | |
|---|---|---|
| Raw— | | |
| Single barrels | 2 50 | 2 55 |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |
| Boiled— | | |
| Single barrels | 2 52½ | 2 57½ |
| 5 to 9 barrels | .... | .... |
| 10 to 25 barrels | .... | .... |

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting.

### *Turpentine in South Declined Moderately*

**Montreal.**

TURPENTINE.—In the Southern producing centres a decline of about three cents was made during the week, but there has been no improvement in supply and local stocks are small. Prices remain steady at the quotations given last week. The same difficulty which has been experienced in obtaining stocks for many weeks still is manifest. Trade needs are light, but manufacturing requirements are seasonably heavy. Rosin supplies are not easily obtained, and the markets are quite firm. Some of the selling grades are particularly hard to obtain.

| | Imp. Gal. | |
|---|---|---|
| Turpentine— | | |
| Single barrels | 2 35 | 2 40 |
| Small lots | .... | 2 65 |

(Packages extra.)

### *Putty Basis Steady; Very Heavy Demands*

**Montreal.**

PUTTY.—Heavier sales of putty than ever before in the history of the trade are reported from trade circles. This has greatly taxed the supplies of raw material, both whiting and oil being scarce. However, shortage has not been severe, and the trade are getting ample stocks. The basis is steadily firm without change.

| | 5 ton | 1 ton | Quanty. |
|---|---|---|---|
| Bulk, in barrels | $5 00 | $5 25 | $5 60 |
| Do., ½ barrels | 5 15 | 5 40 | 6 30 |
| Do., 100 lbs. | 5 85 | 6 10 | 6 45 |
| Do., 25 lbs. | 6 10 | 6 35 | 6 70 |
| Do., 12½ lbs. | 6 35 | 6 60 | 6 95 |
| 8 and 5 lb. tins | 8 10 | 8 35 | 8 70 |
| 1 and 3 lb. tins | 8 60 | 8 85 | 10 20 |
| Do., in 100 lb. cases | 7 15 | 7 40 | 7 75 |

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

### *Strength is Noted On White Lead in Oil*

**Montreal.**

WHITE LEAD IN OIL.—While there has been no advance in the price of white lead in oil, the steady advances in the price of pig lead suggest that there will be no lowering of the basis. Bookings have continued heavy, but present business is reduced to a smaller compass. The hundredweight price for standard grades is as follows: Five-ton lots, $16.50; ton lots, $17, and smaller lots than tons, $17.35.

### *Glass Prices Advance; Stock is Very Scarce*

**Montreal.**

GLASS.—Advances are in effect for glass, both sheet and plate. The market, as pointed out in last week's HARDWARE AND METAL, has been ruling very strong for a long time, and the increases, while not actually foreseen owing to the probability of Belgian glass arriving in increased quantities, have been made, in part, because these arrivals have not brought enough glass to relieve the stringency. As a matter of fact some have no 21-ounce glass in big sizes, in some cases not above 22 inches in width. The discount has been changed from 20 per cent. to 15 per cent. on sheet and plate to net list. Higher prices may soon be effective again if the stringency be not relieved, and all producers are finding labor and raw material costs higher than ever before.

### *Paints and Varnishes Promise to Rule High*

**Montreal.**

PAINTS, VARNISHES. — Heavier business on booked orders for prepared paints is reported as for the past two or three months than for any comparative period in the history of the trade. In fact this has taxed the various plants in some instances to the very limit. Some are even seeking increased warehouse space to accommodate the made-up stock until shipping dates arrive. The market is very strong, labor and raw material costs being high on all products. Varnishes are, if anything, firmer than ever before. The cost of gums is still ruling high, and these are not easily secured. China wood oil is very firm. Some even look for an advance on these goods in the very near future.

## TORONTO

TORONTO, Dec. 24. — Paint and paint commodities are all rather quiet this week owing to the Christmas holidays, etc. Many firms are taking advantage of this to take stock and do their general yearly housecleaning. The prices on nearly all paint commodities are holding at a firm price and no lower prices are at present looked for.

Linseed oil prices are being firmly maintained. Flaxseed continues to show marked advances on the primary market, but it would be hard to state if any further advances will be made in oil, which is already quoted at a very high price.

Turpentine is holding at last week's prices although it is stated Southern markets have been showing almost daily advances of about 1 cent per gallon. It has been stated that a heavy flood has occurred near one of the main shipping points anr railroads are said to be refusing shipments.

Rosin is holding firm at present prices and receipts are said to be very heavy.

Putty is unchanged and a very large business has been noted. The present




# *A New Year Resolution!*

The successful hardware man, when he reviews his past year's business, can look back with satisfaction to the increase in his business since he nailed up the B-H sign outside his shop.

B-H products are quality products and while quality is undoubtedly the reason the B-H Agency is so profitable, it would be hard going to win out against the more aggressive advertising of competing brands. But even this possibility is eliminated for the B-H proposition is an example of "good products" and "good advertising" going hand in hand.

The B-H Proposition far outshadows all others in the Paint Business and means an almost unlimited scope for the furtherance of hardware merchandising.

**Let your New Year's Resolution be "B-H" for 1920**

***Write to-day for particulars of the B-H Agency--it will pay you.***

"Save the surface and you save all" *Paint & Varnish*

**BRANDRAM-HENDERSON** LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

price is a firm one although no immediate change is expected.

Glass has advanced 5 per cent. This is said to be directly the result of the high rate of exchange.

## *Window Glass Has Advanced 5%*

**Toronto.**

WINDOW GLASS has advanced 5 per cent. This is said to be directly due to the high rate of U.S. exchange. Glass continues to be a very scarce article, both plate and sheet. The manufacturers state there will be no immediate relief. The money market has as yet not been adjusted and it is not generally known just how the European situation will pan out. The Belgian manufacturers, it is stated, have had to raise their laborers' wages 20 to 30 per cent. There are small quantities coming to Canada from Belgium, but the volume is not large enough, it is said, to materially affect the present market.

## *Ready Prepared Paints Firm; Booking Continues*

**Toronto.**

READY PREPARED PAINT.—The remaining few days of 1919 will bring to a close one of the most prosperous years reported in the paint line for some time. The prospects for business are said to be even more favorable during the coming year. No cheaper prices are expected, and some are of the opinion that if any changes are made they will be of an upward nature. The present volume of business, it is stated, is large for the season of the year, and booked orders are coming in with confidence, it is stated.

## *Turpentine Firm; Remains Unchanged*

**Toronto.**

TURPENTINE is holding firm at last week's prices, although, it is stated, Southern markets have been showing almost daily advances of about 1 cent. per gallon. It was expected that turpentine would show weaker tendencies, and this may be the case later on. It has been reported that a heavy flood has occurred near one of the main shipping points, and this may affect the local markets owing to railroads refusing to accept shipments, which generally come through this source. The following are the present quotations:

| | Per Imp. gal. |
|---|---|
| 1 barrel lots | 2 55 |
| 2 to 4 barrel lots | 2 54 |
| 5 gal. lots | 2 70 |

## *Putty Sales Heavy; Prices Remain Unchanged*

**Toronto.**

PUTTY.—The prices on putty are being maintained at a firm price. No immediate change is at present looked for. The sales of this commodity has been excellent and a good demand is still reported for this season of the year.

| Standard Putty— | 5 ton | 1 ton | Less |
|---|---|---|---|
| Bulk, in barrels | $5 35 | $5 60 | $5 95 |
| Do., 100 lb. iron | 6 20 | 6 45 | 6 80 |
| Do., 25 lb. iron | 6 45 | 6 70 | 7 05 |
| Do., 12½ lb. irons | 6 70 | 6 95 | 7 30 |
| Bladder, in barrels | 7 10 | 7 35 | 7 70 |

## *Linseed Oil Firm; No Change in Price Noted*

**Toronto.**

LINSEED OIL.—Prices are being firmly maintained. Flaxseed, although of a fluctuating nature, continues to show marked advances on the primary market. It is hard to state if any further immediate advance will be made in linseed oil, which is already quoted at very high prices. The following are the present quotations:

| Linseed Oil— | Raw | |
|---|---|---|
| 1 to 2 barrels, gal. | 2 70 | 2 80 |
| 3 to 5 barrels, gal. | 2 69 | .... |
| 10 barrels and over | 2 67 | .... |
| | Boiled | |
| 1 to 2 barrels, gal. | 2 73 | 2 83 |
| 3 to 5 barrels, gal. | 2 72 | .... |
| 10 barrels and over | 2 70 | .... |

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

# MacLean Publishing Company Has Christmas Tree for Children

## Col. John B. Maclean, President of the Company, Gives a Christmas Treat to All Children of the Organization

ON the Saturday afternoon before Christmas, the offices of the MacLean Publishing Company on University Avenue, Toronto, were given over to the children of the organization and their parents. The idea of the Christmas entertainment originated with Col. Maclean himself, and neither time, effort, nor money were spared in seeing that everything was arranged to give the children the time of their young lives.

Something in the neighborhood of 200 children were present of all sizes, from babies in arms to grown boys and girls, and they, with their parents, made a gathering that filled the main office that had been cleared for the occasion and flowed over into the new building in the rear.

In the centre of the main floor was a great Christmas tree loaded with gifts, for every child there was a present, books and watches and flashlights and toys generally were there in profusion, with a Santa Claus of magnificent size presiding over the ceremonies, supported by a policeman and a clown. When the last gift had been received, and the last Christmas stocking grasped by eager hands, there was a regular midway to attract the youngsters.

At the front was a magician doing wonderful things with balls and handkerchiefs; further down a Punch and Judy show, the delight of the younger children. A scale for trying their weights, and a booth where ice cream cones were to be had for the asking. In the new building the young ladies of the institution served tea to the mothers and fathers of the children, and here was a mysterious lady who would read your fortune in a cup, while another part of the floor was given over to dancing.

A Highland piper gave the necessary Scottish tone to the gathering. Altogether it was a great affair and everyone had a splendid time.

# "The More Bolshevists Talk the Quicker People Will See Through Their Motives," Says Charles M. Schwab

SUCCESSFUL employment of labor will rest more upon recognition of the rights of collective bargaining and profit-sharing, according to Charles M. Schwab, chairman of the Board of Directors of the Bethlehem Steel Company.

Speaking at the annual dinner of the Pennsylvania Society, of which he is president, Mr. Schwab declared he did not think the world, and especially America, would be overturned by Bolshevism, and that "the more the Bolshevists talk and threaten destruction, the more will people see through all the sophistry preached to them and stand adamant for America continuing to be a land of law, or order and of opportunity."

"We hear a great deal about the labor problem," continued Mr. Schwab. "I am one of those who doesn't believe much in theorizing about labor and capital. I do not believe the world is going to be suddenly changed by any academic solutions of or resolutions about the labor question.

"I believe that the first and prime need of every man engaged in industry is to get and to keep his own house in order and to secure the confidence and the enthusiastic loyalty of his own men.

"It is the duty of the business man to address himself to seeing to it that the largest possible opportunity for employment and work is given to the greatest number of men, and I am myself a firm believer in the fact that the successful employment of labor does now and will in the future more and more rest upon the recognition of the right of the men to deal with their employers collectively and upon the privileges of the men through some kind of profit-sharing to obtain a direct share in the profits realized upon the articles they themselves are making.




"Save the surface and you save all" *Paint & Varnish*

***Brighten up for New Year's with***

# Ramsay's Paints and Varnishes

*Your Customers*

*Know That Ramsay's Has Been Preserving Property For 77 Years That's Why They Buy It Again and Again*

## A. Ramsay & Son Company

*Makers of Property Preserving Paints and Varnishes for 77 years.*

**Toronto** **MONTREAL** **Vancouver**

*DISTRIBUTORS—EDMONTON DISTRICT : Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT : The McDonald Baker Co., 818 8th Ave. W., Calgary. The H. L. Perry Co., Limited, Winnipeg, Manitoba and Saskatchewan District: NOVA SCOTIA : Jas. Simmonds, Limited, Halifax, N.S.*

# CURRENT MARKET QUOTATIONS

*These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.*

### AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%; broken cases subject to an extra charge of 5%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

### AMERICAN AMMUNITION

**List of Prices.**

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 6½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

### AUGER BITS

Standard List Prices per dozen.

| | | | |
|---|---|---|---|
| 3/16 | $ 6.00 | 18/16 | $12.00 |
| 4/16 | 5.00 | 19/16 | 14.00 |
| 5/16 | 5.00 | 20/16 | 14.00 |
| 6/16 | 5.00 | 21/16 | 16.00 |
| 7/16 | 5.00 | 22/16 | 16.00 |
| 8/16 | 5.00 | 23/16 | 18.00 |
| 9/16 | 6.00 | 24/16 | 18.00 |
| 10/16 | 6.00 | 25/16 | 21.00 |
| 11/16 | 7.00 | 26/16 | 21.00 |
| 12/16 | 7.00 | 27/16 | 24.00 |
| 13/16 | 8.25 | 28/16 | 24.00 |
| 14/16 | 8.25 | 29/16 | 27.00 |
| 15/16 | 9.50 | 30/16 | 27.00 |
| 16/16 | 9.50 | 31/16 | 30.00 |
| 17/16 | 12.00 | 32/16 | 30.00 |

Discounts from Standard List prices:
Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

### AXES

| | | | |
|---|---|---|---|
| Single Bits, doz | $18 00 | | $22 00 |
| Hunters' Axes | 12 50 | | 13 00 |
| Boys' Axes | 13 00 | | 14 00 |
| Double Bit | 26 50 | | 27 50 |

On weights heavier than base add to list as follows:

| | | | |
|---|---|---|---|
| Group 2 | $ .25 | Group 3 | $ .50 |
| Group 4 | .75 | Group 5 | 1.00 |
| Group 6 | 1.25 | Group 7 | 1.75 |
| Group 8 | 2.25 | Group 9 | 2.75 |
| Group 10 | 3.25 | | |

| | | |
|---|---|---|
| Bench—No. 2, doz | | 20 00 |
| No. 3, doz | | 22 50 |
| No. 4, doz | | 24 50 |

### BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

### BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

### BELLS (Farm)

| | |
|---|---|
| No. 1 x 40, lb | $4 00 |
| No. 2 x 50, lb | 5 00 |
| No. 3 x 60, lb | 7 50 |
| No. 4 x 100, lb | 10 00 |

F.O.B. Montreal, Toronto.

### BOARDS, BAKE

| | ⅜ Rim | ¾ Rim |
|---|---|---|
| 0—16 x 22 | $8 10 | $9 10 |
| 1—18 x 24 | 8 90 | 9 80 |
| 2—18 x 28 | 10 00 | 11 50 |
| 3—20 x 30 | 11 45 | 12 50 |

### BOARDS, SLEEVE—

No. 3 dozen ..... $ 6 00

### BOARDS, SKIRT—

No. 11, doz ..... 12 60

### BOARDS, IRONING

| | Dozen |
|---|---|
| No. 1, Daisy | $27 00 |
| No. 10, Daisy | 32 00 |
| No. 31, | 11 00 |
| No. 33 | 16 00 |
| No. 35 | 32 00 |
| No. 36 | 36 00 |
| Perfection | 34 50 |

### BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 60%. Tire Bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

### BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

### BRASS

| | |
|---|---|
| Sheets, 24 gauge and heavier, base | $0 37 |
| Rods, base ½ to 1 in., round | 0 35 |
| Tubing, seamless, base | 0 43 |

F.O.B. Montreal and Toronto.

### BOILERS (Range)

| | |
|---|---|
| 30-gal., extra heavy | $12 50 |
| 30-gal., Standard | 11 00 |

### BOARDS (Wash) Zinc

| | Doz. |
|---|---|
| Baby Globe | 2 35 |
| Pony | $2 35 |
| Royal Globe | 5 15 |
| Improved Globe | 5 15 |
| Neptune | 5 15 |
| Standard Globe | 5 15 |
| Original Globe | 5 65 |
| Solid Back Globe | 5 65 |
| Jubilee | 5 80 |
| Newmarket King | 5 80 |
| Western King (enamel) | 8 00 |
| Beaver (brass) | 7 35 |
| Diamond Ring (glass) | 6 80 |
| Glass Globe | 6 30 |

F.O.B. Newmarket.

### BUTTS

Wrought Steel:—

| | |
|---|---|
| No. 840 | add 20% |
| No. 800 | add 25% |
| No. 838 | add 15% |
| No. 808 | 5% |
| No. 804 | add 7½% |
| Nos. 802, 842, 844 | 7½% |
| No. 810 | add 10% |
| No. 814 | add 25% |
| No. 830 | 2½% |

F.O.B. Toronto, Montreal, London, Hamilton.

### CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

### COIL CHAIN

| | Fireweld Proof | B.B.B. |
|---|---|---|
| 3-16 in. | $17.50 | |
| ¼ in. | 13.25 | |
| 5-16 in. | | $15.75 |
| ⅜ in. | 11.05 | 13.70 |
| 7-16 in. | 10.80 | 13.30 |
| ½ in. | 10.40 | 12.95 |
| ⅝ in. | 10.65 | 12.75 |
| ¾ in. | 9.95 | 12.20 |
| ⅞ in. | 9.65 | 11.90 |
| 1 in. | 9.50 | 11.80 |

F.O.B. Toronto.

| | Electric Welded Proof | B.B.B. |
|---|---|---|
| ⅛ in. | $18.95 | ..... |
| 3-16 in. | 17.25 | $22.75 |
| ¼ in. | 15.85 | 19.50 |
| 5-16 in. | 13.30 | 15.70 |
| ⅜ in. | 10.50 | ..... |
| 7-16 in. | 10.20 | ..... |
| ½ and ⅝ in. | 9.95 | ..... |

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

### CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

### CHAIRS

| | Dozen |
|---|---|
| Step ladder | $33 00 |
| Step ladder stools | 18 00 |

### CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

### CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 6, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

### CLOTHES BARS AND DRIERS

| | Per Doz. |
|---|---|
| Leader Clothes Dryers | $10 85 |
| Clothes Bars, Nos. 1 and 3 | 11 00 |
| No. 2 | 13 80 |
| No. 4 | 12 00 |
| No. 5 | 14 00 |
| No. 6 | 16 00 |

### CLOTHES HORSES, Etc.

| | Folding | Extension |
|---|---|---|
| 4 ft. | $ 9 75 | $19 50 |
| 5 ft. | 12 25 | 24 50 |
| 6 ft. | 15 00 | 30 00 |

### CLOTHES LINES (Galvanized)

| No. | Per 1,000 ft. |
|---|---|
| 17—7-strand, 100 ft. lengths | $6 85 |
| 17—7-strand, 50 ft. lengths | 7 00 |
| 18—6-strand, 100 ft. lengths | 5 60 |
| 18—6-strand, 50 ft. lengths | 5 33 |
| 19—6-strand, 100 ft. lengths | 4 50 |
| 19—6-strand, 50 ft. lengths | 5 00 |

F.O.B. Montreal, Toronto, London.

### COPPER

| | Mont. | Toronto |
|---|---|---|
| Casting ingot, see weekly report. | | |
| Rods, ½ to 2 in. | 0 41 | 0 39 |
| Soft sheets, base 16 oz. and heavier | 0 42 | 0 40 |
| Tubing, lb. | 0 46 | 0 45 |

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

### COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

### CORD (SASH)

| | |
|---|---|
| No. 6, lb. | 90 |
| No. 7, lb. | 89 |
| Nos. 8, 9, 10, 12 | 88 |

F.O.B. Montreal, Toronto, Hamilton, London.

### CANADA PLATES

Prices nominal, Montreal, Toronto

| | | |
|---|---|---|
| Ordinary, 52 sheets | $7 85 | $7 36 |
| Do., 60 sheets | 7 95 | 7 45 |

### COKE, TIN PLATES

| | Tor'to. Per Box | Mont Per Box |
|---|---|---|
| IC, 20x28 base | $21 00 | $21 00 |
| IX, 20x28 base | 24 00 | 24 50 |
| IXX, 20x28 base | 27 00 | 27 50 |
| IXXX, 20x28 base | 29 00 | 29 50 |

### TERNE PLATES

IC, 20x28, 112 sheets ..... $20 50
F.O.B. Toronto or Montreal.

### "DOMINION CROWN BEST"—DOUBLE COATED TISSUE

| | Nominal |
|---|---|
| IC, 14x20 base | $15 00 |
| IX, 14x20 base | 17 00 |
| IXX, 14x20 base | 19 00 |

F.O.B. Montreal.




# THE WHY PHILOSOPHY OF

## W. G. HARRIS

**President The Canada Metal Company, Limited**

**Did you ever get up against the question WHY?**

**In building up a huge business like ours, time and time again WHY is the great question we get rubbed in.**

**For instance, for years we have been manufacturing BABBITT METALS—SHEET LEAD—LEAD PIPE and SOLDER and guarantee everything we manufacture to be of the highest quality and to give excellent service.**

**WHY can we give this guarantee?**

**The reply is, we have been manufacturing for over 30 years and our factory is the best equipped in the Dominion. We use nothing but the purest of raw materials.**

**The WHY is because of QUALITY and SERVICE.**

**Let us have your enquiries.**

## THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

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PLUMBS **SAND'S** LEVELS



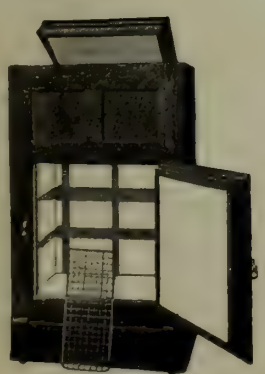
Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

**Your Jobber Carries Them**

*Canadian Branch:*

**CAMPBELL AGENCIES,** McKinnon Building
TORONTO, ONT.

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## PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

**Sanderson-Harold Company, Ltd.**

PARIS, ONTARIO

---

## The Opportunity of the year

AUTOMOBILE Skates are steady sellers — easy sellers—but what an opportunity for a great big "killing" there is at Christmas time!

The harder you push the bigger your sales harvest.

**Automobile SKATES**
The Skate with Aluminum Tops

In your window display cards, emphasize the wonderful quality of the blades —chrome-nickel steel of tremendous hardness that preserves a keen edge; soft, tough core, making the blade practically unbreakable.

Models for all purposes.

Write us for full particulars and free literature.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

**Canada Cycle & Motor Co., Limited**

Montreal Toronto WESTON Winnipeg Vancouver

**CLOCKS**

| | |
|---|---|
| Big Ben | $3 25 |
| F.O.B. Montreal, Toronto, Hamilton. | |
| Good Morning, each | 1 60 |
| Lookout | 2 00 |
| Sleepmeter | 2 15 |
| Hamilton | |

**CROWBARS,** $9.60 per 100 lbs.

**DRILLS—**

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

| List each. | | | |
|---|---|---|---|
| 1/8 | $0.45 | 19/32 | $1.20 |
| 5/32 | .45 | 5/8 | 1.30 |
| 3/16 | .50 | 21/32 | 1.40 |
| 7/32 | .55 | 11/16 | 1.50 |
| ¼ | .60 | 23/32 | 1.60 |
| 9/32 | .65 | ¾ | 1.70 |
| 5/16 | .70 | 25/32 | 1.80 |
| 11/32 | .75 | 13/16 | 1.90 |
| 3/8 | .80 | 27/32 | 2.00 |
| 13/32 | .85 | 7/8 | 2.10 |
| 7/16 | .90 | 29/32 | 2.20 |
| 15932 | .95 | 15/16 | 2.30 |
| ½ | 1.00 | 31/32 | 2.40 |
| 17/32 | 1.05 | 1 | 2.50 |
| 9/16 | 1.10 | | |

Intermediate sizes take list of next larger.

| Bit Stock, list per dozen— | | | |
|---|---|---|---|
| 3/32 | $2 70 | 3/8 | $ 8 50 |
| 1/8 | 3 00 | 7/16 | 10 50 |
| 5/32 | 3 50 | ½ | 13 00 |
| 3/16 | 4 00 | 9/16 | 15 50 |
| 7/32 | 4 50 | 5/8 | 18 00 |
| ¼ | 5 00 | 11/16 | 21 00 |
| 9/32 | 6 00 | ¾ | 24 00 |
| 5/16 | 7 00 | 7/8 | 30 00 |

| | |
|---|---|
| Bit Stock Drills | 45% |
| Blacksmiths', ½-in. shank | 35% |
| Straight Shank | 35% |
| Straight Shank, wire | 35% |
| Taper Shank | 35% |

**DOORS, SCREEN**

Kasement, No. 2, oak stain, varnished:

| | |
|---|---|
| 2 ft. 8 in., doz. | $34 80 |
| 2 ft. 10 in., doz. | 35.40 |
| 3 ft. x 7, doz. | 36.60 |

F.o.b. Toronto.

**EMERY CLOTH**

See under Sandpaper.

**ENAMELWARE**

See prices under heading Wares.

**FILES AND RASPS**

Discounts below apply to list of Nov. 1, 1899.

| | % |
|---|---|
| Great Western, Amer. | 50 |
| Kearney & Foot, Arcade | 50 |
| J. Barton Smith, Eagle | 50 |
| P. H. and Imperial | 50 |
| Disston Brand | 40 |
| Globe | 50 |
| Nicholson | 35 |
| Black Diamond | 35 |
| Delta Files | 20 |
| Firth Files | 50 |

F.o.b. Toronto, Montreal, London and Hamilton.

**FITTINGS**

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

| Class— | Black | Galv. |
|---|---|---|
| A | 0 57 | 0 72 |
| B | 0 25 | 0 35 |
| C | 0 19 | 0 25 |

Toronto and Montreal.

**GRILLS, ELECTRIC**

| | |
|---|---|
| Single heat, round | $7 50 |
| Three heat, round | 8 25 |

F.o.b. Toronto.

**GRINDSTONES** Per 100 lbs.

| | |
|---|---|
| Over 40 lbs. and 2 in. thick | $3 50 |
| Under 40 lbs. | 4 25 |
| Bi-Treadle, each | 7 00 |

F.o.b. Toronto.

**HALTERS (SNAP AND RING)**

| | Doz. |
|---|---|
| Russet rope shank, 1" | $11.25-$12.75 |
| Perfect, No. 1½ | 13 20-13 80 |
| Russet rope shank, 1¼ in. | 13 85 |
| Black rope shank, 1 in. | 13 75 |
| Black rope shank, 1¼". | 12.50-13 85 |
| Hand sewn, no shank, 1 in. | 17 40 |
| Hand sewn, no shank, 1¼". | 18 75 |

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

**HAMMERS, SLEDGE**

| | |
|---|---|
| Can, 5 lbs. and over, cwt. | $17 50 |
| Masons, 5 lbs. and over, per cwt. | 20 00 |
| Masons, 5 lbs. and under | 22 50 |
| Napping, up to 2 lbs. | 25 00 |

F.o.b. Montreal, Toronto, Hamilton, London.

**HANDLES (WOOD)**

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

**HANGERS, BARN AND PARLOR**

| | List |
|---|---|
| Atlas, No. 0 | $13 30 |
| Atlas, No. 1 | 13 80 |
| Atlas, No. 2 | 15 80 |
| Stearns, 4 in. | 9 75 |
| Stearns, 5 in. | 13 20 |
| Perfect, No. 1 | 10 45 |
| Canada | 12 50 |
| Hatch | 12 75 |
| National | 14 50 |
| America | 16 50 |
| Great West | 30 00 |
| Storm King and safety hangers, doz. | 10 60 |
| Steel track, 1¼ in. | 9 00-12 00 |

F.o.b. Montreal, Toronto.

**HEATERS, ELECTRIC**

| | |
|---|---|
| Majestic, 1 Burner | .... |
| Majestic, 2 Burner | .... |

F.o.b. Toronto.

**HINGES, TEE AND STRAP**

Heavy, Net Prices. Figured Net list.

| | Strap Doz. | Tee pairs. |
|---|---|---|
| 4-inch | $ 3 00 | $ 2 55 |
| 5-inch | 3 70 | 3 20 |
| 6-inch | 4 00 | 3 60 |
| 8-inch | 5 40 | 4 40 |
| 10-inch | 9 60 | 7 30 |
| 12-inch | 11 90 | 11 60 |
| 14-inch | 13 60 | 11 80 |

Light, Net Prices. Figured net list.

| | | |
|---|---|---|
| 3-inch | $1 00 | $1 00 |
| 4-inch | 1 20 | 1 10 |
| 5-inch | 1 40 | 1 30 |
| 6-inch | 1 70 | 1 50 |
| 8-inch | .... | .... |
| 10-inch | .... | .... |

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

**HAY KNIVES**

| | |
|---|---|
| Spear Point | $14 75 |
| Lightning | 13 25 |
| Heath's | 13 25 |
| HOES, Grub | $10 00 10 50 |

**HOOKS, GRASS**

| | Canadian | English Fox |
|---|---|---|
| No. 2, per doz. | $4 40 | $5 00-$5 50 |
| No. 3, per doz. | 4 50 | 5 50- 6 40 |
| No. 4, per doz. | 4 60 | 6 00- 7 40 |
| Little Giant | 6 25 | ....- .... |
| Barden Patent | 6 25 | ....- .... |

F.o.b. Montreal, Toronto.

**HORSESHOES** Price per keg

| Patterns | Sizes made | No. 2 and larger | No. 1 and smaller Less 20c. |
|---|---|---|---|
| Light iron | 0-7 | $7 75 | $8 00 |
| Long heel light iron | 3-7 | 7 75 | .... |
| Medium iron | 1-8 | 7 75 | 8 00 |
| Heavy iron | 6-8 | 7 75 | .... |
| Snow | 1-6 | 8 00 | 8 25 |
| New-light "XL" steel | 1-6 | 8 20 | 8 45 |
| Featherweight "XL" steel | 0-4 | 9 60 | .... |
| Special-countersunk | 0-4 | 10 10 | .... |
| Toe-weight (front only) | 1-4 | 10 60 | .... |

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

**TOE CAULKS**

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

**HOSE, LAWN** Toronto

| | |
|---|---|
| Corrugated, ½ in., 100 ft. | $17 50 |
| Corrugated, ⅝ in., 100 ft. | 20 50 |
| Corrugated, ¾ in. | 23 50 |
| Corrugated, 1 in., 100 ft. | 35 00 |

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

**HAT AND COAT HOOKS**

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

**IRON AND STEEL**

See weekly report.

**IRON, TINNED**

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

| | |
|---|---|
| 36 x 96 | 25c per lb. |
| 30 x 96 | 25c per lb. |

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

**IRONS, (SAD)**

| | |
|---|---|
| Mrs. Potts, No. 55, polished, per set | $2 05 |
| Mrs. Potts, No. 50, nickel-plated, set | 2 25 |
| Mrs. Potts, handles, japanned, doz. | 1 40 |
| Sad irons, common, plain, 3, 4 and 5 lbs. | 9 20 |
| Sad irons, plain, 6 lbs. up | 7 00 |
| Sad irons, common, plated | 5 50 |
| Princess Electric, each | $4 00 4 10 |
| Canadian Beauty Electric Irons—Style A | $4 71 |
| Style B | 5 08 |
| Hotpoint Domestic Electric Irons, each | 5 25 |
| Gasoline Sad Irons, each | 4 25 |

F.o.b. Montreal, Toronto, London, Hamilton.

**LADDERS, Etc.**

| Step Ladders | Per ft. |
|---|---|
| Standard | 0 31 |
| Crescent | 0 28 |
| Household | 0 24 |
| Faultless, 4 to 10 ft. only | 0 35 |
| Ontario, 4 to 10 ft. only | 0 32 |
| Shelf Lock, 4 to 5 ft. only | 0 27 |
| Gardner, No. 1 | 0 23 |
| Do., No. 2, bolted | 0 25 |
| Dominion, No. 3 | 0 26 |
| Do., No. 4, bolted | 0 29 |

Single and Fruit Picking

| | |
|---|---|
| 10 ft. to 16 ft. | 23c ft. |
| 18 ft. to 20 ft. | 24c ft. |

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

| | | Per ft. |
|---|---|---|
| 20 to 32 ft. | $0 25 | $0 27 |
| 36 to 40 ft. | 0 27 | 0 30 |
| 44 ft. | 0 29 | 0 33 |
| Over 44 ft. | 0 42 | 0 40 |
| Best quality, 20 to 40 ft. | | 0 35 |
| Three section extension | | 0 35 |

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

**LANTERNS** Per doz.

| | |
|---|---|
| Short Globe, plain | $12 50 |
| Do., Japd. | 13 25 |
| Long Globe, plain | 12 50 |
| Do., Japd. | 13 25 |
| Dash, plain | 15 50 |
| Do., Japd. | 16 25 |
| Do., Search (r'nd reflec.) | 17 00 |
| Little Bobs | 2 10-4 20 |

F.o.b. Toronto, Hamilton, London, Montreal.

**LANTERN GLOBES** Dozen

| | |
|---|---|
| Cold blast, short | $0 95-$1 10 |
| Cold blast | 1 00- 1 10 |

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

| | |
|---|---|
| Cold blast, genuine ruby | $4 75 |

F.o.b. Toronto, London, Hamilton and Montreal.

**LATCHES** Per doz.

| | |
|---|---|
| Steel Thumb, No. 2 | $1 80-$2 00 |
| Steel Thumb, No. 3 | 2 40- 2 70 |
| Steel Thumb, No. 4 | 4 75 |
| Barn Door, No. 5 | 2 75 |
| Barn Door, No. 9 | 5 10 |

F.o.b. Montreal, Toronto, London.

**LEAD**

For pig lead and lead and zinc products see weekly report.

**MACHINES (WASHING)**

| | List each |
|---|---|
| Canadian | $12 50 |
| Dowswell | 12 50 |
| Noiseless | 16 25 |
| Hamilton | 13 50 |
| Peerless | 13 00 |
| Snowball | 18 75 |
| Momentum | 20 25 |
| New Century, style A | 18 00 |
| New Century, style B | 20 00 |
| Playtime, engine drive | 26 00 |
| Ideal Power | 30 00 |
| Seafom, electric, style A | 120 00 |
| Seafoam, engine drive | 55 00 |
| New Idea, electric | 118 50 |
| Sunshine | 10 25 |
| Popular, No. 1 | 11 50 |
| Popular, No. 2 | 11 00 |
| Economic | 18 50 |
| Champion | 18 50 |
| New Excell-All | 18 00 |
| Blue Bell, without stand | 16 50 |
| Puritan Water Motor Washer, complete | 28 00 |
| Hydro, 1 Tub, engine drive | 51 50 |
| Do., do., electric | 111 50 |
| Low pressure water motor washer, each | 31 00 |
| Connor ball-bearing, with rack | 21 00 |
| Perfection, engine drive | 65 00 |
| Perfection, electric | 124 00 |
| Beaver | 26 00 |
| Beaver, power | 27 00 |
| Connor Vacuum | 26 00 |
| Patriot | 23 00 |
| Jubilee | 11 25 |
| Canada First | 23 00 |

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

**MALLETS** Per doz.

| | |
|---|---|
| Tinsmiths, 2½ x 5½ in. | $2.40 |
| Carpenters', No. 3 | 5.80 |

F.o.b. Montreal, Toronto, Hamilton.

**MATTOCKS**

| | |
|---|---|
| Cutter, doz. | $13 00 |
| Pick, doz. | 13 00 |

F.o.b. Montreal, Toronto, London, Hamilton.

**MIXERS, BREAD**

| | |
|---|---|
| Canuck— | |
| No. 4, dozen | $36 24 |
| No. 8, dozen | 40 92 |
| Universal— | |
| No. 4, dozen | $40 75 |
| No. 8, dozen | 49 76 |

**MOPS**

| | |
|---|---|
| O-Cedar, doz. net | $12 60 |
| Sprustex, No. 2, doz. | $8 00 8 40 |
| S.W. Mops, complete, doz. | 5 25 5 40 |
| Mop Sticks, doz., No. 8 | 2 00 |
| Cast Head Mop, doz. | 2 00 |
| Crescent, doz., No. 10 | 2 50 3 35 |
| Crank wringing, doz. | 8 25 |

F.o.b. Montreal, Toronto, Hamilton, London.

**MOWERS, LAWN**

| | |
|---|---|
| Adanac | 40-10% |
| Woodyatt | 35% |
| Empress | 35% |
| Mayflower | 35% |
| Star, Ontario, Daisy | 35% |

F.o.b. Toronto, Guelph, London, Hamilton.

**NAILS**

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

| | | | |
|---|---|---|---|
| | | 2¾ inch | 15c |
| 1 inch | $1 | 3 inch | 10c |
| 1½ inch | 1 | 3¼ inch | 10c |
| 1¼ inch | 65c | 3½ inch | 10c |
| 1½ inch | 40c | 4 inch | 5c |
| 1¾ inch | 40c | 4½ inch | 5c |
| 2 inch | 30c | 5-inch base. | |
| 2¼ inch | 30c | 5½-inch base. | |
| 2½ inch | 15c | 6-inch base. | |

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.



# Jap-a-lac Prestige

Not alone because it was the original "Household Finish," but because true quality has been maintained. From the time the first package was sold, Jap-a-lac has held *first place* in its field.

Through all these years Jap-a-lac has gained prestige. It has found new ways of serving its users and has lengthened its term of usefulness. It is now standard in paint and hardware stores throughout the Dominion.

This prestige is an asset to every Jap-a-lac Dealer. It is "good will" that expresses itself by sure and steady profits in the cash drawer. If you are not now carrying Jap-a-lac let us tell you more about the opportunities it represents.

Remember, too, that the Glidden line has now been completed by the addition of house paint — Glidden Endurance Paint—and that the Glidden proposition is one with which every dealer should be familiar. Write for literature to-day.

**THE GLIDDEN COMPANY, Limited**
**TORONTO, ONTARIO**

***Branch office and warehouse at Montreal, Que.***



Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.35 base, f.o.b. Montreal. No equalization of freights.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, $11.75.

F.o.b. Montreal, Toronto, Hamilton.

**NAILS (HORSE)**
C Brand

| Size Capewell— | Per 100 lbs. |
|---|---|
| No. 5 | $23 00 |
| No. 6 | 22 00 |
| No. 7 | 21 00 |
| No. 8 | 20 00 |
| Nos. 9 to 12 | 19 00 |

Discount, 10%

**"M.R.M." BRAND**

| No. | Net Price List Lengths | Per box of 25 lbs. |
|---|---|---|
| 3 | 5⅝" | $20 00 |
| 4 | 1¾" | 10 00 |
| 5 | 1 15-16" | 5 00 |
| 6 | 2⅛" | 4 75 |
| 7 | 2 15-16" | 4 50 |
| 8 | 2½" | 4 50 |
| 9 | 2 11-16" | 4 25 |
| 10 | 2⅜" | 4 25 |
| 11 | 3 1-16" | 4 25 |
| 12 | 3¼" | 4 25 |

F.o.b. London, Hamilton, Montreal, Toronto

**NETTING, POULTRY**

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $1 80 | 48 inch... | $ 6 20 |
| 18 inch... | 2 65 | 60 inch... | 7 70 |
| 24 inch... | 3 40 | 72 inch... | 9 20 |
| 30 inch... | 4 00 | 84 inch... | 10 50 |
| 36 inch... | 4 75 | 96 inch... | 12 00 |
| 42 inch... | 5 50 | | |

1½ inch mesh and 19 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $3 50 | 42 inch... | $10 50 |
| 18 inch... | 5 00 | 48 inch... | 12 00 |
| 24 inch... | 6 80 | 60 inch... | 15 00 |
| 30 inch... | 7 75 | 72 inch... | 18 00 |
| 36 inch... | 9 90 | | |

1 inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 12 inch... | $4 00 | 42 inch... | $12 00 |
| 18 inch... | 5 50 | 48 inch... | 14 00 |
| 24 inch... | 7 00 | 60 inch... | 17 00 |
| 30 inch... | 8 50 | 72 inch... | 20 00 |

¾ inch mesh and 20 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch.. | $10 50 | 36 inch... | $15 00 |
| 30 inch.. | 12 75 | | |

½ inch mess and 22 ga. wire.

| | | | |
|---|---|---|---|
| 24 inch... | $16 50 | 36 inch... | $24 00 |
| 30 inch... | 20 10 | | |

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal,

Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

| | Per rod |
|---|---|
| Invincible—1640 | $ 0 75 |
| 1848 | 0 85 |
| 2060 | 0 95 |

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

| Blue Ribbon— | |
|---|---|
| 24-inch, per roll | $4 85 |
| 36-inch, per roll | 6 25 |
| 48-inch, per roll | 7 26 |
| 60-inch, per roll | 8 60 |
| 72-inch, per roll | 9 85 |

Put up in 10 rod rolls.

**OAKUM**

| | |
|---|---|
| Best (American) | $21 00-$22 00 |
| Clipper (spun) | 21 00 |
| Clipper (unspun) | 19 50 |
| U.S. Navy (spun) | $1 50 |
| U.S. Navy (unspun) | ..... |
| Plumbers (spun) | 10 25 |

F.o.b. Montreal, Toronto.

| OILS | Montreal | Toronto |
|---|---|---|
| Royalite, gal. | 0 22½ | 0 21½ |
| Palacine, gal. | 0 25½ | 0 24½ |
| Gasoline, net, gal. | 0 33 | 0 32 |

| | List | Gallon |
|---|---|---|
| Black oil (Summer) | 0 14½ | 0 13½ |
| Black oil (Winter) | 0 16 | 0 15 |
| Imperial Kerosene Tractor | .... | 0 59 |
| Capital cylinder | 0 62 | 0 58 |
| Machine oil, regular grades | 0 36 | 0 36 |
| Standard gas engine oil | 0 40½ | 0 37 |
| Parafine | 0 25 | 0 21 |

List, less 15% on above.

| | |
|---|---|
| Polarine Oil, list | 0 90 |
| Polarine Oil, heavy, list. | 0 90 |
| Polarine A, list | 1 00 |
| Gargoyle Mobiloil, A and E | 1 30 |
| Gargoyle Mobile, B and BB | 1 40 |

List, less 25% on above.

| | |
|---|---|
| Fuel oil, bbls. net | 0 09 |
| Fuel oil, tank cars, net | 0 08 |

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

**OLD MATERIALS**
See weekly report.

| PACKING | Per lb. |
|---|---|
| Fine jute | $0 20 |
| Coarse jute | 0 15 |
| Hemp | 0 34 |
| Square braided hemp | 0 38 |
| No. 1 Italian | 0 44 |
| No. 2 Italian | 0 36 |

F.o.b. Toronto, Montreal.

| PAPER | Per 400-ft. roll Montreal | Toronto |
|---|---|---|
| Dry Fibre, No. 1, Anchor | $1 23 | |
| Dry Fibre, No. 2, Anchor | 0 72 | |
| Tarred Fibre, Anchor, No. 1 | 1 33 | |
| Tarred Fibre, Anchor, No. 2 | 0 90 | |
| Rosin Sized Sheeting, red | 1 05 | |
| Do., blue | 1 70 | |
| Surprise Fibre | 0 80 | |
| "Stag" Sheathing | 0 80 | |
| Tarred felt, per cwt.— | | |
| 7, 10, and 16 oz. | 4 65 | |
| Cyclone (dry) | 1 23 | |
| Cyclone (tarred) | 1 33 | |
| Joliette (dry fibre) | 0 72 | |
| Monarch Sheathing (per 100 lbs.), white | 6 50 | .... |
| Do., gray | 5 50 | .... |
| Asbestos sheeting (per 100 lbs.) | 0 12 | 13½ |
| Carpet Felt, 16, 20, 24 oz., 100 lbs. | 5 75 | |
| Straw, sheathing, heavy, dry, cwt. | 4 15 | |
| Do., tarred, per cwt. | 4 30 | |

F.o.b. Toronto and Montreal.

| PASTE | |
|---|---|
| Stick-Fast | |
| 1-lb. pkgs., gross | $22 00 |
| 2-lb. pkgs., gross | 42 00 |
| In barrels 250 lbs., lb. | 0 12½ |
| Barrels of 5 lbs., cotton bags, lb. | 0 13½ |
| In kegs 125 lbs., lb. | 0 14 |
| In 50-lb. boxes, lb. | 0 16 |
| In 25-lb. boxes, lb. | 0 17 |

**PICKS**

| | | |
|---|---|---|
| Clay— | | |
| 5 to 6 lbs., doz. | $11 00 | $11 25 |
| 6 to 7 lbs., doz. | 12 00 | 12 25 |
| Rock— | | |
| 7 to 8 lbs., doz. | | 13 00 |

F.o.b. Montreal and Toronto.

**PINS, CLOTHES**

| | Per case |
|---|---|
| 5 gross, 4-in. (loose) | 1 50 |
| 4 gross (cartons), 4 in. | 1 75 |
| Spring, 2 grs. box | 1 00 |

F.o.b. Montreal and Toronto.

**WROUGHT PIPE**

Price List No. 42, Dec. 9, 1919

Standard Buttweld

Per 100 feet.

| | Steel Blk. | Gal. | Gen. Wrot. Blk. | Iron Gal. |
|---|---|---|---|---|
| ⅛ in. | $ 6 00 | $ 8 00 | $..... | 0..... |
| ¼ in. | 4 65 | 6 78 | 5 13 | 7 26 |
| ⅜ in. | 4 65 | 6 78 | 5 13 | 7 26 |
| ½ in. | 6 16 | 7 74 | 6 84 | 8 42 |
| ¾ in. | 7 76 | 9 89 | 8 68 | 10 81 |
| 1 in. | 11 48 | 14 62 | 12 84 | 15 98 |
| 1¼ in. | 15 53 | 19 78 | 17 37 | 21 62 |
| 1½ in. | 18 56 | 23 65 | 20 76 | 25 85 |
| 2 in. | 24 98 | 31 82 | 27 94 | 34 78 |
| 2½ in. | 39 49 | 50 31 | ..... | ..... |
| 3 in. | 51 64 | 65 79 | ..... | ..... |
| 3½ in. | 65 78 | 82 80 | ..... | ..... |
| 4 in. | 77 94 | 98 10 | ..... | ..... |

Standard Lapweld

| | Steel Blk. | Gal. | Gen. Wrot. Blk. | Iron Gal. |
|---|---|---|---|---|
| 2 in. | $27 94 | $34 78 | $31 64 | $39 11 |
| 2½ in. | 40 66 | 51 48 | 46 51 | 57 33 |
| 3 in. | 53 17 | 67 32 | 60 82 | 74 97 |
| 3½ in. | 66 70 | 83 72 | 75 90 | 92 92 |
| 4 in. | 76 85 | 97 01 | .... | .... |
| 4 in. | 79 03 | 99 19 | 89 98 | 110 09 |
| 4½ in. | 88 00 | 113 00 | 107 00 | 132 00 |
| 5 in. | 103 00 | 132 00 | 125 00 | 154 00 |
| 6 in. | 133 00 | 171 00 | 162 00 | 200 00 |
| 7 in. | 175 00 | 224 00 | 211 00 | 259 00 |
| 8 L in. | 184 00 | 235 00 | 221 00 | 273 00 |
| 8 in. | 212 00 | 271 00 | 255 00 | 314 00 |
| 9 in. | 254 00 | 324 00 | 305 00 | 376 00 |
| 10 L in. | 235 00 | 301 00 | 283 00 | 349 00 |
| 10 in. | 303 00 | 387 00 | 365 00 | 449 00 |

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

**WROUGHT NIPPLES**

| | Toronto | Mont. |
|---|---|---|
| 4" and under | 70% | 75% |
| 4½" and larger. | 60% | 65% |

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

| PIPE (Conductor) | Plain | List |
|---|---|---|
| 2 in., in 10-ft. lengths, list. | $ 8 00 | |
| 3 in., in 10-ft. lengths, list. | 9 70 | |
| 4 in., in 10-ft. lengths, list. | 12 80 | |
| 5 in., in 10-ft. lengths, list. | 17 50 | |
| 6 in., in 10-ft. lengths, list. | 21 30 | |

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

**PIPE, LEAD**
See weekly report.

**PIPE (SOIL)**

| | |
|---|---|
| Medium and extra heavy soil pipe, 4 in. | 16% |
| Medium and extra heavy pipe, 2, 3, 5 and 6 | 10% |
| Medium and extra heavy fittings, 2 to 6 inch | 25% |
| 8 inch pipe and fittings | 5% |

F.o.b. Toronto, Montreal.

**PIPE (STOVE)**
See prices under Wares, etc.

| PITCH | |
|---|---|
| Pine, black, per bbl. | 10 00 |
| Navy pitch, per bbl. | 6 50 |
| Coal tar pitch, per cwt. | 1 20 |

F.o.b. Montreal, Toronto.

| PLANTERS. CORN | |
|---|---|
| King of Field, dozen | $11 25 |
| Triumph, doz. | 9 40 |

| POLISH (O-Cedar) | |
|---|---|
| 4-oz. bottles, doz., list. | 5 00 |
| 12-oz. bottles, doz., list. | 6 00 |
| 1-qt. can, doz., list. | 18 00 |
| ½-gal. cans, doz., list. | 24 00 |
| 1-gal. cans, doz., list. | 36 00 |

Discount, 30 per cent.

| Liquid Veneer— | |
|---|---|
| 4 oz., doz. | $2 00 |
| 12 oz., doz. | 4 00 |
| 32 oz., doz. | 8 40 |
| 64 oz., each | 1 20 |
| 128 oz., each | 2 10 |

F.o.b. Toronto, London.

**POLISH, METAL**
Bon-Ton

| Size | Case | Doz. | Case |
|---|---|---|---|
| ¼ pts., 3 doz. | | $1 15 | $3 40 |
| ½ pts., 3 doz. | | 2 10 | 6 00 |
| Pints, 2 doz. | | 3 15 | 6 00 |
| Quarts, 2 doz. | | 4 65 | 9 00 |
| ½ gal., 1 doz. | | 3 40 | 3 40 |
| Gal., ½ doz. | | .... | 6 90 |

**PUMPS**

| | Pitcher Spout | Closed Spout |
|---|---|---|
| No. 1 | $2 75 | $2 95 |
| No. 2 | 3 05 | 3 30 |
| No. 3 | 3 40 | 3 65 |

F.o.b. Montreal, Toronto, Hamilton, London.

**RIVETS AND BURRS**

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

| ROOFING | Per square Montreal | Toronto |
|---|---|---|
| Samson, 1-ply roll | 2 50 | |
| Samson, 2-ply, roll | 2 95 | |
| Samson, 3-ply, roll | 3 50 | |
| R. S. Special, 1 ply | 1 85 | |
| R. S. Special, 2 ply | 2 10 | |
| R. S. Special, 3 ply | 2 35 | |
| Everlastic, 1-ply | 1 85 | 2 00 |
| Everlastic, 2-ply | 2 20 | 2 30 |
| Everlastic, 3-ply | 2 55 | 2 65 |
| Panamoid, 1-ply | 1 75 | 1 70 |
| Panamoid, 2-ply | 2 05 | 2 03 |
| Panamoid, 3-ply | 2 40 | 2 40 |
| Red Star Ready Roofing, 2-ply | 1 75 | |
| Do., 3-ply | 2 05 | |
| Liquid roofing coating, per gal., in barrels | 0 50 | |
| 5 and 10 gal. lots, per gal. | 0 60 | |
| 1, 2, 3 gal. cans, gallon | 0 85 | |
| Coal Tar (refined), bbl. | 7 00 | |

F.o.b. Toronto and Montreal.

| ROPE | Lb. |
|---|---|
| Pure Manila basis | 31 |
| Beaver Manila basis | 26 |
| New Zealand hemp basis | 26 |
| Sisal basis | 22½ |

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

| | |
|---|---|
| Single lath yarn basis | 22½ |
| Double lathe yarn | 23 |
| Yacht marline, tarred | 54 |
| Halyards | 47 |
| Hemp, deep sea line basis | 47 |
| Hemp, tarred ratline basis | 40 |
| Hemp, tarred bolt rope basis | 42 |
| Marline and Houseline | 42 |
| Italian rope basis. On application | |
| Cotton, ⅛ in. | 0 83 |
| 5-32 in. | 0 82 |
| 3-156 in. | 0 82 |
| ¼-in. and up | 0 81 |

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

**RULES, BOXWOOD (LUFKIN)**—
651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $6.00.

F.o.b. Montreal, Toronto, London.

| TAPES, MEASURING (LUFKIN)— | Each |
|---|---|
| 263, 50 ft. Challenge, Steel | $4 35 |
| 103, 50 ft. Reliable Jr., Steel | 4 45 |
| 243, 50 ft. Rival, Steel | 3 85 |
| 1243, 50 ft., Rival Jr., Steel | 3 60 |
| 603, 50 ft., Metallic | 3 25 |
| 604, 66 ft. | 3 65 |
| 403, 50 ft., Linen | 2 35 |
| | Dozen |
| 713, 50 ft., Ass Skin | 6 00 |
| 714, 66 ft., Ass Skin | 7 00 |
| 143, 3 feet, Steel Pocket | 7 50 |
| 145, 5 ft., Steel Pocket | 10 20 |
| 175, 5 ft., Linen Pocket | 5 85 |
| 165, 5 ft., Cotton Pocket | 1 50 |

F.o.b. Montreal, Toronto, London.

**SANDPAPER**

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

| SCALES | Scale List | Stamping extra |
|---|---|---|
| Champion— | | |
| 4 lb. | $5 50 | $0 80 |
| 10 lb. | 7 50 | 0 30 |
| 240 lb. | 12 50 | 0 50 |
| 600 lb. | 28 00 | 1 00 |
| 1200 lb. | 35 00 | 1 00 |
| 2000 lb. | 50 00 | 1 00 |
| 2000 lb. Drop lever | 57 00 | 1 00 |
| 10-lb. Household | 5 90 | 0 10 |
| 25-lb. Household | 6 00 | 0 30 |

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

| SCYTHES | Doz |
|---|---|
| Cast Steel | $16 75 |
| Golden Clipper | 16 75 |
| Little Giant | 17 75 |
| Bush | 16 25 |

F.O.B. London, Toronto, Montreal.




# OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

**Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.**

**LONDON, S.E., ENGLAND**

**AGENTS:**
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
**Sankey & Manson, 839 Beatty Street, Vancouver.**

## Our Step-Ladder Chairs are Winners





Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.

**Otterville Mfg. Co., Limited**

**OTTERVILLE, ONT.**

# "NORCROSS" Cultivator Hoes

***Have "Built-in" Selling Points***




It is very simple to demonstrate the superiority of NORCROSS Tools. In fact, it's self-evident to skilled gardeners. That's why world famed gardeners use and endorse them.

NORCROSS work close up to plants safely; they come in sizes to suit anyone; the 5-prong size may be easily attached to a wheel plow. Handsome, durable and profitable.

**C. S. Norcross & Sons**
**Bushnell, Ill., U.S.A.**



# The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

**Write us for prices.**

**Owen Sound Steel Press Works, - Owen Sound, Ont.**



## J. B. MORRISON

Our salesman covering a part of central Ontario for Hardware lines. He sells his trade large numbers of Red Star Washers. Mr. Morrison is a returned soldier, a Captain. He went overseas with the 147th Greys.

# Easy to Sell Red Stars

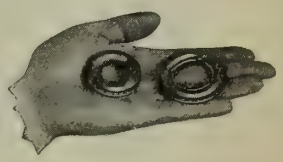
Red Star Washers sell easily. A lady comes into the store. The beautiful finish of the Red Star attracts her attention. She touches the handle and it moves with a gentle push. She is astonished that it can be operated so easily. She is a prospect at once.



**Red Star Washing Machine**

## Red Star Works Easily

The Red Star runs easily because the mechanism revolves on two sets of ball bearings. Gears are machine cut and spiral in shape. The compact bed plate holds all parts in perfect adjustment so that nothing catches or binds. The large fly wheel accumulates momentum.



**Runs on two sets of Bicycle Ball Bearings**



**Works So Easily**

## Won't You Try It?

Try the Red Star, It's a jim dandy to sell. One merchant recently sold 20 in a town of only 75 people.

*Have you our Catalogue?*



## Beatty Bros., Limited

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
16 Holborn Viaduct, London, E.C.1, England

# Beatty Bros. Limited Bulletin

**SNATHS** Doz.
00 Patent ..... $13 75
1 ..... 13 20
2 ..... 12 65
3 ..... 11 55

**SCREWS**
Discounts off Standard List adopted Aug. 1, 1903.
Wood, F.H., bright .....75%
Wood, R.H., bright .....72½%
Wood, O.H., bright ..... 72½%
Wood, F.H., brass.....55 %
Wood, R.H., brass.....52½%
Wood, O.H., brass.....52½%
Wood, F.H., bronze.....50 %
Wood, R.H., bronze.....47½%
Wood, O.H., bronze.....47½%
Square cap ..... 20
Hexagon cap ..... 20
Wooden Bench Screws
Dozen ..... $7 80

**SHEETS, BLACK**
See Montreal and Toronto report.

**SHEETS, CORRUGATED**
See weekly report.

**SHEETS, GALVANIZED**

| | Premier | | Apollo | |
|---|---|---|---|---|
| U.S. oz. | 8 90 | 9 75 | 9 25 | 9 50 |
| U.S. 28 | 8 30 | 10 15 | 8 85 | 8 80 |
| U.S. 26 | 7 90 | 8 75 | 8 55 | 8 45 |
| 22 and 24. | 7 70 | 8 15 | 8 40 | 8 25 |
| 18 and 20. | 7 50 | 7 95 | 8 25 | 8 05 |
| 16 | 7 25 | 7 75 | 8 10 | 7 85 |
| 12 and 14. | 7 05 | 7 50 | 7.95 | 7 60 |

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

| | Queen's Hd. | Fleur-de-lis |
|---|---|---|
| 28 ga. | $10 25 | $9 75 |
| 26 ga. | 10 00 | 9 50 |
| 24 ga. | 9 40 | 9 45 |
| 22 ga. | .... | 9 05 |
| 20 ga. | .... | 8 85 |

F.O.b. Montreal.

**SHINGLES, METAL**
Standard, galvanized .....$10 00
Standard, painted ..... 8 00
Discount 7½%.

**SIDING, METAL**
Standard, galvanzed ..... $8 50
Standard, painted ..... 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

**SOLDERING COPPERS**
Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

**SOLDER, BAR**
See weekly report

**SPOUTS, SAP**
Eureka, per M.....$13 50 $16 50

**STANDS, WASHTUB—**
Reversible Drip, each ..... $2.25

**STAPLES**
See Wire Products.

**STOVES**

| Oil Burning Cooking | List each |
|---|---|
| Perfection No. 32, 2-burner.. | $18 75 |
| Perfection No. 33, 3-burner.. | 24 25 |
| Perfection No. 34, 4-burner.. | 30 75 |

No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net ..... 4 50
Detroit Glass Front Oven, No. 85, each, net..... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

| Oil Burning Heaters. | List |
|---|---|
| No. 525, each ..... | $ 7 00 |
| No. 530, each ..... | 8 25 |
| No. 680, each ..... | 10 25 |

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

**STRETCHERS, CURTAIN—**
Star, No. 1, doz..... 24 00
Star, No. 2, doz. ..... 24 00
Sun ..... 18 60
Adjustable Pin, No. 44, doz.. 34 50

**STRETCHERS, WIRE**
Hercules, doz. ..... $2 60
Sampson, doz. ..... 7 50
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

## SPADES, SHOVELS AND SCOOPS

| | 1st Grade % | 2nd Grade % | 4th Grade % |
|---|---|---|---|
| Plain Back Shovels and Spades.... | 45 and 5 | 45 and 5 | 45 and 5 |
| Draining Tools ..... | 45 and 5 | 45 and 5 | ..... |
| Hollow Back Scoops ..... | 45 and 5 | ..... | 45 and 5 |
| Sand Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Shovels..... | 45 and 5 | ..... | 45 and 5 |
| Hollow Back Coal Shovels ..... | 45 and 5 | ..... | 45 and 5 |
| Riveted Back Scoops ..... | 45 and 5 | 45 and 5 | 45 and 5 |
| Miners' Spring Point Shovels..... | 45 and 5 | ..... | ..... |

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

### BLACK LIST PRICES

| | | | |
|---|---|---|---|
| Plain Back Shovels and Spades.... | $29.00 | $28.00 | $25.00 |
| Draining Tools, No. 2, black..... | 29.00 | 27.50 | .... |
| Hollow Back Scoops, No. 2, black.. | 34.50 | ..... | 32.00 |
| Coal Shovels, Hollow Back, No. 2, black ..... | 32.00 | ..... | 30.00 |
| Sand Shovels, No. 2, black..... | 27.50 | ..... | 24.00 |
| Hollow Back Shovels, No. 2, black.. | 27.50 | ..... | 24.00 |
| Riveted Back Scoops, No. 2, black.. | 37.50 | 35.50 | 34.00 |
| Miners' Spring Point Shovel, No. 2, black ..... | 36.50 | ..... | ..... |

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

**SWEEPERS, CARPET** Bissell's Doz.

| | |
|---|---|
| American Queen, nickeled fittings, Cyco ball bearing | $51 00 |
| Club, jap. Cyco bearing.... | 108 00 |
| Champion, nickeled fittings.. | 43 00 |
| Champion, japanned fittings. | 36 00 |
| Grand, nick., Cyco B.B..... | 64 00 |
| Grand, jap., Cyco B.B..... | 57 00 |
| Grand Rapids, nick., Cyco B.B. ..... | 48 00 |
| Grand Rapids, jap., Cyco B.B. | 41 00 |
| Parlor Queen, nick., Cyco, B.B. ..... | 54 00 |
| Princess, nick., Cyco B.B... | 49 00 |
| Standard, nickeled fittings.. | 44 00 |
| Standard, jap. fittings ..... | 37 00 |

**SWEEPERS, VACUUM** Bissell's Doz.

| | |
|---|---|
| Grand Rapids, nickeled.....$124 00 | |
| Household, japanned ..... | 110 00 |
| Superba, nickeled ..... | 140 00 |

F.O.B. factory, Niagara Falls, Ont.

**SWEEPERS (ELECTRIC)**
Steel frame ..... $36 46
Aluminum frame ..... 43 90
Attachments, set ..... 8 25
F.O.B. Toronto, Hamilton, London.

**TACKS** Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1. 1916 .....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 ..... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

**TINNERS' TRIMMINGS**
See prices under head of Wares

**TOASTERS, ELECTRIC**
Canadian Beauty ..... $4 71
Upright, with rack ..... 6 40

**TOOLS, HARVEST**
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

**TROUGH (EAVE)**
O. G. Square bead and half round:

| Size in girth. | Per 100 ft. | | |
|---|---|---|---|
| 8 in..... | $6 90 | 16 in..... | $12 50 |
| 10 in..... | 7 70 | 18 in..... | 16 00 |
| 12 in..... | 9 10 | List less 10%. | |

F.O.B. Toronto, Oshawa, Ottawa.

**TRAPS (GAME)** Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 ..... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 ..... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

**TRACK BARN DOOR**
Hatch Trolley, per ft..... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. ..... 0 12

**TWINE (COTTON)**
5-lb. sack, 3-ply, lb..... 0 87
Cones, 3-ply, lb ..... 0 83
Do., 4-ply, lb. ..... 0 87½

**WOOD TUBS**
No. 0, per dozen .....$20 80
No. 1, per dozen ..... 18 50
No. 2, per dozen ..... 16 20
No. 3, per dozen ..... 13 85
F.O.B. Newmarket.

**VALVES AND COCKS**
Compression work, standard.... 28
High grade ..... 24
Fuller work, standard..... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 ..... 23
Bath cocks, compression..... 30
Flatway stop and waste cocks, standard ..... 32
Roundway stop and waste cocks, standard ..... 32
Brass steam cocks, standard..Net list
Radiator valves, standard..... 15
Do., removable seat..... 10
Globe, angle and check valves, standard ..... 5-9%
Gate or Straightway.....Net
Jenkins Gate Valve.....10%
Jenkins Globe .....Net
Standard Gate .....Net
F.O.B. Toronto.

**Penberthy Brass Valves**
Compodisk Valves ..... 5-2½%
Gate Valves ..... 15%
Regrinding Valves ..... 5%
Swing Check Valves ..... Net List

**WARES, ETC.**
Britannia, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, plus 10%.
Crescent, 40% and 50%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list. plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list. plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%. Fry pans, 20%.
Pieced Tinware, C.B., list, plus 70%.
Spiders, steel, plus 15%; cast iron, 10%.
Fire Shovels, japanned, list, plus 20%.
Fry pans, steel, 20%.
Steel Sinks, galv'zed, list plus 15%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 25%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Stove Pipe Thimbles, 40%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

**WROUGHT WASHERS**
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

**WEIGHTS, SASH**

| | Tor. | Lon. | Mont. |
|---|---|---|---|
| Section, 1 lb., per 100 lbs..... | $3.75 | $4.00 | $4.00 |
| Section, ½lb., per 100 lbs..... | 3.75 | 4.50 | 4.00 |
| Solid, 3 to 30 lbs., per cwt. ..... | 3.00 | 3.25 | 3.10-3.25 |

**WHEELBARROWS**
Navvy, steel wheel, doz.....$63 00
Garden, steel, doz..... 64 25
Light garden, doz..... 46 80
F.O.B. Montreal, Toronto, London.

**WIRE PRODUCTS**
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

| Cut Hay Wire. | Per 100 lbs. |
|---|---|
| No. 9 ..... | $5 80 |
| No. 10 ..... | 5 90 |
| No. 11 ..... | 5 95 |
| No. 12 ..... | 6 05 |
| No. 13 ..... | 6 15 |
| No. 13½ ..... | 6 20 |
| No. 14 ..... | 6 35 |
| No. 15 ..... | 6 50 |
| No. 16 ..... | 6 65 |

Stovepipe Wire

| | |
|---|---|
| No. 18 ..... | 8 75 |
| No. 19 ..... | 9 25 |

Fine wire, list plus 20%.

Smooth Steel Wire.
Nos. 0-9 gauge, base ..... 5 25

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 13c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging and papering.

**WRENCHES, STILLSON**
6 in., doz.....$12 00
8 in., doz..... 13 50
10 in., doz..... 15 00
14 in., doz..... 21 00
18 in., doz..... 30 00
24 in., doz..... 43 50
36 in., doz..... 81 00

**WRINGERS, CLOTHES**
Domestic, No. 531E .....$120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E..... 111 80
Favorite, No. 512 ..... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 ..... 138 50
Ottawa, No. 331E ..... 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E ..... 100 30
Discounts from above list 30 and 5 per cent.

Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

# TINKER TOM'S TALKS.

*No. 239*

RIGHT HERE, all through 1920, I'll tell you something of interest and profit if you buy or use Galvanized Sheets.

Working together, as we can and should, may it be for all concerned a very

## *HAPPY NEW YEAR!*

Sincerely,
TINKER TOM



# Paints, Oils, Varnishes, Glass, Etc.

**ALABASTINE**
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

**BRONZING LIQUID**
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. ..... 3.50- 7.00
F.o.b. Montreal, Toronto.

| BLUE STONE | Montreal | Toronto |
|---|---|---|
| Per lb. ..... | 11 | 12 |

| COLORS (DRY) | Per lb. |
|---|---|
| Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 11-15 |
| Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... | 08-09½ |
| Do., pure ..... | 15-17 |
| Imp. green, 100-lb. kegs.... | 17-19 |
| Chrome green, pure ..... | 19-35 |
| Chrome yellow ..... | 25-41 |
| Brunswick green, 100-lb. kg. | 10-14½ |
| Indian red, 100-lb. keg... | 15-20 |
| Indian red, No. 1, 100-lb. kg. | 06-17 |
| Lamp black ..... | 23-27 |
| Venetian red, best bright.. | 07-09 |
| Venetian red, No. 1 ..... | 03½-05½ |
| Drop black, pure dry... | 09½-15 |
| Golden ochre, 10-lb. kegs. | 08-12 |
| White ochre, 100-lb. kegs. | 05½-06 |
| White ochre, barrels ..... | 04-04½ |
| Yellow ochre, barrels... | 03½-05½ |
| French ochre, barrels..... | 08-10½ |
| Spruce ochre, 100-lb. kegs.. | 0 07-8 |
| Canadian red oxide, bbls. | 02½-04½ |
| Super magnetic red ..... | 0 05 |
| Vermilion ..... | 0 40 |
| English vermilion ..... | 2 50 |

F.o.b. Montreal, Toronto

| COLORS IN OIL, PURE | |
|---|---|
| 1 lb. tins— | |
| Venetian red ..... | 23-30 |
| Indian red ..... | 30-36 |
| Chrome yellow, pure ..... | 53-55 |
| Golden ochre, pure ..... | 30-32 |
| French spruce ochre, pure. | 25-29 |
| Greens, pure ..... | 28-38 |
| Siennas ..... | 34-36 |
| Umbers ..... | 34-36 |
| Ultramarine blue ..... | 45-50 |
| Prussian blue ..... | 1 00-1 02 |
| Chinese blue ..... | 1 00-1 02 |
| Drop black ..... | 35-37 |
| Ivory black ..... | 0 36 |
| Signwriters' black, pure.... | 38-40 |
| Lampblack ..... | 38-40 |
| Marine black, 5-lb. irons... | 0 20 |

F.o.b. Montreal, Toronto

| ENAMELS (white) | Gal. |
|---|---|
| Duralite .....$7 47½ | |
| B-H "White" Enamel..... | 6 90 |
| C.P.C. Albaglose ..... | 5 75 |
| Mooramel ..... | 7 00 |
| Sunshine, white ..... | 5 10 |
| Jasperlac ..... | 4 15 |

| GLUE | Per lb. |
|---|---|
| Discount— | |
| French medal (prices withdrawn). | |
| English common sheet ..... | 32-34 |
| English prima ..... | 35-38 |
| White pigsfoot ..... | 0 50 |
| Cake bone, 112-lb. bags ..... | 0 35 |
| Hide, 112-lb. bags..... | 0 45 |
| Gelatine, 112-lb. bags ..... | 45-60 |
| Ground glues, 112-lb. bags, No. 1 ..... | 28-30 |
| Ground glue, No. 2, 112-lb. bags ..... | 22-24 |
| Do., No. 2, less than bags. | 0 24 |

| GLASS | Single | Double |
|---|---|---|
| Per 100 ft. | Thick | Thick |
| Under 25 .....$19 90 | | $22 90 |
| 26 to 34 ..... 20 80 | | 24 85 |
| 35 to 40 ..... 21 80 | | 26 40 |
| 41 to 50 ..... 23 50 | | 30 00 |
| 51 to 60 ..... 24 60 | | 30 80 |
| 61 to 70 ..... 26 50 | | 32 70 |
| 71 to 80 ..... 29 70 | | 35 40 |
| 81 to 85 ..... .... | | 45 45 |
| 86 to 90 ..... .... | | 48 85 |
| 91 to 94 ..... .... | | 49 80 |
| 95 to 100 ..... .... | | 58 55 |
| 101 to 105 ..... .... | | 65 35 |
| 106 to 110 ..... .... | | 73 10 |

Discount box glass: Toronto, 20%; London, 20%; Montreal, 15%. Cut size sheet glass, plus 5% to 10%; cash 2%.

| GLASS, PLATE | Sq. ft. | |
|---|---|---|
| Plates from— | Mont. | Tor'to |
| 1 to 15 feet..... .... | | 1 65 |
| 15 to 25 feet..... | 1 95 | 1 85 |
| 25 to 50 feet..... | 2 15 | 1 95 |
| 50 to 75 feet..... | 2 20 | 2 20 |
| 75 to 90 feet..... | 2 25 | 2 20 |

Above prices are net, f.o.b. Toronto, London and Montreal. Freight charges and casing extra.

**GLAZIERS' POINTS**
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

**LEAD, WHITE** (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

| | Montreal | Toronto |
|---|---|---|
| Anchor, Pure .....$17 00 | | $17 35 |
| Crown Diamond, pure | 17 00 | 17 35 |
| Green Seal ..... | 17 00 | 17 35 |
| Ramsay's Pure ..... | 17 00 | 17 35 |
| Moore's Pure ..... | 17 00 | 17 35 |
| Tiger, Pure ..... | 17 00 | 17 35 |
| O.P.W. Dec. Pure... | 17 00 | 17 60 |
| Red Seal ..... | 17 00 | 17 35 |
| O.P.W. English .... | 17 00 | 17 35 |
| Elephant Genuine ... | 17 50 | 17 85 |

B.B. Genuine Lead, less than tons, $19.60, Toronto; $18.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

| LEAD (RED DRY) | | |
|---|---|---|
| Genuine, 560-pound casks, per cwt....$12 50 | | $14 50 |
| Genuine, 100-pound kegs, per cwt..... | 13 50 | 15 50 |
| Less quantity ..... | 14 75 | 17 00 |

F.o.b. Montreal, Toronto.

| | | |
|---|---|---|
| 25s ..... | 0 34½ | .... |
| 10s ..... | 0 35 | .... |
| 5s ..... | 0 36 | .... |
| 2s ..... | .... | .... |
| 1s ..... | 0 39½ | .... |
| ½s ..... | 0 43½ | .... |

F.o.b. Toronto, Montreal, Hamilton and London.

| LITHARGE | |
|---|---|
| Tons or over (cwt.).....$10 75 | |
| Smaller lots (cwt.) ..... | 11 75 |

**MURESCO**
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40.
F.o.b. Toronto.

**LINSEED OIL**
For prices see weekly report.

**PAINTS, PREPARED**
Price per gallon, 1 gallon can basis

| | |
|---|---|
| Elephant, white .....$4 95 | |
| Sanitone, white ..... | 3 60 |
| Sanitone, colors ..... | 3 50 |
| C.P. Co., Pure, white..... | 5 05 |
| C.P. Co., Pure, colors ..... | 4 80 |
| B.-H. English, colors ..... | 4 80 |
| B.-H. English, white ..... | 5 05 |
| B.-H. Fresconette, white..... | 3 60 |
| B.-H. Fresconette, colors..... | 3 50 |
| B.-H. Floor ..... | 4 00 |
| B.-H. Porch Floor ..... | 4 80 |
| Crown Diamond, white ..... | 4 80 |
| Crown Diamond, colors ..... | 4 55 |
| Crown Diamond, floor ..... | 4 00 |
| Crown Diamond, Porch and Gallery Paint, gal. ..... | 4 60 |
| Moore's House Colors, white.. | 5 00 |
| Moore's House Colors, colors.. | 4 80 |
| Moore's Egyptian Paint, white | 4 00 |
| Do., colors ..... | 3 85 |
| Moore's Floor Paint ..... | 3 75 |
| Moore's Sani-Flat ..... | 3 75 |
| Moore's Porch and Deck Paint | 4 90 |
| Jamieson's Crown Anchor ... | 4 55 |
| O.P.W. Canada Brand, white. | 4 80 |
| O.P.W. Canada Brand, colors | 4 50 |
| O.P.W. Canada Brand, floor.. | 4 00 |
| O.P.W. Flat Wall, white..... | 3 60 |
| O.P.W. Flat Wall, colors..... | 3 50 |
| Ramsay's Pure, white ..... | 4 90 |
| Ramsay's Pure, colors ..... | 4 65 |
| Glidden's white ..... | 5 05 |
| Glidden's colors ..... | 4 80 |
| Martin-Senour, 100%, white.. | 5 05 |
| Martin-Senour, 100%, colors.. | 4 80 |
| Martin-Senour, Porch Paint.. | 4 80 |
| Martin-Senour, Neutone, white | 3 60 |
| Martin-Senour, Neutone, colors | 3 50 |
| Senour's Floor Paint..... | 4 00 |
| Sherwin-Williams, white .... | 5 05 |
| Sherwin-Williams, colors .... | 4 80 |
| Sherwin-Williams, floor ..... | 4 00 |
| Sherwin-Williams, porch floor. | 4 80 |
| Flat Tone, white ..... | 3 60 |
| Flat Tone, colors ..... | 3 50 |
| Lowe Bros., H.S., white ..... | 5 05 |
| Lowe Bros., H.S., colors ..... | 4 80 |
| Lowe Bros., hard drying floor. | 4 00 |
| Mellotone, white ..... | 3 75 |
| Mellotone, colors ..... | 3 60 |
| Maple Leaf, white ..... | 5 05 |
| Maple Leaf, colors ..... | 4 80 |
| Maple Leaf, floor ..... | 4 25 |
| Pearcy's Prepared, colors .... | 4 25 |
| Pearcy's Prepared,, white .... | 4 50 |

Barrett's Everjet Products—

| | | |
|---|---|---|
| Elastic Carbon Paint— | | |
| Bbl. lots, per gal. ... | 0 65 | 0 80 |
| ½ bbls., gal. ..... | 0 70 | .... |
| 5s and 10s, gal..... | 0 80 | 0 95 |
| 1s (per case of 1 doz.) | 9 50 | 10 55 |
| Everjet Quick-drying Metal Paint, bbls., gal. ..... | | 0 70 |
| ½ bbls., gal. ..... | | 0 75 |
| 5s and 10s, gal..... | | 0 85 |
| Case (12 1's) ..... | | 10 50 |
| Everjet Black Enamel— | | |
| Crates of 2 doz., 8-oz., doz.. | | 1 35 |
| Crates of 6 doz., 8-oz., doz... | | 1 25 |
| Crates of 12 doz., 8-oz., doz. | | 1 20 |
| Crates of 2 doz., 16-oz., doz. | | 2 25 |
| Crates of 6 doz., 16-oz., doz. | | 2 10 |
| 1-gal. cans, gallon..... | | 1 10 |
| 5 and 10 gal cans, gal..... | | 1 00 |
| Barrels and ½ bbls., gal.... | | 0 90 |
| Carbosota Liquid— | | |
| Barrels ..... | | 0 55 |
| Half barrels ..... | | 0 60 |
| 5s and 10s, gal. ..... | | 0 70 |
| 1s (case 12 gallons) case... | | 8 75 |
| Shingle Varnish ..... | | 8 75 |

F.o.b. Montreal, Toronto.

| PARIS GREEN | Per lb. |
|---|---|
| In barrels, about 600 lbs... | .... |
| In kegs, about 250 lbs..... | .... |
| In 50 lb. and 100 lb. drums | .... |
| In 25 lb. drums ..... | .... |
| In 1 lb. packets, 100 lbs. in case ..... | .... |
| In ½ lb. packets, 100 lbs. in case ..... | .... |

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

| PITCH | |
|---|---|
| Cwt. ..... | 1 20 |

| PUTTY | Montreal | Toronto |
|---|---|---|
| Standard | Less than tons | |
| Bulk, in casks ..... | $5 60 | $5 95 |
| Bulk, 100-lb. drums.. | 6 45 | 6 80 |
| Bulk, 25-lb. drums.. | 6 70 | 7 05 |
| Bulk, 12½-lb. irons.. | 6 95 | 7 30 |
| Bladder, in bbls..... | 7 35 | 7 70 |

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c: Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

| ROSIN | |
|---|---|
| Barrels, 100 lbs. .....$11 50 | |
| Less, per lb. ..... | 0 14 |

| SHELLAC | Pure white | Pure orange |
|---|---|---|
| Gal. jugs..$6 25-$7 80 | $6 00-$7 05 | |
| Shellac gum— | Per pound | |
| TN ..... | 1 50 | 2 00 |
| Finest orange..... | 1 75 | 2 25 |
| Bone dry white ..... | 2 00 | 2 50 |

F.O.B. Toronto, London, Montreal.

| PAINT AND VARNISH REMOVER | |
|---|---|
| Taxite, 1 gal. cans ..... | $3 30 |
| B.H. Vanisher .. ..... | 3 00 |
| Cumoff ..... | 3 60 |
| Takoff ..... | 3 60 |
| O.P.W. Presto ... ..... | 2 75 |
| Lingerwett ..... | 3 24 |
| Solvo ..... | 3 00 |

F.o.b. Montreal, Toronto.

| VARNISHES | Per gal. cans |
|---|---|
| Stove pipe, ½ pts.— | Per doz. |
| B.H. ..... | $1 40 |
| O.P.W. ..... | 1 50 |
| Anchor ..... | 1 40 |
| No. 1 Furniture, extra, barrels, $1.80-$1.90 gal.; gal tins, $1.57-$2-15. | |
| Depend-on, list ..... | 4 60 |
| B.-H. Maritime Spar, list.... | 9 25 |
| Everlastic, Depend-on and Maritime Spar subject to discount of 40%. | |
| Elastilite ..... | 3 50 |
| Granitine Floor Finish ..... | 4 00 |
| Hydrox Spar ..... | 4 15 |
| C.P.C. Sun Varnish..... | 3 83 |
| C.P.C. Sun Spar..... | 5 13 |
| C.P.C. Sun Waterproof Floor | 3 90 |
| Jasperite Interior and Exterior ..... | 3 50 |
| Jasperite Pale Hard Oil .... | 2 50 |
| Jasperite Indestructo Floor Varnish ..... | 3 50 |
| Jamieson's Copaline ..... | 3 75 |
| M-S Marble-Ite Floor ..... | 3 91 |
| M-S Wood-Var ..... | 3 91 |
| M-S Durable Spar ..... | 5 11 |
| M-S Finest Interior ..... | 4 36 |
| Elastic Interior ..... | 3 14 |
| Mar-not ..... | 3 90 |
| Quick Action House ..... | 2 65 |
| Rexspar ..... | 5 14 |
| Scar-Not ..... | 3 84 |
| Kyanize Spar ..... | 4 94 |
| Kyanize Cabinet Rubbing .. | 3 84 |
| Kyanize Interior ..... | 3 84 |
| Luxeberry light ..... | 4 72 |
| Luxeberry granite ..... | 4 90 |
| Luxeberry spar ..... | 5 62 |
| Ramsay's Universal ..... | 3 68 |
| Ramsay's 7-20 ..... | 2 75 |
| Ramsay's Agate Floor ..... | 3 95 |
| Ramsay's 400 Hard Oil ...3 | 12½ |
| Crown Diamond Floor ..... | 3 60 |

F.o.b. Montreal, Toronto.

| WATER PAINTS | |
|---|---|
| Opalite, 300 lb. bbls. ..... | 0 13½ |
| Opalite, 100 lb. kegs ..... | 0 14 |
| 1 gal. packages, per pkg... | 0 75 |
| ½ gal. package, per pkg.... | 0 40 |
| Coralite, 5-lb. pkgs., white. | 3 40 |
| Coralite, 5-lb. pkgs., colors. | 3 40 |
| B.H. Frescota, 5-lb. pkge., white ..... | 7 80 |
| B.H. Frescota, 5-lb. pkge., colors ..... | 3 40 |
| Perfecto Wall finish, white, 5-lb. pkge., lb. ..... | 0 07½ |
| Tints, 5-lb. pkge., lb. .... | 0 08 |

F.o.b. Montreal, Toronto.

| WASTE | |
|---|---|
| Cream, Polishing ..... | $0 21 |

| WHITE | | | |
|---|---|---|---|
| XXX ... | 0 18 | XXX ... | 0 19 |
| XX ..... | 0 16¾ | XX, gra'd | 0 17¾ |
| X ..... | 0 15¾ | XLCR .. | 0 16½ |
| XC ..... | 0 13½ | X Empire | 0 15¼ |
| Japanese | 0 13 | X Press. | 0 14 |

| COLORED | | | |
|---|---|---|---|
| No. 5 ... | 0 13¾ | Fancy .. | 0 15 |
| No. 1 ... | 0 12¾ | Lion .... | 0 13½ |
| No. 7 ... | 0 11¾ | Standard. | 0 12 |
| No. 1A . | 0 10¾ | Popular.. | 0 10½ |
| No. 1B . | 0 09¾ | Keeu ... | 0 09 |

Above lines subject to trade discount for quantity.

| WAX | Per lb |
|---|---|
| B.H. Wax ..... | 0 45 |
| Berry Bros. ..... | 0 70 |
| Imperial Floor Wax ..... | 0 40 |
| Anchor ..... | 0 33 |
| O.P.W. Lion Brand ..... | 0 45 |
| Old English ..... | 0 64-0 66 |
| Johnson's ..... | 0 64-0 66 |
| Jamieson's liquid wax, gal. ... | 2 75 |
| Gold Medal .... ... ..... | 0 42 |
| Ramsay's .... ... ..... | 0 45 |
| Sherwin-Williams ..... | 0 54 |
| Crown Diamond .. ..... | 0 45 |

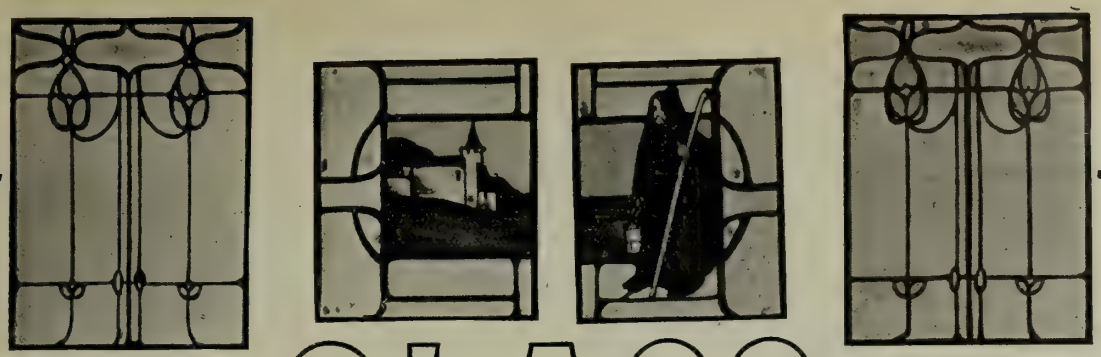
F.o.b. Montreal and Toronto.

| WHITING | |
|---|---|
| Plain, in bbls. .....$2 34 | |

F.o.b. Montreal, Toronto, London.

| Gilders, bolted, in bbls.....$3 00 | |
|---|---|
| WOOD ALCOHOL | Per gal. |
| In five gallons ..... | 1 25 |
| In barrels ..... | 2 15 |

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



# GLASS

**Now is the Time to Sort up on**

## WINDOW GLASS

### ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

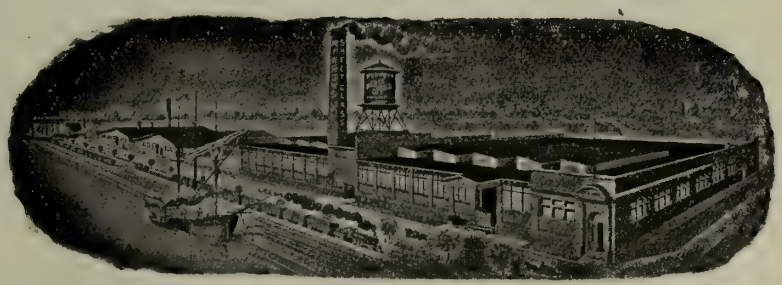
**HOBBS MANUFACTURING COMPANY, LIMITED**

MONTREAL TORONTO LONDON WINNIPEG

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**S**

**BRAND WINDOW GLASS**



**GLASS BENDERS TO THE TRADE**

**THE TORONTO PLATE GLASS IMPORTING CO., LIMITED**

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

---

# CARTER'S

**A Display of Carter's Genuine Red Lead will prove two things**

Its Saleability and its Profit Making Qualities.

Painters find Carter's Genuine Dry Red Lead a pure, uniform and economical paint and preservative for metal-work, steam pipes, etc.

Made from the highest grade of Canadian Pig Lead, highly oxidized and ground very fine. Used with pure Linseed Oil it is very easily applied and his unusual Covering Capacity.

Every sale means a satisfied customer, a good profit and a sure "repeat."

We also make Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

May we send you prices and particulars?

**The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal**

# Winnipeg Hardware Quotations

### AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

### ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

### AXES

| | | |
|---|---|---|
| Single Bit | $15 50 | $16 00 |
| Double Bit | | 21 50 |
| Broad Axes | | 55 00 |

### AUGER BITS

Standard List Prices per Dozen

| | | | |
|---|---|---|---|
| 3/16 | $6 00 | 18/16 | $12 00 |
| 4 | 5 00 | 19 | 14 00 |
| 5 | 5 00 | 20 | 14 00 |
| 6 | 5 00 | 21 | 16 00 |
| 7 | 5 00 | 22 | 16 00 |
| 8 | 5 00 | 23 | 18 00 |
| 9 | 6 00 | 24 | 18 00 |
| 10 | 6 00 | 35 | 21 00 |
| 11 | 7 00 | 26 | 21 00 |
| 12 | 7 00 | 27 | 24 00 |
| 13 | 8 25 | 28 | 24 00 |
| 14 | 8 25 | 29 | 27 00 |
| 15 | 9 50 | 30 | 27 00 |
| 16 | 9 50 | 31 | 30 00 |
| 17 | 12 00 | 32 | 30 00 |

Discounts from standard list prices

| | |
|---|---|
| Irwin | 10% |
| Gilmour | 45% |

### BARS, CROW. $10.50 per 100 lbs.

### BAR IRON

Bar Iron — $4.75 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

### BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

### BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

### BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 15%; machine set screws, 40%; plough bolts, 10%; stove bolts, 60%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

### BORAX. Borax, per lb., 14c.

### BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

| | Per pr. |
|---|---|
| 2½ x 2½ in. | 42 |
| 3 x 3 in. | 44 |
| 3½ x 3½ in. | 46 |
| 4 x 4 in. | 57 |
| 4½ x 4½ in. | 84 |
| 5 x 5 in. | 104 |

Wrought Steel—

| | |
|---|---|
| No. 800 | 20% on list |
| No. 804 | Net list |
| No. 838 | 5% on list |
| No. 840 | 15% on list |

### CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $9.75. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 47½%.

### CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

### CLEVISES, MALL. 15c per lb.

### CLOCKS—Alarm

| | Each |
|---|---|
| Big Ben | $3 35 |
| Baby Ben | 3 35 |
| America | 1 50 |
| Lookout | 1 00 |
| Sleepmeter | 2 00 |

### COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

### CORD SASH

Coils or Hanks

8, 9, 10 ..... 84c lb.

### DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

### EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

### ENAMELWARE

See Wares.

### FILES

| | |
|---|---|
| Globe | Discount 50% |
| Nicholson Gen. | Discount 25% |

### FITTINGS—Malleable.

| | |
|---|---|
| Class A | 60% |
| Class B and C, off new list | 60-10% |
| Bushings | 10% |
| Unions | 30% |
| Nipples 4" and under | 70% |

### FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

### GALVANIZED WARE

See Wares.

### GLASS, WINDOW

| | Single | Double |
|---|---|---|
| Up to 25 in. | $13 95 | $19 80 |
| 26 to 40 | 14 85 | 19 80 |
| 41 to 50 | 17 55 | 22 50 |
| 51 to 60 | 18 45 | 22 95 |
| 61 to 70 | 19 35 | 24 30 |

### GLASS (Plate)

Net list.

### GLOBES—LANTERN

| | Doz. |
|---|---|
| Short Pattern | $1 15 |
| Cold Blast, regular | 1 15 |

### GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

### HARVEST TOOLS. 17½%.

### HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

### HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

### IRON, GALVANIZED

| | Apollo and "Fleur Premier de Lis" |
|---|---|
| 10¾ oz. or 28 Eng. | $10 50 |
| 28 Am. or 26 Eng. | 10 30 |
| 26 Am. or 26 Eng. | 9 80 |
| 24 | 9 65 |
| 22 | 9 65 |
| 18 and 20 | 9 50 |
| 16 | 9 35 |

### IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

| | |
|---|---|
| Mrs. Pott's No. 55, set | $2 00 |
| Mrs. Pott's No. 50, set | 2 15 |

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

### JACKSCREWS

10% off list.

### KNIVES—HAY

| | |
|---|---|
| Heath's | $13 25 |
| Lightning | 13 25 |

### LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

### LANTERNS

| | |
|---|---|
| No. 2, plain | $13 00 |
| No. 25, Dash-board | 17 50 |
| Short Globe, doz. | 13 00 |

### LEAD PIPE, $12.06.

### LEAD WASTE, $12.96.

### LATCHES—THUMB, STEEL

| | Doz. |
|---|---|
| 2 | $2 05 |
| 3 | 2 90 |
| 4 | .... |
| Barn Door | |
| 5 | 3 00 |
| 8 | 3 43 |
| 9 | 4 88 |

### LINSEED OIL

See weekly report.

### MACHINES—WASHING

| | Each |
|---|---|
| Dowswell | .... |
| New Century B | .... |
| New Idea | .... |
| Snowball | .... |

Prices on application.

### MATTOCKS

Pick, $13.75; cutter, $13.75.

### MOPS

| | Doz. |
|---|---|
| O-Cedar Polish, No. 1 | $12 60 |
| O-Cedar Polish, No. 3 | 12 60 |
| Self-Wringing | 5 75 |

### MOWERS—LAWN

| | 14 in. | 16 in. |
|---|---|---|
| Woodyatt | $ 8 50 | $ 9 00 |
| Empress | 11 00 | 11 50 |
| Daisy | 6 00 | ..... |
| Star | 7 50 | 8 00 |

### NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $7.05.

### NETTING—POULTRY

Net Prices per Roll.

| | |
|---|---|
| 1 in. mesh x 24 in. | $6 65 |
| 30 in. | 8 08 |
| 36 in. | 9 50 |

### NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

### OAKUM

| | |
|---|---|
| Clipper, spun, per 100 lb. | $24.00 |
| Clipper, unspun, per 100 lbs. | 22.50 |
| Plumbers, per 100 lbs. | 12 00 |

### OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

### PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

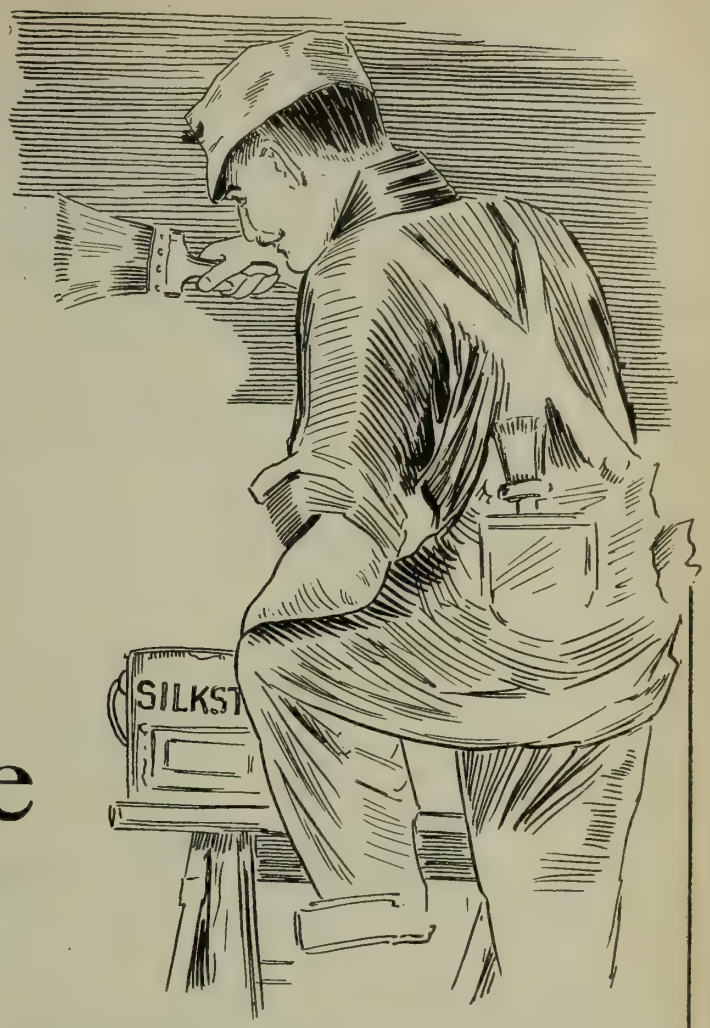
### PAPER, BUILDING

| | Dry Fibre | Tarred |
|---|---|---|
| Joliette | $0 90 | $1 20 |
| Builders' Special | 1 10 | 1 20 |
| Cyclone | 1 10 | 1 20 |
| Navy | 1 25 | 1 45 |
| Triumph | 1 35 | 1 50 |

### POLISH

| | Doz. |
|---|---|
| O-Cedar— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 10 00 |
| ½ gal. | 16 00 |
| 1 gal. | 24 00 |
| Liquid Veneer— | |
| 4 oz. | $ 2 00 |
| 12 oz. | 4 00 |
| 1 quart | 8 40 |
| ½ gal. | 14 40 |
| Bon Ton— | |
| ¼ pints | 1 35 |
| ½ pints | 2 10 |
| Pints | 3 25 |
| Quarts | 5 10 |
| ½ gal. | 9 00 |
| Gal. | 15 00 |

# Economy Is a Great Sales Force




# SILKSTONE

(REGISTERED TRADE MARK)

## FLAT WALL COLOURS

**The Economic Appeal** is a powerful force in business to-day. Economy for your customer can also mean good profits for you—no salesman needs argument on that. It may mean larger profits on each sale, or more turnovers per year; what you as a business man want is a constant flow of money with a profit in it to your cash register. Silkstone Flat Wall Colours fill this want exactly. Cheaper than wall paper, more sanitary and longer lasting, it can be washed often and never rubs off.

Silkstone gives a beautiful, soft, silky finish. The economy of Silkstone appeals forcibly to all.

**There is something ahead for you; write for our agency proposition.**

## G. F. STEPHENS & CO., LIMITED

*PAINT AND VARNISH MAKERS*

WINNIPEG AND CALGARY

# Winnipeg Hardware Quotations—Continued

**PIPE, WROUGHT IRON**

| Per 100 ft. | Black. | Galv. |
|---|---|---|
| ¼ inch | $ 5 13 | $ 7 47 |
| ⅜ inch | 5 27 | 7 61 |
| ½ inch | 7 02 | 8 73 |
| ¾ inch | 8 82 | 11 12 |
| 1 inch | 13 05 | 16 43 |
| 1¼ inch | 17 64 | 22 23 |
| 1½ inch | 21 06 | 26 55 |
| 2 inch | 28 35 | 35 78 |
| 2½ inch | 45 99 | 58 01 |
| 3 inch | 60 12 | 75 87 |
| 3½ inch | 76 50 | 96 30 |
| 4 inch | 90 68 | 113 40 |
| 4½ inch | 102 60 | 130 50 |
| 5 inch | 119 70 | 152 10 |
| 6 inch | 155 70 | 197 10 |

**PLASTER**, Paris, per bbl., $5.25.

**PLATES, CANADA**

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

**PUTTY**

| | |
|---|---|
| 100-lb. irons | $7 20 |
| 25-lb. irons, per cwt. | 7 80 |
| 1½-lb. tins | 14½ |

**RIVETS AND BURRS**

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

| ROOFING | 1 ply | 2 ply | 3 ply |
|---|---|---|---|
| Klingon | $2 20 | $2 65 | $3 10 |
| Winner | 2 30 | 2 80 | 3 30 |
| Comfort | 2 45 | 3 00 | 3 60 |
| Induroid | 2 80 | 3 60 | 4 20 |

**ROPE**

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

**SANDPAPER**

| Star— | Quire. | Ream. |
|---|---|---|
| 00, 0 | $0 33 | $6 05 |
| ½ | 0 36 | 6 50 |
| 1 | 0 40 | 7 30 |
| 1½ | 0 45 | 8 25 |
| 2 | 0 52 | 9 30 |
| 2½ | 0 58 | 10 50 |
| 3 | 0 66 | 11 90 |

B. & A.—

| | | |
|---|---|---|
| 00, 0 | $0 38 | $6 75 |
| ½ | 0 40 | 7 15 |
| 1 | 0 45 | 8 10 |
| 1½ | 0 49 | 9 45 |
| 2 | 0 54 | 10 90 |
| 2½ | 0 70 | 12 50 |
| 3 | 0 80 | 14 30 |

**SASH BALANCES** (Caldwell).

20% on list.

**SAWS, BUCK**

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

**SCREWS**

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

| SCYTHES— | Doz. |
|---|---|
| Bramble | $..... |
| Bush | 16 25 |
| Excelsior | ..... |
| Cast | 15 75 |

**SNATHS—**

| | |
|---|---|
| No. 2 loop | 13 25 |
| Bush | 15 00 |

**SWEEPERS, CARPET—**

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

**SWEEPERS, VACUUM—** Doz.

Grand Rapids, nickeled ....$127 20
Household, japannel .....
Superba, nickeled .....
F.O.B. Jobbers' Warehouses, Winnipeg.

**STEEL SHEETS, BLACK**

| | |
|---|---|
| 10 gauge | $7 30 |
| 12 gauge | 7 35 |
| 14 gauge | 7 40 |
| 16 gauge | 7 50 |
| 18-20 gauge | 8 10 |
| 22-24 gauge | 8 15 |
| 26 gauge | 8 20 |
| 28 gauge | 8 30 |

**SHOVELS AND SPADES—**

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

**SOLDER.** Per pound, 37 to 38c.

**SPIKES, BOAT**

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

**STAPLES**

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $.... Fort William, $.... Winnipeg.

**STEEL**

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.00 base; other sizes, $5.00 base. Band steel, $5.50 base.

**STEEL HOOPS**

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

**STEEL SQUARES**

10% on list.

**TACKS.** Carpet, 65% list.

**TIES.** Cow, ....

**TIN AND TERNE PLATE—**

| | |
|---|---|
| 20 x 28 I.C. box | $23 50 |
| 20 x 33 I.X. box | 32 90 |
| 20 x 33 I.C. box | 28 00 |
| 20 x 33 I.X. box | 32 90 |
| Terne plates | 24 00 |

**TRAPS, GAME—** Doz.

| | Victor | H.& N. | Jump |
|---|---|---|---|
| No. 0 | $1 95 | $.... | $.... |
| No. 1 | 2 30 | 3 60 | 3 10 |
| No. 1½ | 3 45 | 7 80 | 4 55 |
| No. 2 | 4 80 | 11 55 | 6 70 |
| No. 3 | 6 75 | 15 40 | 8 90 |

**TUBS—**

| | Wood | Fibre |
|---|---|---|
| No. 0 | $21 35 | $26 40 |
| No. 1 | 18 80 | 22 65 |
| No. 2 | 16 40 | 18 80 |
| No. 3 | 14 00 | 15 95 |

**TURPENTINE**
See weekly report.

| TWINE (WRAPPING) | Lb. |
|---|---|
| Cotton, 3-ply, cones | $0 86 |
| Cotton, 3-ply, balls | 0 90 |
| Cotton, 4-ply, cones | 0 90 |
| Cotton, 4-ply, balls | 0 95 |

**VARNISHES—**

| | |
|---|---|
| Stephens' Luminette, gal. | $3 50 |
| Stephens' Exalite, gal. | 4 25 |

**WARES, ETC.—**

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

**WASHERS—**

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

**WASTE**

| | |
|---|---|
| Cream, Polishing | $0 22 |

**WHITE**

| | |
|---|---|
| XXX Extra | $0 21 |
| XX, grand | 0 19¾ |
| XLCR | 0 18½ |
| X Empire | 0 17¼ |
| X Press | 0 16 |

**COLORED**

| | |
|---|---|
| Fancy | 0 17 |
| Lion | 0 15½ |
| Standard | 0 14 |
| Popular | 0 12½ |
| Keen | 0 11 |

..Above lines subject to trade discount for quantity.

**WHITE LEAD**

Decorators' pure, ton lots, $18.25.

**WIRE, BARB**

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.20; No. 12, $6.35; coil spring, plain, Winnipeg, No. 9, $6.25; No. 12, $6.40.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

**WIRE, PLAIN**

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 90c.

**WIRE, ANNEALED**

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

**WRENCHES (NUT)**

| Agricultural— | Doz. |
|---|---|
| 6 inch | $6 00 |
| 8 inch | 7 20 |
| 10 inch | 8 40 |
| 12 inch | 10 80 |
| 15 inch | 14 40 |
| Perfect Handle— | |
| 6 inch | 15 00 |
| 8 inch | 17 50 |
| 10 inch | ..... |
| 12 inch | ..... |
| 15 inch | ..... |
| 18 inch | ..... |

**WRENCHES (PIPE)**

| Stillson— | Each |
|---|---|
| 6 inch | $1 05 |
| 8 inch | 1 18 |
| 10 inch | 1 31 |
| 14 inch | 1 84 |
| 18 inch | 2 62 |
| 24 inch | 3 81 |
| 36 inch | 7 09 |
| Trimo— | |
| 10 inch | $1 56 |
| 14 inch | 2 19 |
| 18 inch | 3 13 |
| 24 inch | 4 53 |

| Always Ready— | Dozen. Black. | N.P. |
|---|---|---|
| No. 1 | $4 20 | $4 50 |
| No. 2 | 5 75 | 6 00 |

**WRINGERS**

Eze, $62.55 per dozen. Reliance.

**1869** **1919**

# Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

*The Trademark of Largest Wholesale* *Behind Canada's Hardware House*

Ashdowns have grown to be the largest Wholesale Hardware Dealers in Canada. There must be a reason.

Early in the history of the West we realized that the Hardware Dealer of the Western provinces had problems to contend with not met with elsewhere.

His problems have been ours, too. We know his needs, and with our warehouses situated in **Winnipeg, Saskatoon and Calgary** as to be handy to any Western dealer, we are in a position to-day to render him a very valuable service.

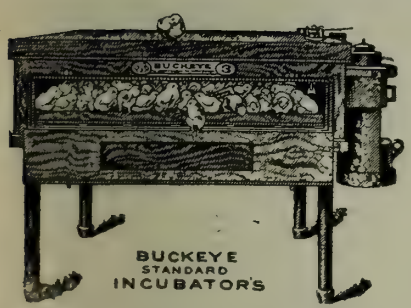
Courteous treatment, quick service and quality in the lines we sell has ever been our aim.

The fact that we are sole distributors for some of the most famous Hardware lines bespeaks something of the confidence manufacturers are putting in us.

Here is one of them—

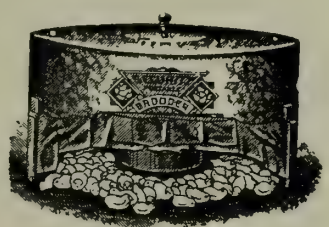
## Buckeye Incubators and Brooders

Buckeye Incubators are unquestionably the most successful hatching devices that have ever been placed on the market. Each and every machine is sold under an **absolute guarantee** to hatch more chicks than any other incubator manufactured.




Buckeye Incubators made in seven capacities. 65, 120, 175, 200, 250, 350 and 600 eggs.

The Buckeye Incubators and Brooders need no introduction to the trade. They are unquestionably the most dependable and most widely advertised lines on the market. We consider ourselves most fortunate in securing these machines for our trade.




The Buckeye Oil Burning Brooders are simple in construction and the most inexperienced person can operate them with absolutely satisfactory results.




The Buckeye Coal Burning Brooder grows three chicks where one grew before and saves one-half the expense and nine-tenths of the trouble.

There is nothing to know about incubators in order to sell them. We furnish complete operating instructions with each incubator, and guarantee results.

SEND US AN ORDER NOW FOR A SAMPLE TO PUT ON YOUR FLOOR TO ENABLE YOU TO INTRODUCE THE LINE TO YOUR CUSTOMERS FOR THE COMING SPRING'S BUSINESS.

## The J. H. Ashdown Hardware Co., Limited

**Calgary** **Winnipeg** **Saskatoon**

MADE IN CANADA

# BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

**Special Cylinder Oil for Steam Engines**

**Harness Oil. Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.




**PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG**




## EUREKA Tough and strong as Gauge Glass can be made

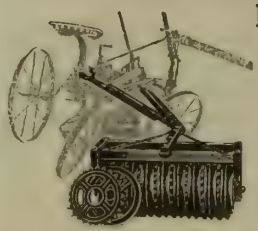
There is only one best and that is the "Eureka" manufactured by Joseph Torney & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

**Moncrieff and Endress, Limited**
GALT BUILDING, WINNIPEG

## Plow Attached Packers and Harrows

**WE MAKE THE BEST LARGE PACKERS SOLD**



MULCHER

LEADERS IN OUR LINES

*Write for Price List and Catalog*



PLOW HARROW

Surface and subsoil also supplied when called for.

**CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG**

MEHASCO

## Blackhawk Socket Wrenches



Made in Parker Rust Proof Finish. A complete line used by the Auto Motive Trade in general.

In addition to full line of Socket Sets we have in stock very attractive Dealers' Display Boards in nicely blending colors. The No. 400 Board is a special Ford Set of tools peculiar to the Ford users. The No. 600 Board has an assortment of one hundred Speeders; and the 360 Board has an assortment of one hundred and eighty Tee and Offset Wrenches of use on all the different cars.

Every Wrench guaranteed

**Merchants Hardware Specialties, Limited**
Calgary

## To The Trade

Reed & Coombs (successors to Copp Stove Co.)
**Empire Ave., Fort William, Ont.**

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

## "Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

**The Brett Mfg., Co., Limited**
**Winnipeg, Man.**

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

# Brushes Built for Real Service

## Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

**PAINT BRUSHES**

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover—**anything**—and yet retain their usefulness.

**There is nothing known that will cause the bristles to come out.**

The composition used in Simms brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

***Our other products are also of the same high quality***

| | | |
|---|---|---|
| Brooms | Shoe Brushes | Lather Brushes |
| Whisk Brooms | Stove Brushes | Scrubbing Brushes |

**Order from our nearest branch.**

## T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office: ST. JOHN, N.B. MONTREAL LONDON TORONTO

# The Paint Man's Best Friends

BOWSER ESTABLISHED 1885

## Paint Oil Storage Outfits

They prevent evaporation and gumming; leakage and spillage. Keep the oils pure and clean; keep the oil room clean and free from fire hazard.

Measure oils accurately, quickly, without loss and in a clean satisfactory manner.

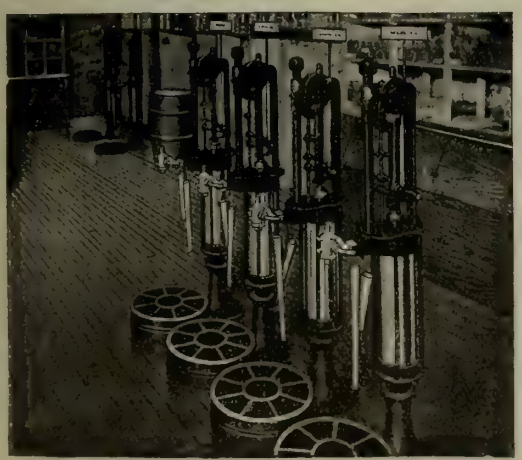


Fig. 115 Pumps on Sales Floor. Tanks anywhere in basement.

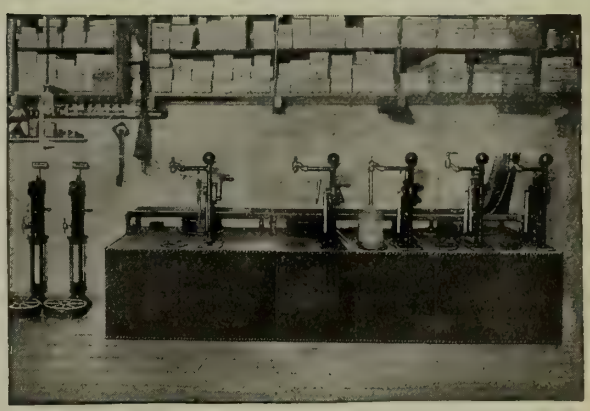


Fig. 109 First Floor Outfits.

May be installed where most convenient: require but little floor space.

BOWSER Storage Is: **Systematic—Clean—Saving Sanitary—Practical—Safe**

It makes the handling of paint oil a pleasure and profit instead of a burden and loss.

## S. F. BOWSER COMPANY, Limited

**66-68 Frazer Avenue,**
**TORONTO, ONTARIO, CANADA**

**Sales Offices In All Centers** **Representatives Everywhere**

# THE BUYERS' GUIDE

*If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.*

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Air Cocks**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Agricultural Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Alabastine**
The Alabastine Co., Paris, Ont.

**Aluminum**
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

**Aluminum Ware**
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

**Ammonia**
The Engineers' Supply Co., Winnipeg, Man.

**Ammunition**
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Anchor Bolts**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Arbors**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Arms**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Art Glass**
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

**Asbestos**
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

**Arms, Small**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Asbestos Pipe Specialties**
Canadian Asbestos Co., Montreal, Que.

**Asbestos Pipe Coverings**
Canadian Asbestos Co., Montreal, Que.

**Ash Pit Doors**
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

**Ash Sifters**
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

**Auto Accessories, Equipment and Supplies (Jobbers)**
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

**Auto Accessories, Equipment and Supplies (Manufacturers)**
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Automatic Screw Machine Products**
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

**Automobile Hoods (Ford)**
Burrowes Mfg. Co., Toronto.

**Automobile Parts**
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Automobile Parts, Ford, Overland, Buick**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Automobile Signals**
Northern Electric Co., Ltd., Montreal.

**Automobile Specialties**
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

**Awnings**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

**Awls, Sewing**
C. A. Myers Co., Chicago, Ill.

**Axes**
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Axles**
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Axles, Car**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Babbitt Metal**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

**Barb Wire**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Bars and Racks, Clothes**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Barrel Covers**
E. B. Eddy Co., Hull, Que.

**Barrels, Steel**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Batteries, Dry**
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Batteries, Flashlight**
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

**Baths, Enamelled and Copper**
Canada Metal Co., Toronto.

**Bath Room Fixtures**
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Bends, Brass, Iron and Lead**
Jas. Morrison Brass Mfg. Co., Toronto.

**Bibbs, Basin and Bath Cocks, Compression**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

**Bibbs, Basin and Bath Cocks, Fuller**
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

**Brake Lining**
Thermoid Rubber Co., Trenton, N.J.

**Brass Goods**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

**Brass, Sheets and Rods**
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Belting, Transmission, Elevator and Conveyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Belting, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

**Belting, Cotton**
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

**Billet, Blooms and Slabs**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.

**Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

**Blankets, Horse**
J. J. Turner & Co., Peterboro, Ont.

**Boilers**
The Gurney Foundry Co., Ltd., Toronto.

**Boats**
Peterboro Canoe Co., Ltd., Peterboro, Ont.

**Bolts and Nuts**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

**Balts, Cant Hook and Peavy**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Eye**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Bolts, Hanger Screw**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Bolts, Railway**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Boring Bars**
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

**Boxes, Tin**
A. R. Whittall Can Co., Ltd., Montreal.

**Boots, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Boot Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.

**Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Bale Ties**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

# THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

**Baskets**
Walter Woods & Co., Hamilton.

**Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

**Barrels, Steel**
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Balers, Steel**
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

**Bit, Braces**
Caverhill, Learmont & Co., Montreal.

**Bits, Auger**
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Bearings**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Black Sheets**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

**Braces**
Vaughn & Bushnell, Chicago, Ill.

**Brake Shoes for Ford Cars, Lined and Unlined**
Adamson Mfg. Co., Hamilton, Ont.

**Boilers, Range**
The Canadian John Wood Mfg. Co., Ltd., Toronto.

**Boot Blacking**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Box Strapping**
The Stanley Works, New Britain, Conn.

**Blasting Supplies**
Dupont Powder Co., Wilmington, Del.

**Building Papers**
Alex. McArthur & Co., Montreal Que.

**Butter Tubs (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

**Butter Workers**
Beatty Bros., Ltr., Fergus, Ont.

**Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

**Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

**Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

**Brushes and Brooms Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

**Bits, Auger**
Caverhill, Learmont & Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

**Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.

**Bicycles**
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

**Bicycle Parts**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Birch Seats**
Canadian Veneering Co., Montreal, Que.

**Brake Lining**
Northern Electric Co., Ltd., Montreal.

**Brooms**
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

**Brushes, Shaving, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Scrub, Shoe and Stove, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, Floor, Manufacturers**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brushes, General, Manufacturers**
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

**Brake Lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Buckles, Harness and Trunks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

**Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Cabinet Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.

**Canoes and Boats**
Peterborough Canoe Co., Lt., Peterborough, Ont.

**Calks, Boot**
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Calipers and Dividers**
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Caliper Gauges**
Williams & Co., J. H. Brooklyn, N.Y.

**Camp Furniture and Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Cans, Milk**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Paint**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Cans, Oil**
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

**Caps for Hubs**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Carriage Hardware**
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Carriage Top Materials**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Carbon Reducers**
Evans & Co., Ltd., Montreal, Que.

**Carbon Removers**
Evans & Co., Ltd., Montreal, Que.

**Cartridges**
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

**Castings, Brass, Bronze and Aluminum**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cash Registers**
The National Cash Register Co. of Canada, Ltd., Toronto.

**Casters**
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

**Castor Oil**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Carpet Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

**Carriage Castings**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Casseroles**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Catches, Screen Door**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

**Cable Carriers**
Gipe-Hazard Store Service Co., Toronto.

**Cellar Drainers**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Cement, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Cement, Metallic**
The Dominion Metal Co., Ltd., Sherbrooke, Que.

**Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

**Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Centre Keys or Drifts**
Whitman & Barnes Mfg. Co., St. Catharines.

**Chains, Cut-Link**
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

**Chains (Tire)**
Northern Electric Co., Ltd., Montreal.

**Chain Pipe Wrenches**
J. H. Williams & Co., Brooklyn, N.Y.

**Chair Seats**
Canadian Veneering Co., Acton Vale, Que.

**Chairs for Automobile, Camp and Boat**
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

**Chamois Skins**
Evans & Co., Ltd., Montreal, Que.

**Choppers, Ice**
L. & I. J. White Co., Buffalo, N.Y.

**Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Check Protectors**
W. G. Patrick & Co., Ltd., Toronto.

**Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.

**Chemical Closets**
Wakyte Mfg. Co., Winnipeg, Man.

**Chemical Specialties**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

**Choppers, Food**
Landers, Frary & Clark, New Britain, Conn.

**Choppers, Ice**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Chucks**
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

**Chucks, Tap**
Wells Bros. of Canada, Galt.

**Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

**Clamps "C"**
J. H. Williams & Co., Brooklyn, N.Y.

**Clamps, Mitre and Saw**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Clothes Bars and Racks**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Clothes Racks**
Walter Woods & Co., Hamilton.

**Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

**Cleaners, Wall**
The Satinette Products Mfg. Co., Toronto.

**Climbers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Cleavers**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Clippers**
Chicago Flexible Shaft Co., Chicago, Ill.

**Closet Seats**
Can Foundries & Forgings, Ltd., Brockville, Ont.

**Clothes Dryers**
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

**Clothes Lines**
The Coleman Fare Box Co., Ltd., Toronto.

**Clothes Line (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Clothes Pins**
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

**Coffee Percolators and Urns**
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

**Corrugated Fasteners**
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

**Collar Balls**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Collar Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

**Cotton Duck**
Scythes & Co., Ltd., Toronto, Ont.

**Cotton Gloves**
American Pad & Textile Co., Chatham.

**Coal Chutes**
The Economy Foundry Co., Ltd., Winnipeg, Man.

**Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

**Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Coke, Furnace, Foundry and Domestic**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

# THE BUYERS' GUIDE

**Conductor Pipe, Hooks, Heads, etc.**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

**Connecting Rods**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

**Containers**
Containers Limited, Toronto
The A. R. Whittall Can. Co., Ltd., Montreal

**Cotter Pins**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Cookers, Feed**
Anthes Foundry Co., Ltd., Winnipeg, Man.

**Coopers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Coping Saws**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Cordage**
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

**Corners, Chest**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Counter-sinks**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Couplers, Belt**
Strong Machinery & Supply Co., New York, N.Y.

**Couplings, Pipe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Crank Pulls (Wire)**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Crank Shafts**
Williams & Co., J. H. Brooklyn, N.Y.

**Creepers, Ice**
Churchill Mfg. Co., Inc., Lowell, Mass.

**Creasers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Crowbars**
B. J. Coghlin & Co., Montreal.

**Crucibles**
Canadian Asbestos Co., Montreal, Que.

**Cultivators**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Cutlery**
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

**Cutters**
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

**Cutter, Adjustable**
The Liquidless Doorcheck Co., Chicago, Ill.

**Curry Combs**
Burrow, Stewart & Milne Co., Ltd., Hamilton.

**Cut-outs for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Cuspidors (Fibreware)**
E. B. Eddy Co., Ltd., Hull, Que.

**Brake-lining for Ford Cars**
Adamson Mfg. Co., Hamilton, Ont.

**Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville, Ont.

**Dashes, Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Diaphragms, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Dies, Stocks, etc.**
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

**Display Racks and Stands**
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

**Doors**
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Door Knobs**
Cartland & Son, Ltd., James, Birmingham, Eng.

**Door Checks**
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

**Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

**Door Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

**Doubletrees**
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Dressings**
Army & Navy Mfg. Products Regd., The, Montreal.

**Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

**Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.

**Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.

**Drills**
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Drills, Twist**
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Drop Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Dusters**
Channell Chemical Co., Toronto.

**Dynamite**
Du Pont American Industries, Wilmington, Del.

**Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

**Eavetrough**
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Egg Beaters**
Collette Mfg. Co., CVollingwood.

**Egg Cases**
Walter Woods & Co., Hamilton.

**Egg Case Fillers**
Walter Woods & Co., Hamilton, Can.

**Ejectors and Syphons**
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

**Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

**Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

**Electric Grates**
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

**Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.

**Electric Lighting Supplies**
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

**Electric Specialties**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

**Electric Supplies**
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

**Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

**Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

**Emery Glass and Papers**
John Oakey & Sons, London, Eng.

**Emery (Grain and Sheets)**
James Hutton & Co., Montreal, Que.

**Emery Wheel Dressers**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Eveners for 2, 3, 4, 6 and 8 Horses**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

**Evaporators**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Excelsior**
Rankin & Co., Ltd., Toronto.

**Explosives**
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

**Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

**Extinguishers, Fire**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

**Fanlight Openers**
Jas Cartland & Sons, Ltd., Birmingham, Eng.

**Farriers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fasteners, Storm, Sash and Screen**
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

**Farm Implements**
The Christiansen Implement Ltd., Winnipeg.

**Farm Lighting Outfits (Systems)**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

**Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Boxes**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Feed Cookers**
Wheeler & Bain, Toronto.

**Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

**Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fences, Woven Wire, Farm and Ornamental**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.




# It Bears the Government Stamp of Purity

# ELEPHANT BRAND
## GENUINE
# WHITE LEAD

A snowy white lead with a smoothness of texture that recommends it to the best painters in Canada.

The quality of Elephant White Lead never changes. Every bit of it is genuine, guaranteed good by the Government purity stamp on every can.

***The other Products in***

## THE CANADA PAINT LINE

are equally reliable. Paints, Stains, Enamels, Varnishes, Dry Colors, Insecticides, Putty, etc. —they are the best of their kind, made up to the Canada Paint standard that guarantees a satisfied customer with every sale.

# The Canada Paint Co., Limited

HALIFAX MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER

# THE BUYERS' GUIDE

**Fenders for Buggy and Carriage**
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

**Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

**Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Fire Extinguishers**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Fire Department Supplies**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

**Fire Escapes**
The Dennis Wire & Iron Works Co., Ltd., London

**Fire Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps**
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

**Fireplace Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont

**Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Flags**
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

**Flatters**
Whitman & Barnes Mfg. Co., St. Catharines, Ont

**Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

**Flower Pots**
E. B. Eddy Co., Ltd., Hull, Que.

**Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

**Foot Valves**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Force Cups**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

**Ford Car Specialties**
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

**Forgings**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Forgings, Drop**
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Fullers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Furnaces**
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

**Fruit Jars**
Walter Woods & Co., Hamilton.

**Furniture Polish**
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

**Fuses, Electric**
Northern Electric Co., Ltd., Montreal.

**Fuses, Electric, Refillable**
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

**Fuse Wire**
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Floor Stands**
Jenkins Bros., Ltd., Montreal.

**Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.

**Flanges for Wheels**
McKinnon Industries, Ltd., St. Catharines, Ont

**Flint Cloths**
John Oakey & Sons, London, Eng.

**Floor Dressing**
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

**Galvanizers**
McKinnon Industries, Ltd., St. Catharines, Ont

**Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

**Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Galvanized Iron Cornices**
Pedlar People, Ltd., Oshawa, Ont.

**Galvanized Iron Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.

**Galvanized Steel Sheets**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

**Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

**Garages**
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

**Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

**General Rubber Specialties**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Generators**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Gas Water Heaters**
Jas. Morrison Brass Mfg. Co., Toronto.

**Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

**Gauges**
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

**Gates, Galvanized**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

**Gates, Steel and Wire**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Gauge Cocks, Standard and Extra Heavy**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Gauge Glasses, High Pressure**
The Strong Machinery & Supply Co., New York, N.Y.

**Gauges, Water (Standard Extra Heavy Automatic)**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

**Glue, Flake**
W. Harris & Co., Toronto.

**Glue, White**
W. Harris & Co., Toronto.

**Glue, Sheet and Ground**
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Glass, Art**
Hobbs Mfg. Co., Montreal, Que.

**Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Glass Cutting Boards**
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

**Glass Benders**
Toronto Plate Glass Importing Co., Toronto.

**Glass, Carriage**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Door**
Hobbs Mfg. Co., Montreal, Que.

**Glass, Fancy**
Hobbs Mfg. Co., Montreal, Que.

**Glaziers' Diamonds**
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

**Gloves and Mitts**
American Pad & Textile Co., Ltd., Chatham, Ont
The Hamilton Carhartt Co., Ltd., Toronto.

**Golf Balls**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Gopher Poison**
Prairie Chemical Co. of Canada, Ltd., Winnipeg

**Governor, Speed and Line Shafts**
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

**Granaries, Portable, Metallic**
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Graphites**
Canada Asbestos Co., Montreal, Que.

**Grates**
The Barton Netting Co., Ltd., Windsor, Ont.

**Grease and Oil Cups**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.

**Grease Guns**
E. Edelmann & Co., Chicago, Ill.

**Grinders, Hand and Power**
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

**Grinders, Bench, Tool and Sickle**
The Star Specialty Mfg. Co., Chicago, Ill.

**Grindstones**
The Carborundum Co., Niagara Falls, N.Y.

**Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Grinding Wheels**
The Carborundum Co., Niagara Falls, N.Y.

**Guards, Wire**
C. H. Johnson & Sons, Montreal, Que.

**Gum, Repair**
Adamson Mfg. Co., Hamilton, Ont.

**Guns**
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Gun Parts**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Hack Saw Blades**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

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**Hack Saw Frames**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

**Hack Saw Machines**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

**Hames, Steel and Iron**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hame Chains**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Hammocks**
Galt Robe Co., Galt, Ont.

**Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hammers, Box Openers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Handles, Canthooks and Peevies**
West-Woods, Ltd., Winnipeg, Man.

**Handles, Chest and Drawer**
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y

**Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.

**Handles, Crank, Balance, Machine**
J. H. Williams & Co., Brooklyn, N.Y.

**Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.

**Hangers, Door**
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

**Hangers, Barn Door**
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Hangers, Door and Track**
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

**Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

**Hand Oil Pumps**
The Hamilton Moore Works, Ltd., Hamilton, Ont.

**Hand Taps**
Wells Bros. of Canada, Galt.

**Hardies**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hardware, Carriage and Automobile**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Hardware, Door**
The Hamilton Stove & Heater Co., Hamilton, Ont

**Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

**Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.

**Harness Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

**Hatchets**
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

**Headlights, Auto**
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

**Headlight, Glass**
Hobbs Mfg. Co., Montreal, Que.

**Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

**Heaters, Electric**
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

**Heavy Hardware Specialties**
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

**Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

**Hinges, Box and Refrigerator**
The Brainerd Mfg. Co., East Rochester, N.Y.

**Hinges, Ornamental**
The Stanley Works, New Britain, Conn.

**Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

**Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

**Hockey Sticks**
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

**Hoes**
Ward & Payne, Sheffield, Eng.

**Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg Man.

**Horse Blankets and Horse Covers**
J. J. Turner & Sons, Ltd., Toronto.

**Horse Slingers**
Collins Mfg. Co., Toronto.

**Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.

**Hooks, Coat and Hat**
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Hooks for Logging Chains**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Horse Shoes**
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

**Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Hose, Fittings and Supplies**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.

**Hot Air Registers**
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

**Household Pails**
E. B. Eddy Co., Hull, Que.

**Hubs for Ford Cars**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Hub Caps**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Ice Cream Freezers**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

**Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.

**Incubators**
Collins Mfg. Co., Toronto.

**Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

**Indurated Ware**
E. B. Eddy Co., Ltd., Hull, Que.

**Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co., Ltd., Windsor, Ont

**Injectors, Auto-Positive**
The Penberthy Injector Co., Ltd., Windsor, Ont

**Instruments of Precision**
L. S. Starrett Co., Athol, Mass.

**Ironing Boards and Tables**
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Iron, Merchants Bar**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron, Corrugated**
Canada Metal Co., Toronto.

**Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Iron, Horse Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Iron and Steel Bars**
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

**Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

**Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.

**Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.

**Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Japans**
Boston Varnish Co., Everett Station, Boston, Mass.

**Kalsomine**
British America Paint Co., Ltd., Victoria, B.C.

**Kalsomine Cleaner**
Satinette Products Mfg. Co., The, Toronto, Ont.

**Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.

**Kiddie Kars**
Canadian K.K. Co., Ltd., Elora, Ont.

**Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

**Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.

**Knobs, Drawer**
The Brainerd Mfg. Co., East Rochester, N.Y

**Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

**Lamps, Nitrogen and Tungsten**
The Canadian Laco Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

**Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

**Lamp Burners**
Schultz Mfg. Co., Ltd., Hamilton, Ont.

**Lamp Chimneys**
Walter Woods & Co., Hamilton.

**Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

**Lamps, Acetylene**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Lamps, Bicycle and Automhobile**
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline**
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

**Lamps, Lanterns, Electric, Hand**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

**Lamps, Portable, Electric**
McDonald & Willson, Ltd., Toronto.

**Lamps, Electric**
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

**Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

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**Lamps, Nitrogen**
North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

**Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

**Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

**Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

**Lath**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lathes**
Williams & Wilson, Ltd., Montreal, Que.

**Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.

**Lathe Dogs**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

**Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Lawn Sprinklers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Lawn Trimmers**
Imperial Bit & Snap Co., Racine, Wis.

**Lead, Black**
John Oakey & Sons, London, Eng.

**Lead, Calking and Pig**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

**Lead Traps and Bends**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

**Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.

**Leather Dressings**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Lead Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Lead Washers**
Canada Metal Co., Ltd., Toronto.

**Leather**
Plewes Ltd., Winnipeg, Man.

**Leather Dashes and Fenders**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Letters and Figures, Embossed**
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Levels**
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Saad & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

**Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.

**Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

**Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass

**Linseed Oil**
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

**Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

**Lock Washers**
Smith & Hemenway Co., Inc., Irvington, N.J.

**Lockers**
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

**Logging Chain Hooks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lugs for Silos**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Lubricants**
Canadian Asbestos Co., Montreal, Que.

**Lubricators (Sight-feed and Plain Engine)**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.

**Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

**Machinists**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Machinery Supplies**
Williams & Wilson, Ltd., Montreal, Que.

**Machinists' Tools**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Magnesia Pipe Coverings**
The Canadian Asbestos Co., Montreal, Que.

**Mandrils**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Manufacturers' Agents**
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

**Mantles**
The Barton Netting Co., Ltd., Windsor, Ont.

**Mantles, Gas**
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

**Malleable Iron Castings**
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

**Malleable for Carriages**
McKinnon Industries, Ltd., St. Catharines, Ont

**Marine Hardware**
Scythes & Co., Ltd. Toronto, Ont.

**Marine Supplies**
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

**Matches**
E. B. Eddy Co., Hull, Que.

**Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Mats, Flexible**
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

**Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.

**Mechanical Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Metal Boxes and Drawers**
Cameron & Campbell, Toronto.

**Metals, Heavy and Shelf**
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

**Metal Stamping**
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

**Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

**Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

**Metal Specialties**
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

**Mica**
Mica Co. of Canada, Ltd., Hull, Que.

**Meters**
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

**Menders, Graniteware, Pot and Pan**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

**Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

**Milling Cutters**
Pratt & Whitney Co. of Canada, Ltd., Dundas.

**Millboard**
E. B. Eddy Co., Ltd., Hull, Que.

**Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Milk Pails**
E. B. Eddy Co., Ltd., Hull, Que.

**Mirrors**
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

**Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

**Mitre Box Saws**
H. Disston & Sons, Ltd., Toronto.

**Molasses Gates**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mops**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.

**Motors**
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

**Motor Cars**
Ford Motor Co. of Canada, Ltd., Ford, Ont.

**Motorcycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

**Motor Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

**Mullboard, Asbestos**
Canadian Asbestos Co., Montreal, Que.

**Nails, Wire and Cut**
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Name Plate Transfers**
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

**Nail Pullers**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Nails, Horse Shoe**
Steel Co. of Canada, Ltd., Hamilton.

**Neatsfoot Oil**
W. Harris & Co., Toronto.

**Neckyokes**
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

**Nipples**
Steel Co. of Canada, Ltd., Hamilton.

**Nipples for Radiators**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Newsprint Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Nuts, Hot Pressed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Nuts, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Oakum**
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

**Oil Cans**
Cannon Oiler Co., Keithsburg, Ill.

**Oil, Coal**
Imperial Oil Co., Ltd., Toronto.

**Oils, Cylinder**
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil Cake and Meal**
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

**Oarlocks**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Oil Hole Covers**
Canadian Winkley Co., Windsor.

**Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine**
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

**Oil, Neatsfoot**
W. Harris & Co., Toronto.

**Oil Stoves**
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

**Oil Tanks and Pumps**
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oiled Clothing**
Scythes & Co., Ltd., Toronto, Ont.

**Oil Stains**
British America Paint Co., Ltd., Victoria, B.C.

**Oil Storage and Distributing Systems**
S. F. Bowser Company, Ltd., Toronto, Can

**Oil Storage Systems**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Oilers**
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND
TARRED FELTS
and SHEATHINGS
Made at our own Paper Mills.

SAVE COAL
BY USING
BUILDING PAPER

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

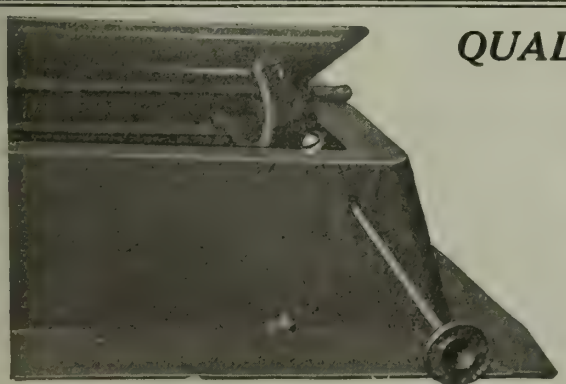
COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.
HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER



QUALITY SERVICE

THE
Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

# THE BUYERS' GUIDE

**Ornamental Fence**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

**Ornamental Iron and Wire Work**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

**Packings**
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

**Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck**
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

**Paint Brushes**
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

**Paint, Copper**
British America Paint Co., Ltd,, Victoria, B.C.

**Paint and Varnish Remover**
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

**Paper Balers**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

**Paint Oil Storage and Handling Systems**
S. F. Bowser Company, Ltd., Toronto, Can

**Parcel Carriers**
Gipe-Hazard Store Service Co., Montreal.

**Paris Green**
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

**Paper Bags**
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

**Paper Napkins**
E. B. Eddy Co., Ltd,, Hull, Que.

**Packing Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

**Packings**
The Canadian Asbestos Co., Montreal, Que.

**Pads**
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

**Pads for Horses**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Patches**
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

**Pails**
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Pails, Household**
E. B. Eddy Co., Ltd., Hull, Que.

**Pails, Wooden**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Perforated Sheet Metals**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

**Percolators, Coffee**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

**Phosphor Tin and Copper**
The Great Western Smelting & Refining Co., Vancouver, B.C.

**Phonographs**
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

**Pick Handles**
J. H. Still Mfg. Co,, St. Thomas, Ont.

**Pigeon Nests**
E. B. Eddy Co., Ltd., Hull, Que.

**Piston Pins**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Piston Rod Packing**
Dunlop Tire & Rubber Co., Ltd., Toronto.

**Piston and Valve Packings**
Canadian Asbestos Co., Montreal, Que.

**Pitch**
Scythes & Co., Ltd., Toronto, Ont.

**Pistols**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

**Pig Iron**
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

**Pins, Escutcheon**
Parmenter & Bulloch, Gananoque.

**Pipe Cutters (Stand)**
Trimont Mfg. Co., Roxbury (Boston, Mass.)

**Pipe Cleaners**
The Chamberlain Desolvo Co., Toronto.

**Pipe Cutters**
The Borden Canadian Co., Toronto.

**Pipe Stocks and Dies**
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

**Pipe, Black and Galvanized**
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

**Pipe, Galvanized, Conductor**
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

**Pipe, Lead**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Pipe, Stove and Furnace**
Collins Mfg. Co., Toronto.

**Pipe, Rain Water Conductor**
Canada Metal Co., Toronto.

**Pipe, Wrought, Black and Galvanized**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Planters, Corn**
Otterville Mfg. Co., Otterville, Ont.

**Pliers, Cutting**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Pliers, Combination**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plowshares**
D. Ackland & Son, Winnipeg.

**Plugs, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Plumbers' Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Plumbers' Tools**
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Plyers**
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Planes**
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

**Plow Rings**
International Malleable Iron Co., Ltd., Guelph.

**Polishes, Auto and Furniture**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

**Polishing Heads**
Goodell-Pratt Co., Greenfield, Mass.

**Polishes, Floor**
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

**Polishes, Knife**
Jno. Oakey & Sons, London, Eng.

**Poles, Electric Light**
Northern Electric Co., Montreal.

**Pole Line Material**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Post Hole Diggers**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

**Pots, Flower**
The Foster Pottery Co., Hamilton, Ont.

**Pottery**
The Foster Pottery Co., Hamilton, Ont.

**Poultry Netting**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

**Powder, Gun**
Hercules Powder Co., Delaware.

**Poultry Leg Bands**
Rideau Specialty Co., Smith's Falls, Ont.

**Price Cards**
The Weaver-Beach Co., Rochester, N.Y.

**Prisms, Sidewalk**
Hobbs Mfg. Co., Montreal, Que.

**Pulls**
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

**Pumps**
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Pump, Hand and Power, for Paints, Oils, Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Curb, for Oil and Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps (Electric)**
Hurley Machine Co., Ltd., Toronto.

**Pumps, Self-measuring**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pumps, Semi-rotary**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Pumps, Gasoline**
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Pump Oilers**
Cannon Oiler Co., Keithsburg, Ill.

**Punches, Centre Drive, etc.**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Punches, Ticket**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

**Putty**
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co. Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

**Pneumatic Tubes**
Gipe-Hazard Store Service Co., Toronto.

**Putty Irons**
The A. R. Whittal Can. Co., Ltd., Montreal.

**Pulleys**
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

**Quoits**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Racks, Hay**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Radiators**
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

**Radiator Valves**
Jenkins Bros., Ltd., Montreal.

**Railway Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Railroad Supplies, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

**Rakes**
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

**Razors**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

**Reamers**
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ratchet Drills**
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

# THE BUYERS' GUIDE

**Reciprocating Drills**
Goodell-Pratt Co., Greenfield, Mass.

**Records, Talking Machine**
The Musical Merchandise Sales Co., Toronto, Ont.

**Refrigerators**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

**Refrigerator Drip Pans**
E. B. Eddy Co., Ltd., Hull, Que.

**Registers (Hot Air)**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

**Rifles**
The Fraser Co., Agents B.S.A., Montreal, Que.

**Rivets**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Rivet Burrs**
The Union Iron & Metal Co., Ltd., Toronto.

**Rod ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Rods, Piston and Pump**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Rods, Radius Ford**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Rods, Straightened**
The Graham Nail Works, Toronto.

**Roofing Cement and Paint**
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Roofing, Ready**
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

**Roofing, Rubber**
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

**Rope Grips**
Coleman Fare Box Co., Toronto.

**Rope**
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

**Rosin**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

**Rubber Products**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

**Rubber, Vulcanizing**
Adamson Mfg. Co., Hamilton, Ont.

**Rules**
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Rules, Steel, Straight and Folding Rules, Folding Boxwood**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Spring Joint**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Rules, Board and Log**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Sand Paper**
United States Sand Paper Co., Williamsport, Pa.

**Saddlery Hardware**
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Sap Pans**
Steel Trough & Machine Co., Ltd., Tweed.

**Saws, Crosscut and Band**
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Sawset**
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

**Saws, Butchers'**
Burgess-Norton Mfg. Co., Geneva, Ill.
Shurly-Dietrich Co., Ltd., Galt, Ont.

**Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Saws, Hack**
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

**Scissors**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Scales**
Burrow, Stewart & Milne Co., Ltd., Hamilton
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

**Scales, Machinists'**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Scrapers, Drag and Wheel**
Bateman-Wilkinson Co., Ltd., Toronto.

**Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.

**Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Screw Drivers**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Screws, Thumb**
J. H. Williams & Co., Brooklyn, N.Y.

**Screws, Wood**
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Screens**
Canada Wire & Iron Goods Co., Hamilton, Ont.

**Screen Doors**
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

**Screen Widows**
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

**Screw Drivers**
Burgess-Norton Mfg. Co., Geneva, Ill.
E. Edelmann & Co., Chicago, Ill.

**Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.

**Screws of all Kinds**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Searchlights**
The Brilliant Search Light Mfg. Co., Chicago, Ill.

**Seats**
Canadian Veneering Co., Acton Vale, Que.

**Separators**
Sharples Separator Co., West Chester, Pa.

**Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.

**Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

**Shears**
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

**Sheeting**
Alex. McArthur & Co., Montreal, Que.

**Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

**Sheets, Black Steel**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shingle**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Ships' Bottom Composition**
British America Paint Co., Ltd., Victoria, B.C

**Shock Absorbers**
The Star Specialty Mfg. Co., Chicago, Ill.

**Shot**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.

**Shovels, Snow**
Coleman Fare Box Co., Toronto.

**Show Cases**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Shingle Stains**
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

**Sifters, Ash**
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

**Sights, Gun and Rifle**
Marble Arms & Mfg. Co., Gladstone, Mich.

**Signs, Street**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.

**Silverware**
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

**Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.

**Silver-plated Ware**
Oneida Community, Ltd., Niagara Falls, Ont

**Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Ski**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Ski Accessories, Bindings, Wax and Poles**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Skates**
The Canada Cycle & Motor Co., Ltd., Weston, Ont

**Sledges, Blacksmith, Coal, Stone**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Snips (Tinner)**
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

**Snow Shoes**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Snow Shoe Harness**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Sockets, Wire Rope**
J. H. Williams & Co., Brooklyn, N.Y.

**Solder**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

**Soldering Paste**
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

**Soldering Irons (Electric)**
The Clemens Electrical Corporation, Hamilton.

**Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Soles, Half**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

**Soap Dishes**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.

**Spark Plugs**
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

**Spanners**
Williams & Co., J. H., Brooklyn, N.Y.

**Spice Tubs**
E. B. Eddy Co., Ltd., Hull, Que.

**Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Spikes, Eavetrough**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.

**Sponges**
Evans & Co., Ltd., Montreal, Que.

**Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Sportsmen's Specialties**
The Marble Arms & Mfg. Co., Gladstone, Mich.

**Sprayers**
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

**Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

**Springs, Windmill**
Burgess-Norton Mfg. Co., Geneva, Ill.

**Spring Dies**
Wells Bros. Co. of Canada, Galt.

**Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

**Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

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A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

**Stains (Wood Preservatives)**
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

**Stampings**
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Staples**
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

**Staples, Bed**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Store Fixtures**
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

**Store Front Construction, Metal**
Hobbs Mfg. Co., Montreal, Que.

**Stoves and Ranges**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry So., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

**Stoves, Vapor Oil**
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

**Stoves, Gas and Coal**
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

**Stoves, Gasoline**
National Stamping & Electric Works, Chicago.

**Stove Lining**
Geo. W. Reed, Montreal.

**Stove Pipe**
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Bands**
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

**Steel, Merchant Bars**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Strapping, Box**
The Acme Steel Goods Co., Ltd., Montreal.

**Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.

**Stretchers, Wire**
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

**Steel, Reinforcing**
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Steel Bars for Reinforcement**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel Barrels**
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

**Steel, Strip**
Dominion Sheet Metal Co., Ltd., Hamilton.

**Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.

**Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.

**Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.

**Steel Ingots, Open Hearth**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Steel, Mild, Sleigh Shoe, Tire**
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

**Steel Wagon Hardware**
McKinnon Industries, Ltd., St. Catharines, Ont.

**Stucco Board**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Sulphate of Ammonia**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Sweat Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

**Swivels, Hook**
J. H. Williams & Co., Brooklyn, N.Y.

**Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

**Tacks**
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

**Tacks, Shoe**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tanks, Cisterns**
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

**Tanks, Galvanized Steel**
Steel Trough & Machine Co., Ltd., Tweed, Ont.

**Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks and Pumps, Lubricating Oil Storage**
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

**Tanks, Storage**
Gilbert & Barker Mfg. Co., Springfield, Mass.

**Taps**
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

**Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

**Tapping Attachments**
Wells Bros. of Canada, Galt.

**Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

**Tapes, Measuring, Steel and Woven**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

**Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

**Tapes, Pocket**
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

**Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.

**Tea Pots and Urns, Tea Ball**
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Tents**
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.

**Thermometers**
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

**Thermos Bottles**
Thermos Bottle Co., Ltd., Toronto, Ont.

**Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Tie Plates**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Tiling, Walls and Floor**
Barton Netting Co., Windsor.

**Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

**Tinners**
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.

**Tinware**
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

**Tin Plate**
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

**Tire Carriers, Automobile**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

**Tires and Tubes, Automobile and Motor Tr**
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

**Ties, Wall and Veneer**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

**Tire Patch**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

**Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

**Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

**Tire Repairs**
W. C. Wood Co., Minneapolis, Minn.

**Toboggans**
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toboggan Cushions and Accessories**
The Northland Ski Mfg. Co., St. Paul, Minn.

**Toilet Paper**
E. B. Eddy Co., Ltd., Hull, Que.

**Tools**
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

**Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

**Tools, Garden**
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

**Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

**Tools, Logging and Lumbering**
Thos. Pink Co., Ltd., Pembroke, Ont.

**Tool Holders (Cutters)**
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

**Toys**
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

**Tools, Machinists'**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

**Tools, Small**
J. H. Williams & Co., Brooklyn, N.Y.

**Towel Bars**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Transfers**
J. H. Butcher & Co., Birmingham, Eng.

**Transfer Decalcomania**
Canada Decalcomania Co., Ltd., Toronto

**Traps, Brass, Iron, Lead**
Canada Metal Co., Toronto.

**Traps, Game**
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

**Troughs**
Beatty Bros., Fergus, Ont.

**Trammel Points**
Stanley Rule & Level Co., New Britain, Conn

**Trowels**
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

**Trucks, Motor**
The Ford Motor Co. of Canada, Ltd., Ford, Ont

**Trucks, Warehouse**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

**Try Squares**
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

**Trying Devices**
Cleveland Store Co., Cleveland, Ohio.

**Tube Rubber**
K. & S. Canadian Tires, Ltd., Toronto, Ont.

**Tungsten Lamps**
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

**Turning Tools**
Ward & Payne, Sheffield, Eng.

**Tubs**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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**Tubs, Butter (Covered)**
E. B. Eddy Co., Ltd., Hull, Que.

**Tub Stands, Folding**
Otterville Mfg. Co., Otterville, Ont.

**Tube, Rubber**
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tumbler Holders**
Kinzinger, Bruce & Co., Niagara Falls, Ont.

**Tubing, Brass**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

**Tubing, Flexible**
E. G. Gooderham, Toronto.

**Tubing, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

**Tubing, Steel**
Standard Tube & Fence Co., Woodstock.

**Turpentine**
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

**Twines**
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

**Vacuum Cleaners and Sweepers**
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

**Valve, Air**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Valves, Brass**
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

**Valves, Foot**
The Hamilton Motor Works, Ltd., Hamilton, Ont.

**Valves, Standard, Globe, Angle and Check**
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

**Varnishes, Auto, Coach, House, Marine**
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

**Vehicles, Children**
The Canadian K. K. Co., Ltd., Elora, Ont.

**Veneer Seats**
Canadian Veneering Co., Acton Vale, Que.

**Vises**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

**Vises, Chain Pipe, Clamp, Mount**
Williams & Co., J. H. Brooklyn, N.Y.

**Vulcanizers**
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

**Wagons**
Woodstock Wagon Co., Woodstock, Ont.

**Wagon, Coasters**
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

**Wagon Hardware**
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

**Wagon Woodwork**
West-Woods, Ltd., Winnipeg, Man.

**Wallboard**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

**Wall Finish**
British America Paint Co., Ltd., Victoria, B.C.

**Walnut Seats**
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

**Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.

**Washers**
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

**Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

**Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

**Wash Boards**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

**Wash Tubs**
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

**Waterproof Clothing**
The Tower Canadian Ltd., Toronto, Ont.

**Weaners, Calf and Cow**
Imperial Bit & Snap Co., Racine, Wis.

**Weather Stripping**
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wedges**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Whitewash Outfits**
Collins Mfg. Co., Toronto.

**Waterproof Goods**
J. J. Turner & Sons, Ltd., Peterboro, Ont.

**Weeders, Garden (hand)**
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

**Weights**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

**Wheels, Well**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

**Whistles**
The Penberthy Injector Co., Ltd., Windsor, Ont.

**Wholesale Hardware**
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

**White Lead**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Montreal, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

**Wind Shield Glass**
Hobbs Mfg. Co., Montreal, Que.

**Window Guards, Wire**
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wipers**
Scythes & Co., Toronto, Ont.

**Wire**
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

**Wire, Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire, Bright**
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Baskets, Heavy**
C. H. Johnson & Sons, Montreal, Que.

**Wire Cloth**
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

**Wire, Coppered**
The Graham Nail Works, Toronto.

**Wire Cutters**
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

**Wire, Hay**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

**Wire Hoops**
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

**Wire, Oiled and Annealed**
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

**Wire Mats**
B. Greening Wire Cloth Co., Ltd., Hamilton.

**Wire Rods**
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

**Wire, Tinned**
The Graham Nail Works, Toronto.

**Wireworks of all kinds**
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

**Wire Wheels**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

**Wire Window Guards**
C. H. Johnson & Sons, Montreal, Que.

**Wrapping Paper**
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

**Wrenches and Accessories**
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

**Wrought Nipples**
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

**Wrought Washers**
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

**Wringers, Hand and Power**
Spielman Agencies, Montreal.

**Wrought Couplings**
Canadian Tube & Iron Co., Ltd., Montreal.

**Wrenches, Alligator**
Bridgeport Hardware Co., Bridgeport, Conn.

**Wrenches, Ratchet**
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

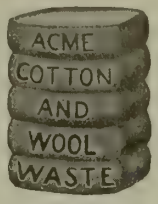
**Yoke Ends**
J. H. Williams & Co., Brooklyn, N.Y.

**Zinc, Bar**
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.,
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

**Zinc, Sheet**
B. & S. H. Thompson & Co., Ltd., Montreal, C

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,




OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

**ACME WASTE MFG. CO., LIMITED**
492 WELLINGTON ST. W., TORONTO

AGENTS WANTED

**SOLASTIC ROOF CEMENT**
A plastic putty of great durability.

**SOLASTIC BLACK PAINT**
Quick drying, elastic and waterproof.

**GENERAL PURPOSE BLACK**
Heavy bodied and of great elasticity.

**ALPINE WOOD PRESERVATIVE**
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

**The Standard "S" Wrench**




This is the Bemis & Call Improved Adjustable "S" Wrench. Graceful in design, an all-around wrench, but especially useful in corners and confined places where the ordinary wrench is useless. Easily adjusted by thumb of hand holding it, as nut is of sufficient diameter. Carefully hardened and tempered.

**Guaranteed B. & C. Quality sells it.**
**Write for prices.**

**BEMIS & CALL HARDWARE & TOOL CO.**
SPRINGFIELD, MASS., U.S.A.

**Canada Wire and Iron Goods Co.**

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

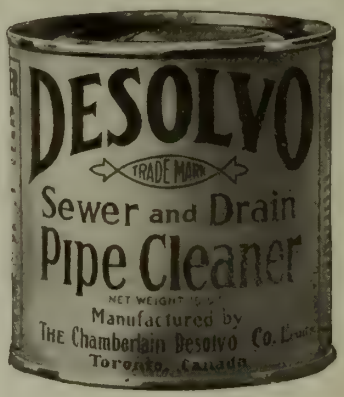
Hamilton - - Canada

**CRANE MALLEABLE FITTINGS**

**CRANE**
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
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**BRANCHES:** Vancouver, Calgary, Winnipeg, Toronto.




**Desolvo For Office Buildings**

These together with hotels, clubs and other establishments are splendid customers.

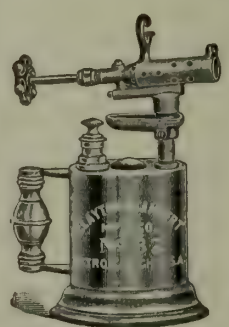
Fill their orders on a schedule.

**THE CHAMBERLAIN DESOLVO COMPANY**
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

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**WILKINSON & KOMPASS**
TORONTO HAMILTON WINNIPEG
**IRON AND STEEL**
**HEAVY HARDWARE**
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



No. 32 Torch.
List Price, Each, $16.00.
Ask for Discount.

**Great Heat Efficiency Uses Little Gasoline**

**Quick Adjustments Easily Made**

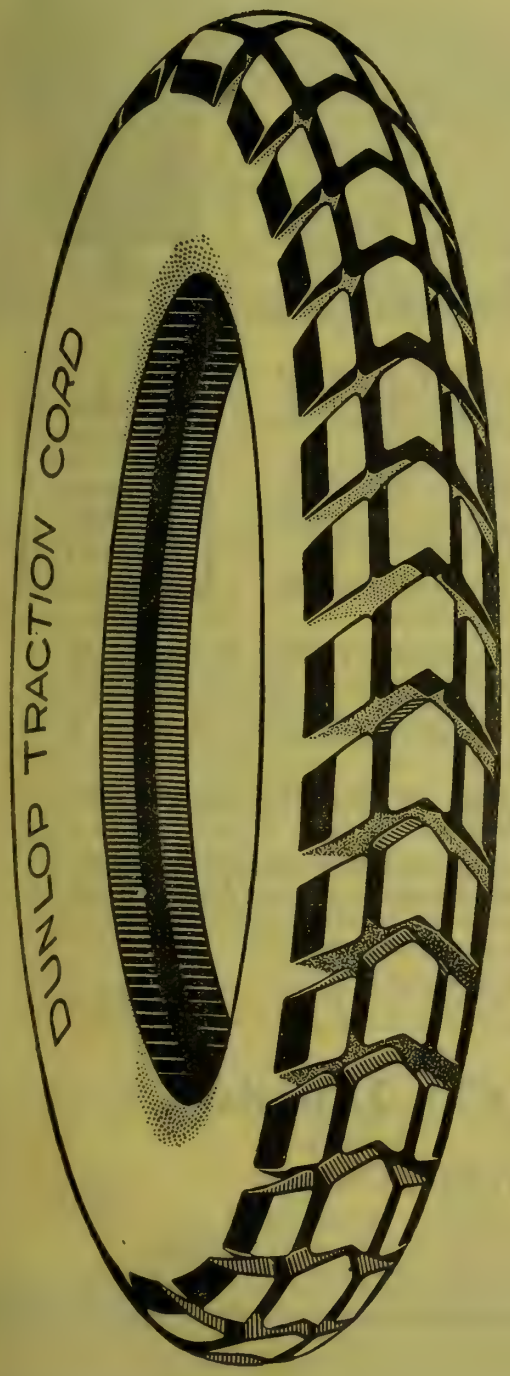
Mechanics like Clayton & Lambert Fire Pots and Torches. All you need to do is stock what they want.
Clayton & Lambert Fire Pots and Torches will do your work quicker and better with a great big saving in fuel expense.
The No. 32 gives wonderful heat and is fitted with hook and support for holding soldering irons. It will pay you to look well to your stock of C. & L. Fires at this time and be prepared. Jobbers supply at factory price.

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DUNLOP TIRES

SEAL OF QUALITY

CORD




# The "Ace" of Tiredom

Dunlop Cord Tires **come right** to you because they **go right** from us.

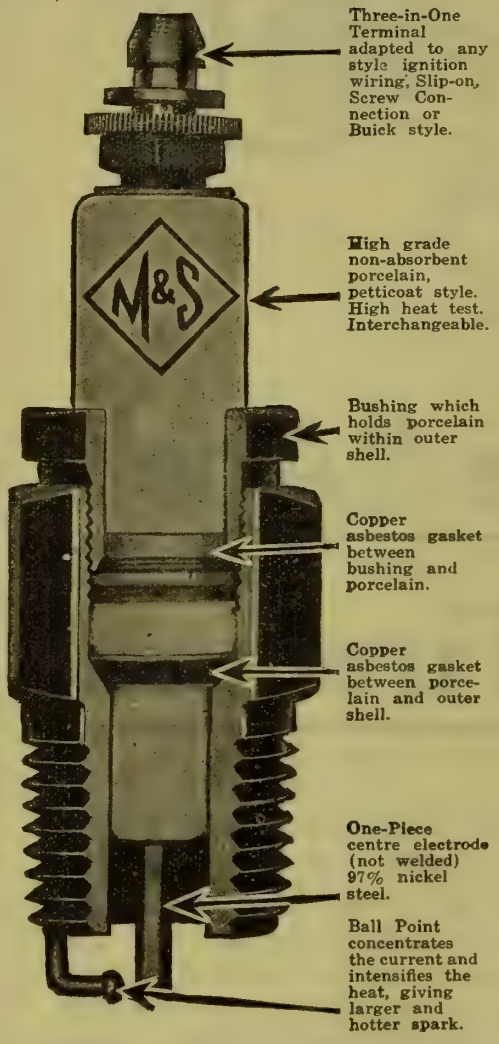
The difference in the Dunlop price in comparison with some unknown and unvouched-for tires is a mere incident in comparison with the continuous service you receive from Dunlop Cord Tires—"Traction" or "Ribbed."

While Dunlop Cord Tires naturally become the motorist's property ultimately, they never cease to carry the Dunlop name.

That name which stands for so much that is notably praiseworthy in connection with the whole history of tire-making now means the last letter in "the last word" of tire merit to critical motor owners—it means Pre-War Quality and Price and Post-War Improvements and Satisfaction.

All sizes—30 x 3½ to 37 x 5.

**Dunlop Tire & Rubber Goods Co.**
**Limited**
**Head Office and Factories: Toronto**
**Branches in the Leading Cities**




# Hotter Spark Means More Power in Your Car

The way your car responds with an M. & S. Spark Plug is an eye-opener.

The hotter the spark the quicker response from your engine.

M. & S. Spark Plugs produce a hotter spark.

The heavy ball-point concentrates the current and intensifies the heat.

—Quicker ignition—more complete combustion and better results in general.

And the one-piece center electrode is 97% nickel-steel—which reduces the danger of carbon fouling.

The high grade porcelain has perfect chemical glaze unaffected by heat. High heat test ensures against spark troubles. And mark this—

M. & S. porcelain is *interchangeable.* One porcelain fits all plugs.



No. 500
½" Standard with Three-in-One Terminal

**M. & S. Spark Plug No. 500 is Standard Equipment on Model No. 4 Overland**

The Three-in-one Terminal is adapted to any style ignition wiring. Special Chevrolet model ball terminal. (M. & S. Spark Plug No. 500 is standard equipment on Model 4 Overland).

*M. & S. plugs are Made-in-Canada by Canadian workmen.*

Tip-top quality of both material and workmanship and the most exacting tests warrant our guarantee of complete satisfaction—or free repair or replacement.

*Dealers! Order from your nearest Jobber or write direct for descriptive circular.*

*Made in Canada*

**M & S**
**The Plug with the Hotter SPARK**

## Machine & Stamping Co., Limited

Commercial Dept.—Russell Motor Car Co., Limited

**1209 King Street West, Toronto, Ontario**

Also Models No. 501, ⅞ inch Standard with "3 in 1" Terminal; No. 502, ⅞ inch long with "3 in 1" Terminal; No. 503, ⅞ inch with Chevrolet Ball Terminal; No. 506, ½ inch long with "3 in 1" Terminal; No. 504, Regular Porcelain with "3 in 1" Terminal and Gaskets; No. 505, Porcelain with Chevrolet Ball Terminal and Gaskets.

52


STORAGE BATTERY
GLB
TITAN
BATTERIES
DISTRIBUTORS
Northern Electric Company
LIMITED
SERVICE STATION
LOOK for THIS SIGN
DEALERS!
—Your field is Titan territory.
Titan batteries are being bought by the experienced motorist.
The Titan grid makes possible a plate combining great mechanical strength, light weight, with least dead or inactive material. A plate which when overloads come stands the stress without harm—they are built with the foremost idea of service.
There is no better indication of business than this Titan Service Sign tacked on your garage or store.
Don't hesitate. Titan Batteries are no experiment.
Get in touch with our nearest house.
Full particulars upon application.
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Halifax
Ottawa
Toronto
London
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Vancouver
Regina
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TITAN
GENERAL

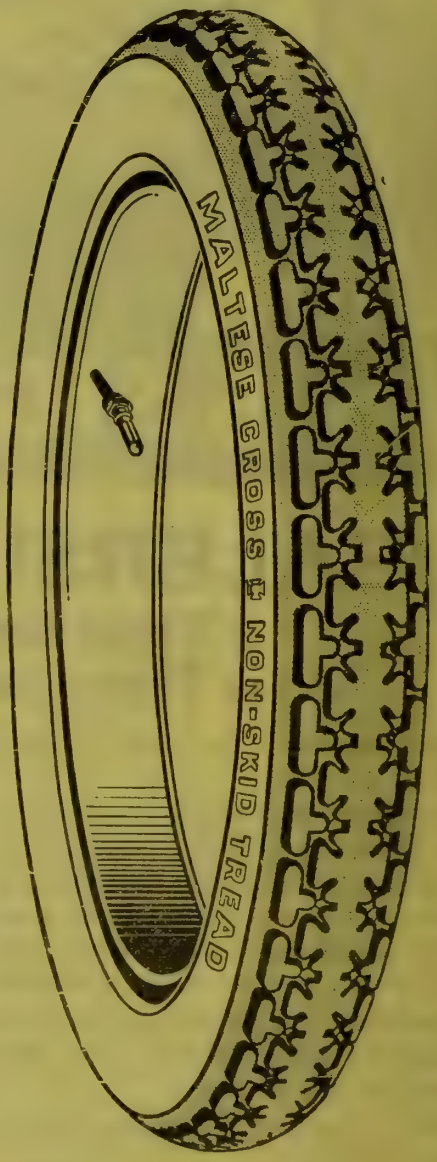
# MALTESE CROSS TIRES

**"The Tires That Give Satisfaction"**

The years may change, but the quality of "The Tires that Give Satisfaction" is unvarying.

Mile after mile, day after day, Gutta Percha Tires are giving performances in excess of expectations. Lasting Success is only possible if you sell the best tires—Maltese Cross Tires.

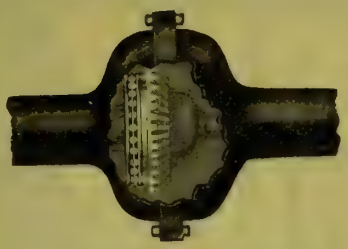
Start now to secure the tire business of your locality by selling and displaying these "Creators of Good-Will" — Gutta Percha Tires.



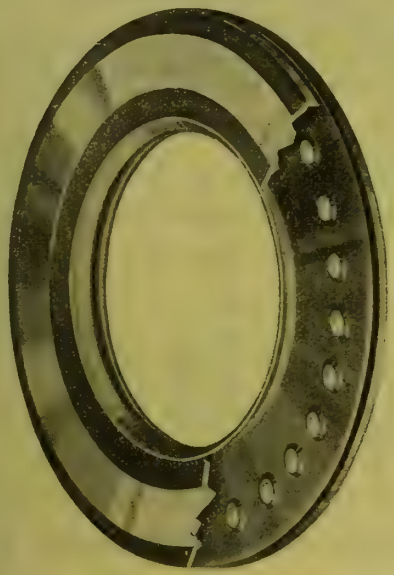

## Gutta Percha & Rubber, Limited

**Head Offices and Factories: Toronto**

**Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.**



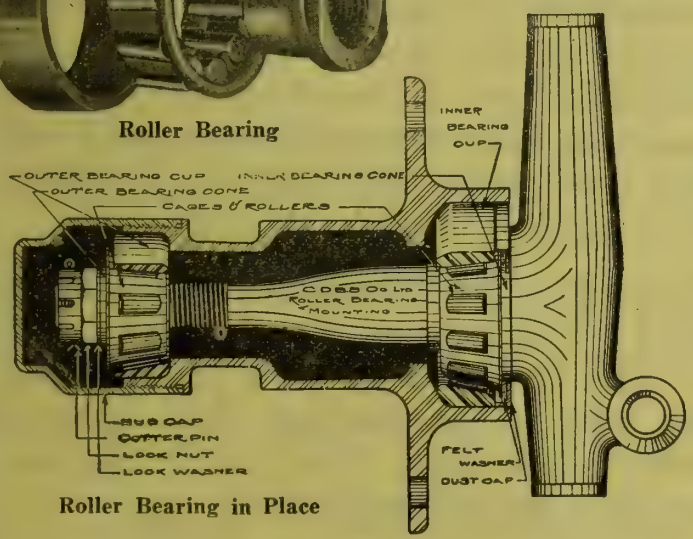
Thrust Bearing in Place



Thrust Bearing



Roller Bearing




Roller Bearing in Place

*Made in Canada*

# Chapman Bearings

## *Quick Turnover*
## *Good Profit*
## *Strongly Advertised*

### Chapman Differential Thrust Bearing

Readily substituted for the plain, flat washer in the differential of Ford or Chevrolet. The flat washer wears out due to heavy end thrust. When worn there is lost motion in the gears and incorrect contact of teeth, causing extreme wear and noise.

The Chapman Differential Thrust Bearing exactly replaces the washer with no other changes required.

It takes the pressure on steel balls, reducing friction to a minimum and holds the gears in perfect mesh.

### Chapman Roller Bearing

A Ford or Chevrolet car is subject to rapid wear in the cup and cone bearings of the front wheel, because the hub is too small to take a cone bearing with sufficient factor of safety.

Chapman Roller Bearings overcome this difficulty and are easily installed.

Every Ford and Chevrolet is a prospect.

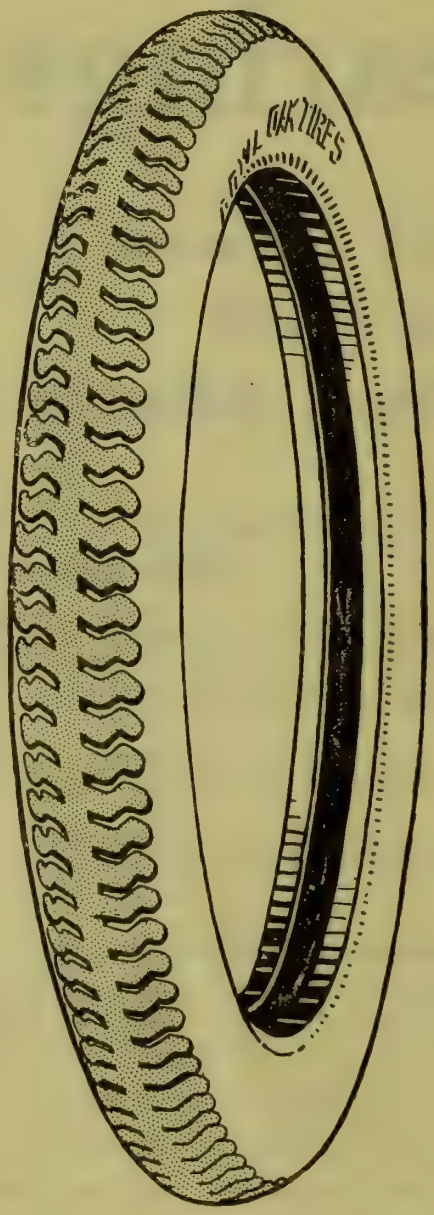
**Get our dealer proposition by a post card to-day.**

## Chapman

## Double Ball Bearing Company of Canada, Limited

**347 Sorauren Avenue, Toronto, Ont.**

# "We never need to repair a Royal Oak Tire"




THAT is what Mr. John Brown, tire and auto accessory dealer, of New Toronto, told a customer of his, a Doctor, who had come to him for a set of Royal Oak Tires.

A friend who overheard the remark told us about it. Much as we were glad to hear it, it was not news to us. Many dealers throughout the country have been telling their customers pretty much the same thing right along.

And when you come to think of it there is little cause for surprise in the fact that a tire which yields a mileage running from 6,000 to 10,000 miles should find its way to the repair shop but rarely. The point is that, barring some serious and untoward accident, when a Royal Oak Tire wears out it wears out all over like a good rubber heel; and when it is ready for repairs it is ready for the discard.

From this you may reasonably infer that Royal Oak Tires do wear out, but the truth is they take their time about it. That is why for the most part you seldom see them hanging around repair shops. They are far too busy putting in good mileage on the road.

## Oak Tire & Rubber Company, Limited

**19 Dundas St. East, Toronto**

**Factory: Oakville, Ontario, Canada**

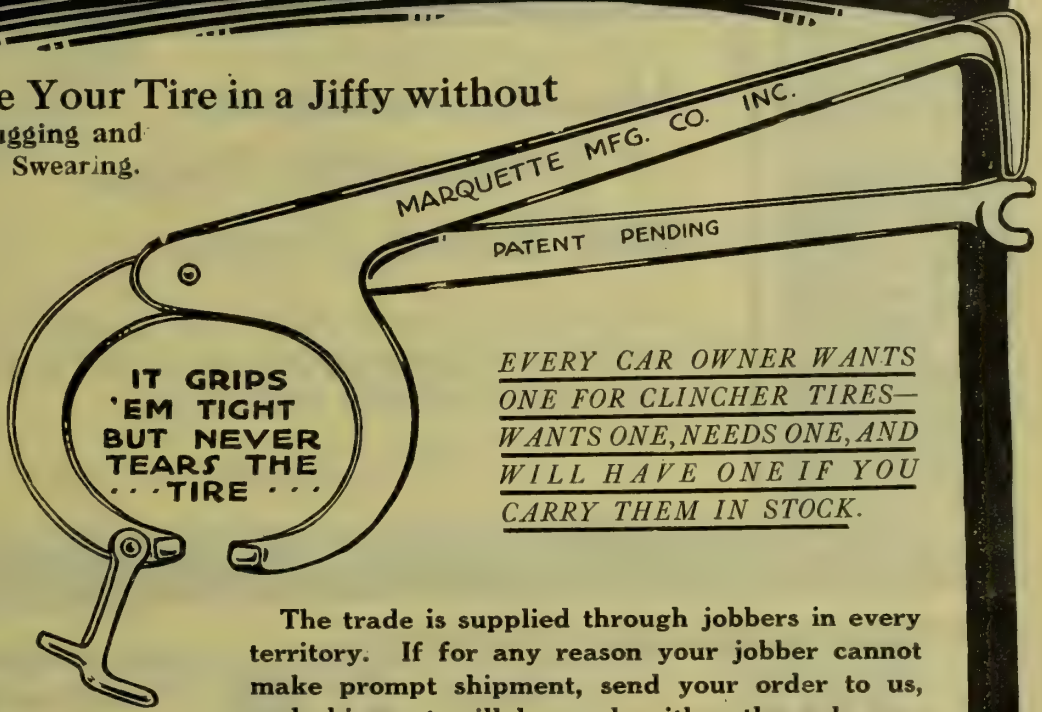
**Winnipeg Branch: 120 Lombard Street**

**Montreal Branch: 342 St. James Street**

# THROW AWAY YOUR OLD TOOLS

## —and Change Your Tire in a Jiffy without

**Pulling and Tugging and Sweating and Swearing.**




**NO MORE**
**Hard Work,**
**Dirty Work,**
**Useless Work.**

*EVERY CAR OWNER WANTS ONE FOR CLINCHER TIRES—WANTS ONE, NEEDS ONE, AND WILL HAVE ONE IF YOU CARRY THEM IN STOCK.*

KING OF ALL CLINCHER TIRE TOOLS.

**The trade is supplied through jobbers in every territory. If for any reason your jobber cannot make prompt shipment, send your order to us, and shipment will be made either through your jobber, or direct if necessary.**

**Marquette Tire Tools take the drudgery out of changing clincher tires. The Marquette is a REAL Tire Tool. It is positive in action, positive in its grip, and will not tear the tire. Use it a few times and you will never think of being without a "Marquette". It is to a tire what a screw-driver is to a screw. Not an accessory, but a NECESSITY. It is the ONE TOOL most needed in an emergency. There are thousands in use—ask any one who has used one and know for yourself of its value.**

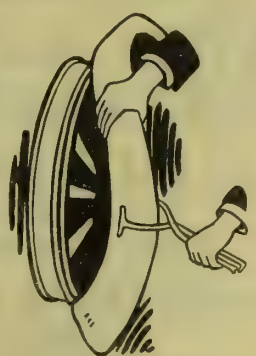
**For Sale by All Jobbers**



# MARQUETTE
## Manufacturing Co., Inc.

SAINT PAUL, MINNESOTA, U. S. A.

Canadian Sales Department:
COCHRANE, STEPHENSON & CO., LTD.
602 Avenue Block, 365 Portage Avenue
WINNIPEG, MAN., CANADA



GOING (TO MOUNT TIRE REVERSE OPERATION) OFF




## *Quality Batteries at Reasonable Prices and Good Profits*

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

*All good jobbers sell them.*

**CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA**

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

**STEEL and BRASS STAMPINGS of all kinds**

*Write us for quotations*

**CANADIAN LAMP & STAMPING CO., LIMITED**

Makers of the celebrated CLASCO Lamps for Motor Cars

**FORD CITY, ONTARIO**

**Pressed Steel and Brass Grease Cups**
**Oil Hole Covers and Oil Cups**
**Spring Shackle Bolts**
**Brass Pattern Makers Dowel Pins**




Catalogues and Prices Sent Upon Application

**The CANADIAN WINKLEY CO., Ltd.**
WINDSOR




# Radiators Can't Freeze

Radiators can't freeze to death when AD-EL-ITE Alcohol Non-Freezing Liquid is used.

It is a scientific compound—an alcohol preparation with evaporating retardant that will absolutely *prevent* freezing.

Will not clog the water line or affect metal or rubber.

*The one big seller.*

Carries effective store and consumer advertising.

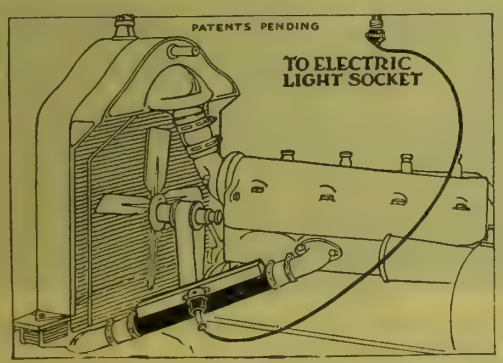
## ADAMS & ELTING CO.

**17 Adelaide St. East, TORONTO**

**CHICAGO** **NEW YORK**

# What Every Motorist Needs

**Makes Easy Sales for the Dealer**






## Mayall Motor Heater

Thousands have been sold. Installed in the circulation system of a car, the Mayall Motor Heater keeps the engine warm for the morning start—ready for instantaneous service in any garage under all weather conditions.

This useful auto help can be installed on any standard car in ten minutes and is quickly attached to electric light socket.

**Amply protected by patents granted or pending, and sold under a positive guarantee.**

**If your jobber cannot supply you, send us his name.**

## Motor Sundries

**Limited**

**Foy Building**

**Toronto - Canada**

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

**"SPHINX"**

**England's Most Durable Plug**

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co. Birmingham, England




**'SPHINX'**

**England's most Durable Plug**

**North American Hardware Supply Limited**

**222 Notre Dame Street West**

**MONTREAL - - CANADA**

***Eastern Canada Representatives for--***

**"Diamond Tires"**

**"Viko" Aluminum Products**

**ALSO**

**A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.**

***Get our price list.***

**RENASCO**
**Radiator Protector**



**Patents pending in U.S. and Canada. Keeps Radiator from freezing while driving.**

**Made of black cardboard, with two simple fasteners attached.**

**Only takes a minute to attach or detach.**

**Absolutely the cheapest radiator protection on the market.**

**Just as necessary with Anti-Freeze as without.**

**Made in Canada**

**Retail Price, 45 Cents.**

**Write, Phone or Wire your orders NOW to be assured of a supply when cold weather arrives.**

**REN AUTOMOTIVE SUPPLY MFG. CO.**

**Manufacturers of *"Renasco"* Products**

**Preston - - - Ontario**

# NORTHLAND SKI

PRONOUNCED SHEE

*BEST BY EVERY TEST*

None Genuine without the Northland Trademark

ORDER EARLY
Send for catalog and current list now.

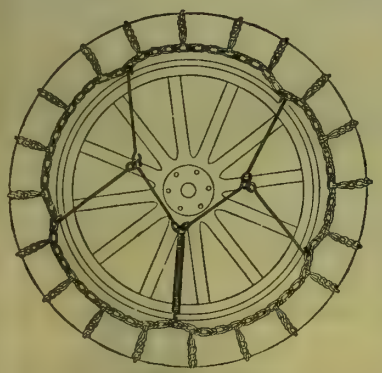
NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

## WRITE IN FOR OUR WINTER CATALOGUE!

IT HAS MANY INTERESTING FEATURES---FREE ON REQUEST

# THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA



## Save Your Fenders

### Merchant's Anti-Skid Chain Tightener

Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at 5 points, giving an easy tension all around. Saves Chains. Saves Tires. A wonderful little accessory.

Price per pair, $1.00

Patent Pending.

M. M. MERCHANT CORP., 236-238 Emma St., Syracuse, N.Y.
Exclusive Distributors: Gray-Heath Company, 1440 Michigan Ave., Chicago, Ill.




## Homer & Wilson CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster Street
HAMILTON

## Star Ford Circulator

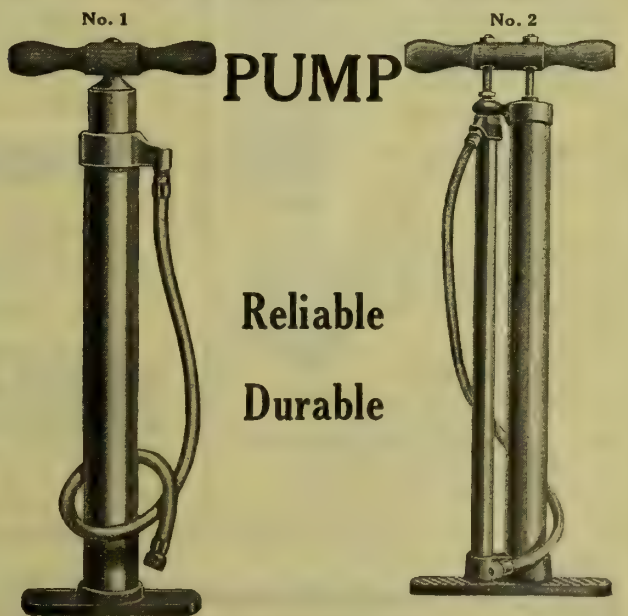


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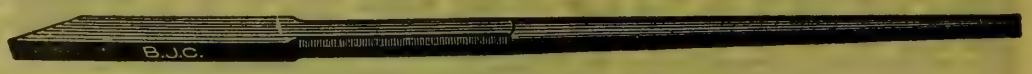
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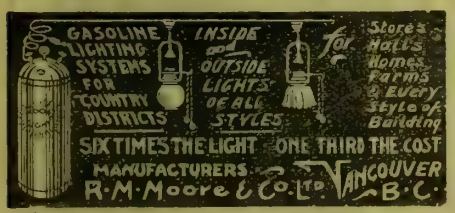
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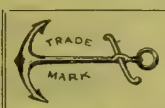
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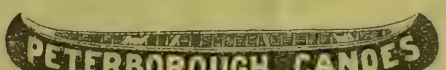
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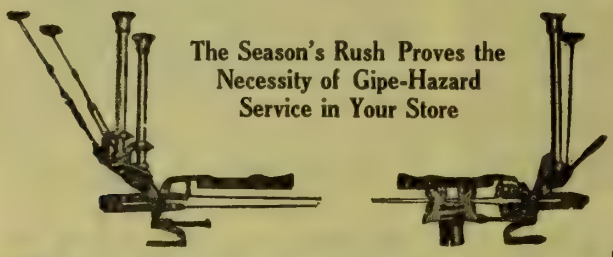
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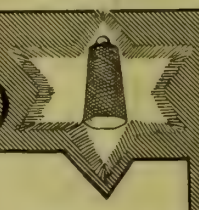
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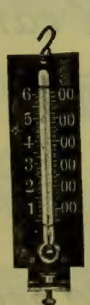


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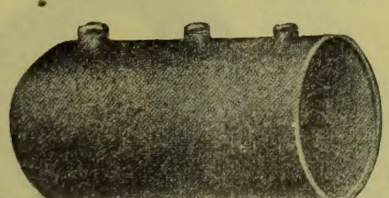
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*To All of Our Customers and Friends*

*We Wish a Very*

*Happy and Prosperous*

*New Year*

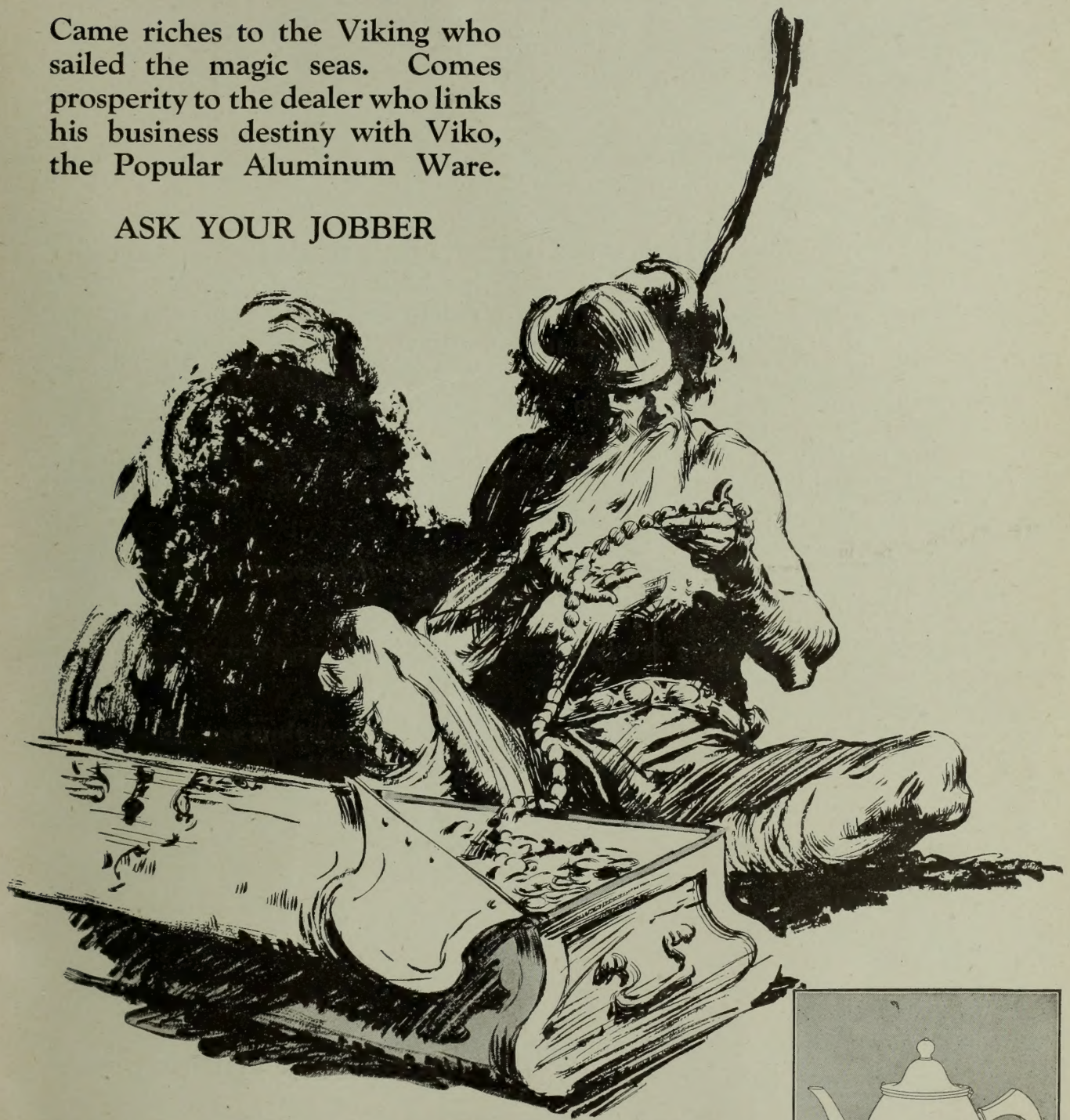
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THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

A·G·M·CO.
VIKO
ALUMINUM

Came riches to the Viking who sailed the magic seas. Comes prosperity to the dealer who links his business destiny with Viko, the Popular Aluminum Ware.

ASK YOUR JOBBER





Tea Pot—One of the many Viko utensils

# VIKO

## The Popular ALUMINUM

# McKINNON RADIATORS

## *Really Cellular*

The very simplicity of the McKinnon Radiator is what appeals to the car owner. He knows that injuries to his radiator can be easily and quickly repaired. He knows that if an accident happens and his radiator is punctured he can still proceed on his way. He merely plugs up the leaking cells with wooden plugs, chewing gum, tire dough or any adhesive substance, and drives on to *your* repair shop.

You quickly cut out the damaged cells, fit in a new cell or two, and solder the outside edges, front and back. You can make these repairs without much delay.

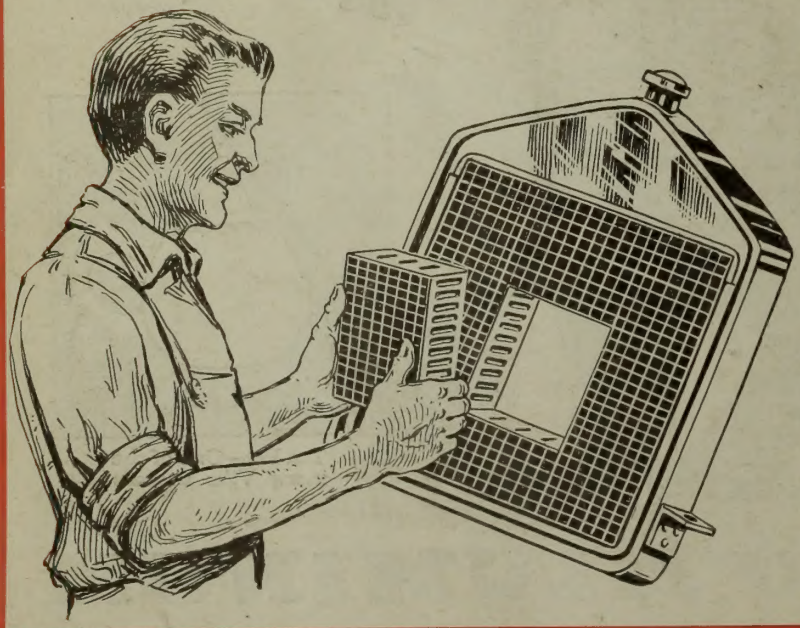
*Simplicity of temporary repair and rapidity of permanent repair* are good selling points for McKinnon Radiators.

McKinnon Radiators are carefully tinned inside and out to prevent corrosion.

The sides are straight downward and corrugated, thus agitating the water and increasing the cooling power of the radiator.

Every dealer and garage man should carry our "really cellular" radiators.

The most serviceable radiator made.



McKinnon Industries Limited

ST. CATHARINES, ONT.
CANADA